

Online:

www.orlandorealtors.org

(log into "Members Only" go to "Classes and Events" and click on "Upcoming Classes" to select the classes you would like to register for)

Phone:

407.513.7268

Fax:

407.513.9120

E-Mail:

education@orlandorealtors.org

Mail:

ORRA Education
1330 Lee Road
Orlando, FL 32810

Registration / Cancellation

Full payment required with registration

CE, Non-CE, and Free Courses: Cancellations not received within two (2) days prior to class start time will result in the forfeiture of the registration fee.

Designations, Certifications, & Legal Summit: A 25% fee will be assessed for cancellations received within five (5) days of course date. "No Shows" forfeit the registration fee.

Attendance

In order to receive CE credits for any Continuing Education courses, participants must:

1. Check in with ORRA Staff and sign morning / afternoon attendance sheets.
2. FREC requires a licensee attend 90% of each of the classroom hours. Physical attendance is required for the duration of class.
3. Refrain from using cell phone and electronic devices except during designated break times.

Refunds/Cancellation requests

Please contact the Professional Development Department.

Check out these upcoming programs at ORRA designed to enhance your career and increase your productivity.

GRI 300 Series: Essential R. E. Techniques

June 18-19 and 21-22, 2018
8:00 a.m. - 6:00 p.m.

Check-in begins at 7:15 a.m. on 1st day
30 BPL or 22 CE Credits
Pricing: \$239 for REALTOR® Members



About the Program

"Essential Real Estate Techniques" provides you the opportunity to enhance your skills with the "Sales from the Ground Up" approach and consists of the following two 2-day modules:

GRI 301: It's More than Just Sales – 11 CE
June 18-19, 2018

- Appraisals** - Illustrate the differences between physical depreciation, functional obsolescence and external obsolescence and how they affect property values.
- Exchanging** - Relate the value of exchanges as a strategy for customers to benefit from tax and financial incentives.
- Property Management & Common Ownership** - Demonstrate professional communication and business management skills as a property manager. Identify the physical characteristics (structures, property types, common elements) associated with each form of common ownership.

GRI 302: Think Outside the Box – 11 CE
June 21-22, 2018

- Brokerage Management** - Develop brokerage policies, procedures and budget.
- International** - Apply the regulations and taxes that must be adhered to by foreign parties participating in a real estate transaction.
- Residential Construction** - Apply knowledge of building codes and the processes prior to construction when assisting customers in transactions.
- Land Environment & Private Property Rights** - Relate federal and state laws regarding land use and the environment (including the "Growth Management Act") to the practice of real estate.

GRI 100 Series: Standards of Practice

July 16 – July 24, 2018
Three, 2 Day Modules
7:30 a.m. - 6:00 p.m.



Check-in begins at 7:15 a.m. on 1st day
45 SPL or 39 CE Credits
Pricing: \$199 for ORRA Members; \$359 for REALTOR® Members

About the Program

The GRI 100 Series: "Standards of Practice" provides a "nuts-and-bolts" approach to real estate and consists of the following three, 2-day modules:

GRI 101 – REALTORS®: Professionalism and the Law – 14 CE
July 16 - 17, 2018

- Professional Standards** - Evaluate given scenarios for possible ethics violations based on the concepts and standards of practice in the Articles of the Code of Ethics.
- Fair Housing and Diversity** - Construct a niche marketing plan that reflects awareness of and sensitivity to diversity.
- Law** - Demonstrate behavior consistent with the laws regarding relationships between brokers and associates and licensed and unlicensed persons.

GRI 102 – Starting Your Business – 11 CE
July 19 - 20, 2018

- Contact to Contracts** - Apply the elements of a professional image and marketing strategy to contacting potential clients.
- Business Planning and Goal Setting** - Develop a basic business plan using at least three business plan elements.

GRI 103 – Maximize Your Profitability – 14 CE
July 23 - 24, 2018

- Finance** - Become aware of the latest developments in finance to clarify the economic status and affordability of the real estate market.
- Law** - Know the "red flag" warnings of when participants are potentially going into a danger zone – the unlicensed practice of law.
- Negotiating and Counseling** - Demonstrate behavior consistent with the Four Negotiating Principles in a negotiation situation

2018 Education CALENDAR



Sun	Mon	Tue	Wed	Thu	Fri
			1	2	3
3	4	5	6	7	8
9	10	11	12	13	14
15	16	17	18	19	20
21	22	23	24	25	26
27	28	29	30	31	

ORRA Education Class Schedule

May 2018						
1	9:00 am – 1:00 pm	FR/FL Bar Residential Contract for Sale and Purchase Instructor: Nishad Khan Florida REALTORS® most updated purchase contracts. While some changes are self-explanatory others deserve more focus and discussion. Nishad Khan, Esq will provide you with practical tips to better understand the mechanics of contract provisions and preparing the FR/BAR contract.	4 CE	\$10		
2	8:30 am – 4:30 pm	Accredited Closing Expert – Day 1: The Mechanics of Closing Instructor: Josh Cadillac Join us for this 8 CE Credit course that will set a definitive road map guiding you, the Realtor®, to recognize and develop the practices that are common to a professional “deal closer”. This dynamic module will unveil secrets to help you become the best closer that you can be in the real estate industry! This class will be maximized by providing a "working lunch"	8 CE	\$30		
3	11:00 am – 12:30 pm	The Fundamentals of OneNote Instructor: Microsoft Store Staff Join us for a 60-minute workshop on OneNote 2016. Learn how to use OneNote to access information across multiple devices and with multiple users.	No CE	\$10		
3	1:30 pm – 4:30 pm	Body Talk: Understanding Body Language for Sales & Safety Instructor: Andy Tolbert With recent attacks in Florida and throughout the country, Real Estate Safety has become a hot topic. This class brings practical, implementable ideas to protect not only you as an agent, but your customers as well.	3 CE	\$10		
4	9:30 am – 12:30 pm	You Gotta Go – Tenant Evictions Instructor: Rebecca Panosso Where did we go wrong? We thought after the application process, the background checking, and the move in process we had a great tenant. Not all tenants work out to be wonderful. Some know the process and others have circumstances that happen during the tenancy that cause issues. The property manager's best and final course of action is through the act of eviction.	3 CE	\$10		
8	8:30 am – 4:30 pm	Excellence in Professionalism – Gold Key Certification Course Instructor: Dick Fryer After completing this course, your customers and your community will view you as a highly respected professional and as someone they can call upon for all of their real estate needs. This course will provide the tools and knowledge for establishing relationships with fellow REALTORS®, affiliated business partners, and customers that will last a life time.	7 CE	\$10		
10	9:00 am – 1:00 pm	Commercial Leasing Made Easy Instructor: Linda Olson The purpose of this class is to concentrate on the leasing aspect of commercial real estate. This is a category that stands alone because of all of the unique terms and concepts that are associated with it. There are many ways to structure a lease and many types of leases. Learn which one to use and why!	4 CE	\$10		
10	2:00 pm – 5:00 pm	Escrow Rules & Regulations: How to Stay Out of Trouble Instructor: Cynthia DeLuca We handle escrow anytime we handle money that doesn't belong to us. This can include sales contract deposits, rent, security deposits, advanced rents, or maintenance money for repairs. This course will highlight ways to handle the money of your clients while staying within the law and guidelines.	3 CE	\$10		
11	11:00 am – 1:30 pm	New Renovation: Lunch & Learn Instructor: Grant Simon Is a house in need of repair? Does the buyer want a pool? Is an extra bedroom or bathroom needed? Does the inspection require a roof replacement? Does your client want to build a home on a lot they currently own? This fast-paced course simplifies construction and renovation loans and is designed to add to your knowledge and value as a real estate professional!	No CE	\$15		
24	9:00 am – 1:00 pm	Pricing in a Competitive Market Instructor: Patti Ketcham If you want to learn how to read supply and demand in a market, calculate absorption rate and critically evaluate what comparable data is still germane, then this class is for you. The three-fold goal is to learn how to properly price property, avoid carrying listings for too long and to satisfy property owners!	4 CE	\$10		
24	2:00 pm – 5:00 pm	Your Home Loan Tool Kit Instructor: Grant Simon This 3 hour course will show you how to use the tool kit to make appropriate calculation, become more productive and professional with regard to TILA-RESPA and enable you to speak with authority to clients regarding the nuances of the new disclosure and closing process.	3 CE	\$10		
25	9:00 am – 12:00 pm	Brokerage Management Instructor: Chuck Bonamer The responsibility of managing your own office has become more complex than ever and the potential for risk increases with each new agent, staff member and client. This course is perfect for the broker that wants to learn how to organize and streamline their office while minimizing potential hazards.	3 CE	\$49		
25	1:00 pm – 4:00 pm	Code of Ethics Instructor: Nishad Khan This class fulfills the 3 Hours of Ethics & Business Practices license requirement. Every REALTOR® must complete the NAR Mandatory REALTOR® Code of Ethics Training between January 1, 2017 and December 31, 2018. REALTORS® who do not meet the requirement will have their REALTOR® status suspended on January 1, 2019. This is a nationwide requirement for all REALTORS®.	3 CE		3 Hours of Ethics & Business Practices	\$10
30	9:00 am – 12:00 pm	Code of Ethics Instructor: Reese Stewart This class fulfills the 3 Hours of Ethics & Business Practices license requirement. Every REALTOR® must complete the NAR Mandatory REALTOR® Code of Ethics Training between January 1, 2017 and December 31, 2018. REALTORS® who do not meet the requirement will have their REALTOR® status suspended on January 1, 2019. This is a nationwide requirement for all REALTORS®.	3 CE		3 Hours of Ethics & Business Practices	\$10
30	1:00 pm – 4:00 pm	How to Build a New Homes Niche Instructor: David Fletcher New homes inventory can seem daunting! This course will unveil why builders are aggressively targeting renovation-resistant buyers and how this data can be leveraged to sell more both new and used homes.	3 CE			\$25
31	1:00 pm – 4:00 pm	Mortgage Financing for Real Estate Agents: Presented by Affiliate Education Series Instructor: John Johnson Realtors are continually asked financing related questions by their buyers. Mortgage Financing for Real Estate Agents will provide knowledge that will boost your confidence so that the next time you are asked a financing related question, you will be able to provide educated insight before directing your buyer to call a lender.	3 CE			\$10
June 2018						
5	9:00 am – 12:00 pm	The Art of Networking Instructor: Linda Olson Most REALTORS® agree that networking is critical to long-term success in real estate. After this class you will leave with solid strategies and techniques that will allow you to feel more comfortable in networking settings, make a positive impression, and generate new contacts.	3 CE			\$10
5	9:00 am – 12:00 pm	Code of Ethics Instructor: Dick Fryer This class fulfills the 3 Hours of Ethics & Business Practices license requirement. Every REALTOR® must complete the NAR Mandatory REALTOR® Code of Ethics Training between January 1, 2017 and December 31, 2018. REALTORS® who do not meet the requirement will have their REALTOR® status suspended on January 1, 2019. This is a nationwide requirement for all REALTORS®.	3 CE		3 Hours of Ethics & Business Practices	\$10
14	9:00 am – 12:00 pm	Code of Ethics Instructor: Beverly Pindling This class fulfills the 3 Hours of Ethics & Business Practices license requirement. Every REALTOR® must complete the NAR Mandatory REALTOR® Code of Ethics Training between January 1, 2017 and December 31, 2018. REALTORS® who do not meet the requirement will have their REALTOR® status suspended on January 1, 2019. This is a nationwide requirement for all REALTORS®.	3 CE		3 Hours of Ethics & Business Practices	\$10
18 - 22	8:00 am – 6:00 pm	Graduate Realtor Institute (GRI) – 300 Series (NAR Designation Course) • 18-19 GRI Module 301: It's More Than Just Sales • 21-22 GRI Module 302: Thinking Outside the Box	22 CE			\$239
26	9:00 am – 12:00 pm	Prospecting, Scripts and Objections Instructor: Robert Gress Prospecting is not a new concept in real estate sales. Yet, prospecting seems to be something that many real estate professionals shy away from or never come to truly understand. This course specifically addresses prospecting and the use of scripts and dialogues in an attempt to handle and overcome sales objection	3 CE			\$25
26	1:00 pm – 4:00 pm	Listing, Buyer and Referral Agreements Instructor: Robert Gress This class will review several key documents that most Florida real estate licensees will use during their real estate career. The course is designed to explain and take questions on the following commonly used real estate forms: Exclusive Right of Sale Listing Agreements, Modification to Listing Agreement, Exclusive buyer Brokerage Agreement, Referral Agreement, Seller's Property Disclosure - Residential.	3 CE			\$25
28	9:00 am – 1:00 pm	Run Your Business on Google & the Cloud Instructor: Craig Grant By the end of this course, each student will be aware of all of the free Google Tools that are available to help them reduce their business operating costs, improve their work efficiency and communication tools as well as leverage the Google search engine and advertising network to increase their presence in the marketplace to retain and/or attract business.	4 CE			\$25
28	2:00 pm – 4:00 pm	Facebook for Real Estate Instructor: Craig Grant Facebook is the largest Social Networking site in the world and it has tons of potential for REALTORS® to make connections and generate business with potential clients. This course will explain why Facebook is important for REALTORS®, the ins and outs of how to set up and run you custom Business Page, separate your personal and business lives, get likes and much more!	No CE			\$10

For educational courses or **Risk Management Certification Credit Courses** please visit our website: www.orlandorealtors.org, contact Professional Development at 407.513.7268 or e-mail education@orlandorealtors.org.
For **FREE MFRMLS Classes** – not listed, please visit their website: www.mfrmls.com or call 407.960.5300.
For events, contact Administration at 407.513.7262 or e-mail CaroleB@orlandorealtors.org or AngelaF@orlandorealtors.org

Business casual attire requested for education classes.