



4540 Trousdale Drive
Nashville, TN 37204
615-254-7516

2010 REALTOR DESIGNATION COURSES ABR, CCIM, CRS, GREEN, SRES

All courses are held at the Greater Nashville Association of Realtors, 4540 Trousdale Drive, Nashville, TN 37204 (615-254-7516). Lunch is provided at all day-long classes. You may register using the registration form on the GNAR education page for all courses except CCIM. For more information about the CCIM designation or to register, visit www.ccim.com or call 800-621-7027. GNAR members may register online at www.gnar.org; click on the 'Members Only' link. In all cases, GNAR suggests that you confirm designation requirements with the various councils and institutes.

For more information about the Graduate, Realtor Institute (GRI) designation, a schedule of GRI classes, or to register for GRI courses, visit www.tarnet.com or call 615-321-1477. Please note that GNAR is NOT a host site for the GRI program in 2010.

ABR DESIGNATION COURSES

The Real Estate Buyers Agent Council confers the Accredited Buyer Representative designation. For more information about the Accredited Buyer Representative (ABR) designation visit www.rebac.net or call 800-648-6224. The education requirement to obtain the ABR designation includes completion of the two-day REBAC ABR course in buyer representation (pass the course exam with a grade of 80 percent or better), and completion of one of the required electives with a passing grade of 80 percent or better.

Two-Day ABR Course Schedule (TREC 2723)

16 Hours Continuing Education Credit
All classes 8:30 a.m. - 5 p.m.
GNAR Members \$275; All Others \$300
You must attend both days.

February 16-17, 2010

Instructor; Frank Mears, ABR, CRB, GRI, SRES, SRS

July 13-14, 2010

Instructor: Tina Daniel, CRS

ACCREDITED BUYER'S REP COURSE ELECTIVES

Along with the 2-day ABR course, complete one ABR elective in order to meet ABR education requirements. Electives are open to all agents whether or not you are working to earn the designation. Lunch is provided at all ABR elective courses.

February 18, 2010; 8:30 a.m. - 5 p.m.

Short Sales and Foreclosures for Buyer-Clients* (TREC 5344)

Instructor: Frank Mears, ABR, CRB, GRI, SRES, SRS

8 Hours Continuing Education Credit

GNAR Members \$125; All Others \$140

ABR elective.

** This course was previously named Foreclosure: Prevention and Opportunities*

May 4-5, 2010; 9 a.m. - 4 p.m.

Green Designation Core Course

Instructor: Melanie McLane, ABR, CRS, GREENI

12 Hours Continuing Education Credit

GNAR Members \$275; All Others \$300

ABR elective; Core course for the Green Designation; and two CRS designation elective units.

July 15, 2010; 8:30 a.m. - 5 p.m.

Short Sales and Foreclosures for Buyer-Clients* (TREC 5344)

Instructor: Tina Daniel, CRS

8 Hours Continuing Education Credit

GNAR Members \$125; All Others \$140

ABR elective.

** This course was previously named Foreclosure: Prevention and Opportunities*

October 18-19, 2010; 9 a.m. - 4 p.m.

Green Designation Core Course

Instructor: Curtis Hall, ABR, CRS, GREEN

12 Hours Continuing Education Credit

GNAR Members \$275; All Others \$300

ABR elective; Core course for the Green Designation; and two CRS designation elective units.

October 21, 2010; 9 a.m. - 4 p.m.

Innovative Marketing Techniques for Buyer's Reps (TREC 3489)

Instructor: Curtis Hall, ABR, CRS, GRI

6 Hours Continuing Education Credit

GNAR Members \$125; All Others \$140

ABR elective.

November 9-10, 2010; 8:30 a.m. - 5 p.m.

SRES (Seniors Real Estate Specialist (TREC 5389)

Instructor: Frank Mears, ABR, CRB, GRI, SRES, SRS

16 Hours Continuing Education Credit

GNAR Members \$275; All Others \$300

One elective toward the ABR and RSPS designations. Details at www.sres.org.

CCIM DESIGNATION COURSES

The CCIM Institute confers the CCIM designation. For more information about the Certified Commercial Investment Member (CCIM) designation or to register for a class, visit www.ccim.com or call the CCIM Institute at 800-621-7027. Intro to Commercial Investment Real Estate Analysis and CI 101 are open to all agents. *CI 101 is the prerequisite for the CI 102, 103 and 104 courses.* Lunch is provided at all CCIM classes. For all 5-day CCIM classes: Candidate \$1,140; Non-candidate \$1,395; Realtors taking CI 101 \$1,325.

March 15-16, 2010; 8:30 a.m. – 5:30 p.m.

Introduction to Commercial Investment Real Estate Analysis (CCIM) TREC 1295

Instructor: Bill Moss, CCIM

16 Hours Continuing Education Credit

All Students \$350

April 26-30, 2010; 8:30 a.m. – 5:30 p.m.

CI 101: Financial Analysis for Commercial Investment Real Estate (TREC 622)

Instructors: Bill Moss, CCIM, and Bill Cantey, CCIM

36 Hours Continuing Education Credit

June 21-25, 2010; 8:30 a.m. - 5:30 p.m.

CI 102: Market Analysis for Commercial Investment Real Estate (TREC 1182)

Instructors: Mark Cypert, CCIM, and Alex Johnson, CCIM

39 Hours Continuing Education Credit

September 20-24, 2010; 8:30 a.m. - 5:30 p.m.

CI 103: User Decision Analysis for Commercial Investment Real Estate (TREC 2860)

Instructors: Richard Fulton, CCIM and Joe Larkin, CCIM

38 Hours Continuing Education Credit

November 15-19, 2010; 8:30 a.m. – 5:30 p.m.

CI 104: Investment Analysis for Commercial Investment Real Estate (TREC 2860)

Instructors: Gene Trowbridge, CCIM, and Martin Edwards, CCIM

43 Hours Continuing Education Credit

CRS DESIGNATION COURSES

The Council of Residential Specialists confers the Certified Residential Specialist designation. For more information about the designation or CRS courses visit www.crs.com or call 800-462-8841. CRS courses may be taken in any order and are open to all agents whether or not they will be used toward earning the CRS designation. GREEN Designation courses may be used to satisfy two CRS designation elective units. *Lunch provided at all CRS classes. Note: instructors are subject to change without notice.*

February 24-25, 2010; 8:30 a.m. - 5 p.m.

CRS 206: Technologies to Advance Your Business (TREC 2532)

Instructor: Robert Morris, CRS*

16 Hours Continuing Education Credit

GNAR Members \$275; All Others \$300

Audit \$150 (designees only)

Two units toward the CRS designation.

May 18-19, 2010; 8:30 a.m. - 5 p.m.

CRS 200: Business Planning & Marketing for the Residential Specialist (TREC 1381)

Instructor: LeRoy Houser, CRS*

16 Hours Continuing Education Credit

GNAR Members \$275; All Others \$300

Audit \$150 (designees only)

Two units toward the CRS designation.

August 19-20, 2010; 8:30 a.m. - 5 p.m.

CRS 202: Effective Buyer Sales Strategies for the Residential Specialist (TREC 3321)

Instructor: Gee Dunsten, CRS*

16 Hours Continuing Education Credit

GNAR Members \$275; All Others \$300

Audit \$150 (designees only)

Two units toward the CRS designation.

October 27, 2010; 8:30 a.m. - 5 p.m.

Ninja Selling Business Systems* (TREC 6260)

Instructor: Zan Monroe, CRS*

8 Hours Continuing Education Credit

GNAR Members \$129; All Others \$150

One unit toward the CRS designation.

**Note: this is not the same class as the Ninja Selling course.*

October 28-29, 2010; 8:30 a.m. - 5 p.m.

CRS 201: Effective Listing Strategies for the Residential Specialist (TREC 628)

Instructor: Zan Monroe, CRS*

16 Hours Continuing Education Credit

GNAR Members \$275; All Others \$300

Audit \$150 (designees only)

Two units toward the CRS designation.

** Specific instructors are not guaranteed.*

GREEN DESIGNATION COURSES

The Green Designation is conferred by the National Association of Realtors through the Green Resource Council. It addresses the concerns of consumers who are seeking real green expertise. Go to www.greenresourcecouncil.org for designation information or call 800-498-9422. You must successfully complete the Green Designation Core course and one approved elective course.

Successful completion of the 2-day Green Designation Core course meets the elective course requirement for REBAC's ABR Designation and is approved for two CRS Designation elective units.

Green Designation Core Course (TREC 5944)

May 4-5, 2010; 9 a.m. – 4 p.m.

Instructor: Melanie McLane, ABR, CRS, GREEN

12 Hours Continuing Education Credit

GNAR Members \$275; All Others \$300

Green Real Estate Residential Elective (TREC 5945)

May 6, 2010; 9 a.m. – 4 p.m.

Instructor: Melanie McLane, ABR, CRS, GREEN

6 Hours Continuing Education Credit

GNAR Members \$125; All Others \$140

Use as the one elective required to earn the Green Designation.

Green Designation Core Course (TREC 5944)

October 18-19, 2010; 9 a.m. – 4 p.m.

Instructor: Curtis Hall, ABR, CRS, GREEN

12 Hours Continuing Education Credit

GNAR Members \$275; All Others \$300

Green Real Estate Residential Elective (TREC 5945)

October 20, 2010; 9 a.m. – 4 p.m.

Instructor: Curtis Hall, ABR, CRS, GREEN

6 Hours Continuing Education Credit

GNAR Members \$125; All Others \$140

Use as the one elective required to earn the Green Designation.

SENIORS REAL ESTATE SPECIALIST DESIGNATION COURSE

The Seniors Real Estate Specialist (SRES) Designation is conferred by the National Association of Realtors through the Seniors Real Estate Council. The SRES Council trains Realtors to meet the special needs of maturing Americans when selling, buying, relocating, or refinancing residential or investment properties. The Council tracks senior-specific lifestyle and housing issues and educates Realtors who are making clients age 50-plus a part of their overall business plan. By earning the SRES designation, Realtors are prepared to approach mature clientele with the best options and information for them to make life-changing decisions.

Counts as one elective toward the Accredited Buyer Representative (ABR) Designation and the Resort and Second Home Property Specialist Certification.

For additional information on this designation visit www.seniorsrealestate.com or call 800-500-4564.

Seniors Real Estate Specialist (SRES) Designation Course (TREC 5389)

November 9-10, 2010; 8:30 a.m. – 5 p.m.

Instructor: Frank Mears, ABR, CRB, GRI, SRES, SRS

16 Hours Continuing Education Credit

GNAR Members \$275; All Others \$300