

GREATER ROME BOARD OF REALTORS®

2011 CONTINUING EDUCATION SCHEDULE

Classes will be held at THE GRBR CLASSROOM – 700 E. Second Ave., Suite. K, Rome, GA

THURSDAY JANUARY 27, 2011

Registration 8:30 a.m. Instruction 9:00 a.m. – 12:15 p.m

- **“WE’RE UNDER CONTRACT...OR ARE WE?: 2011 GAR CONTRACTS”** Instructor, **Tom Gillett**
3 Hours C.E. Credit

This course provides an update for the 2011 GAR contract forms and in addition, demonstrates to the student the proper use of the Purchase and Sale Agreement and most commonly used companion documents. This is a MUST attend course for any agent using the GAR contract forms!

Member price \$20 if signed up before 1/24/2011.

Morning Break sponsor: **Sonya Blankenship, River City Bank**

THURSDAY JANUARY 27, 2011

Registration 1:00 p.m. Instruction 1:30 p.m. – 4:45 p.m

- **“2011 GAR CONTRACTS: EXHIBITS, AMENDMENTS & SPECIAL STIPULATIONS”**

Instructor, **Tom Gillett** - 3 Hours C.E. Credit

While Georgia law will not allow real estate agents to give legal advice or write contracts, the law does allow them to prepare contracts from forms created by counsel. This course is an in-depth review of the forms and special stipulations available to Georgia licensees and demonstrates their proper use.

Member price \$20 if signed up before 1/24/2011.

Afternoon Break sponsor: **Diana Wall, SunTrust Mortgage**

WEDNESDAY FEBRUARY 2, 2011

Registration 12:30 p.m. Instruction 1:00 pm – 4:15 pm

- **“SHORT SALE 101 SEMINAR”** Instructor, **Barbara Hightower** - 3 Hours C.E. Credit

In today’s marketplace Short Sales have become the “new normal.” This seminar is designed to help you learn how to navigate the time intensive process and avoid the minefield of pitfalls.

Member price \$10 if signed up before 1/21/2011.

Afternoon Break Sponsor: **Lane Haley, Smith, Lewis, Haley**

THURSDAY MARCH 24, 2011

Registration 8:30 a.m. Instruction 9:00 a.m. – 12:15 p.m

- **“DID I REALLY SAY WHAT THEY HEARD?”**

Instructor, **Donna Traylor-French** - 3 Hours C.E. Credit

Want to improve your knowledge of Georgia real estate agency law and BRRETA? Learn the history and what is required of a Georgia real estate agent, unique ways to utilize Georgia Association of REALTORS® agency forms based on your company’s policy and whether consumers should or could be left a customers.

Member price \$20 if signed up before 3/21/2011 Non-GRBR Member price \$35 if signed up before 3/21/2011

Morning Break sponsor: **Karren Green, Heritage First Bank**

THURSDAY APRIL 7, 2011

Registration 8:30 a.m. Instruction 9:00 am – 12:15 pm.

- **“FAIR HOUSING: IT’S NOT AN OPTION, IT’S THE LAW”** Instructor, **Howell Haunson** - 3 Hrs. CE Credit

Reinforce your knowledge of the Fair Housing Act, addressing what can and cannot be done. Much of this area of the law involves defining what is in answering many questions that may arise. The course reviews issues relating to fair housing, including the enforcement of the law and penalties for violating it. A historical perspective of the act is provided as well as scenarios for you to determine whether there are any Fair Housing violations.

Member price \$20 if signed up before 4/04/2011 Non-GRBR Member price \$35 if signed up before 4/04/2011

Morning Break Sponsor: **Terri Ainsworth, Greater Rome Bank**

WEDNESDAY MAY 18, 2011

Registration 8:30 am Instruction 9:00 am – 4:30 pm

- **“GREC BROKERAGE COURSE”** Instructor, **Pat Johnson** – 6 Hours CE Credit

You need this course if you want to maintain a real estate practice that complies with Georgia law.

Member & non-member price: \$10.00

Morning Break Sponsor: **Tony Miller, Henger Rast Mortgage**

Afternoon Break Sponsor: **Kevin Wall, Cornerstone Financial & Insurance Group**

THURSDAY MAY 19, 2011

Registration 8:30 am Instruction 9:00 am – 4:30 pm

- **“GREC TRUST ACCOUNT”** Instructor, **Pat Johnson** – 6 Hours CE Credit

You need this course if you are part of any real estate transaction which involves earnest money, security deposits or rent (Broker, agent or administrative). You own personal rental property. . Member & non-member price: \$10.00

Morning Break Sponsor: **Vickie Hill, Synovus Mortgage**

Afternoon Break Sponsor: **Briggs Traylor, Synovus Mortgage**

