

# GREATER ROME BOARD OF REALTORS®

## 2009 CONTINUING EDUCATION SCHEDULE

Most classes will be held at THE GRBR CLASSROOM – 700 E. Second Ave., Ste. K, Rome, GA

**THURSDAY FEBRUARY 26, 2009** Registration 8:30 am Instruction 9:00 am – 12:15 pm

➤ **“CONTRACTS TO CLOSING”** Instructor, Howell Haunson- 3 Hours C.E. Credit

This course is appropriate for all agents, regardless of their experience level. It aids new agents in beginning their career in a way that allows them to avoid problem closings. It assists experienced agents in recognizing bad practices they have developed that may jeopardize a smooth closing. The course begins with the negotiation of the contract and continues through the closing. Member price \$25. Early-Bird price \$20 if signed up before 2/19/2009.

Morning Break Sponsor: Lynn Terrell, River City Bank.

**THURSDAY MARCH 19, 2009** Registration 8:30 a.m. Instruction 9:00 a.m. – 12:15 p.m.

➤ **“FORECLOSURES & SHORT SALES”** Instructor, Bobby Gaines - 3 Hours C.E. Credit

With the number of properties heading into foreclosure at all-time highs, short sales are becoming increasingly popular as lenders and homeowners look to avoid the costly foreclosure process. This course will equip the savvy real estate professional with the necessary tools and expertise to facilitate a successful short sale. Upon completion of this course, students will be able to identify those situations where a short sale may be possible and will learn eight important questions to ask a seller to determine whether a short sale might be feasible. Participants will also identify the requisite components of the “workout package” to be submitted for the lender’s approval.

Member price \$25. Early-Bird price \$20 if signed up before 3/12/2009.

Morning Break sponsor: Dayna Crumley, New South Federal Savings Bank

**FRIDAY MAY 29, 2009** Registration 8:30 am Instruction 9:00 am – 4:30 pm

➤ **“YOU CAN’T FIX STUPID”** Instructor, Tom Gillett - 6 Hours CE Credit

This is a 6 hour GREC approved, GREC sponsored and GREC funded course for continuing education. Developed and Instructed by Tom Gillett, this course will provide answers to the questions that EVERYBODY should have! The economy is making life as a real estate licensee challenging enough...don’t compound your day with ignorance of important issues! It covers basic mistakes that get REALTORS® in trouble, Federal Laws & State Laws and focuses on license laws and rules. Member price \$10.

Morning Break Sponsor: Vickie Hill, Synovus/Citizens First

Afternoon Break Sponsor: Cecelia Rogers & Terri Ainsworth, Greater Rome Bank

**THURSDAY JUNE 18, 2009** Registration 12:45 pm Instruction 1:15 pm – 4:30 pm

(following New Member Orientation)

➤ **“DYNAMICS OF DIGITAL PHOTOGRAPHY: Maximizing the Potential and Marketing Power of Real Estate Photographs”** Instructor, Bob Ramsey, FMLS - 3 Hours C.E. Credit

Real estate professionals will gain a solid understanding of the value, role and marketing potential of effective real estate photography, from critical considerations before the first click to uploading and using photos in multiple marketing efforts. Students will learn to maximize their digital photography skills so their future photos are dynamic listing and selling tools. Emphasis is on real estate photography, as opposed to everyday photography, and features multiple examples of effective – and ineffective – real estate photos. Topics covered include: basic photography terminology; tips on choosing a camera appropriate for real estate; additional equipment helpful for real estate photography; how to get ahead of the photography learning curve; educating clients on their role in obtaining successful photos; photo composition, techniques, and tips; photo management, including an overview of uploading photos from camera to computer; digitally adjusting photos for contrast, sharpness, and photo quality; uploading photos to an FMLS listing; the critical timing of real estate media uploads; marketing options for property photographs beyond the multiple listing service.

Member price \$10.

Afternoon Break Sponsor: Bruce Epperson & Tony Miller, Vanguard Mortgage

**THURSDAY SEPTEMBER 17, 2009** Registration 8:30 a.m. Instruction 9:00 am – 12:15 pm

➤ **“MORTGAGE FRAUD: THE SILENT SIN”** Instructor, Tom Gillett - 3 Hours C.E. Credit

At the end of this informative session, the student will be able recognize, identify and avoid mortgage fraud activity. With real estate fraud being one of the fastest growing crimes in the United States (and Georgia leads the way!), this is a “must attend” seminar for all brokers and licensees who do not enjoy prison food.

Member price \$25. Early-Bird price \$20 if signed up before 9/10/2009.

Morning Break Sponsor: Charley Perry, Southern Highlands Mortgage

**THURSDAY OCTOBER 15, 2009** Registration 8:30 am Instruction 9:00 am – 12:15 pm

➤ **“UNDERSTANDING THE GOLDEN RULE”** Instructor, Vickie Rogers - 3 Hours C.E. Credit

This is a necessary but fun course covering the Code of Ethics. In this course studies are used to help the student understand and grasp the relevant meaning of the articles. Comments like “I didn’t know that!” are usually overheard when leaving this class. This class does meet the NAR requirements for new members as well as the quadrennial renewal for current REALTOR® members.

Member price \$25. Early-Bird price \$20 if signed up before 10/8/2009.

Non-Rome Member price \$45. Early-Bird price \$35 if signed up before 10/8/2009.

Morning Break Sponsor: Teresa Lumsden State Farm Insurance

Followed by: **NEW MEMBER ORIENTATION @ 12:30 pm**

**THURSDAY NOVEMBER 19, 2009** Registration 8:30 am Instruction 9:00 am – 12:15 pm

➤ **“ENERGY STAR HOMES – CE FOR REALTORS”** Instructor, Tony Donald - 3 Hours C.E. Credit

Attend this session on selling ENERGY STAR homes and learn how to answer customer questions about comfort, energy Efficiency, indoor air quality and more. Learn about the benefits of the ENERGY STAR label and how to communicate these benefits to potential buyers to increase sales! This class is full of valuable information and tools delivered in the form of small group workshops, take-home handouts and an interactive in class testing demonstration. Topics Include: Georgia Power’s ENERGY STAR New Home Program; What is ENERGY STAR®?; Market & Industry Changes; Features and Benefits of ENERGY STAR® Homes; Homeowner Benefits; In Class Testing Demonstration

Member Price: \$10.00

Morning Break Sponsor: Teresa Cordle, Georgia Power Co.

**COME EARLY! We have limited seating and limited parking.**