



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

2009 REALTOR DESIGNATION COURSES ABR, CCIM, CRS, GREEN, PMN

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 2009.

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.

April 21-22, 2009

Instructor; Brenda Russell, ABR, CRS, GRI

August 4-5, 2009

Instructor: Frank Mears, ABR, CRB, CSP, GRI

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 10, 2009; 8:30 a.m. - 5 p.m.

e-Buyer

Instructor: Robert Morris, ABR, CRB, CRS, GRI

ABR and Resort and Second Home Property Specialist designation elective.

March 2-3, 2009; 9 a.m. - 4 p.m.

Green Designation Core Course

Instructor: Melanie McLane, GRI, CRS, CRB, ABR, e-PRO, RAA, ITI

16 Hours Continuing Education Credit

GNAR Members \$275; All Others \$300

ABR elective and Core course for the Green Designation.

April 23, 2009; 9 a.m. - 4 p.m.

Effective Negotiating For Real Estate Professionals (TREC 4281)

Instructor: Brenda Russell, ABR, CRS, GRI

6 Hours Continuing Education Credit

GNAR Members \$125; All Others \$140

ABR elective. One of the three designation courses required for the Performance Management Network designation conferred by the Women's Council of Realtors.

August 6, 2009; 8:30 a.m. - 5 p.m.

Foreclosure: Prevention Opportunities for Buyers-Clients (TREC 5344)

Instructor: Frank Mears, ABR, CRB, CSP, GRI

8 Hours Continuing Education Credit

GNAR Members \$125; All Others \$140

ABR elective.

March 2-3, 2009; 9 a.m. - 4 p.m.

Green Designation Core Course

Instructor: Curtis Hall, ABR, CRS, GRI

16 Hours Continuing Education Credit

GNAR Members \$275; All Others \$300

ABR elective and Core course for the Green Designation.

October 8, 2009; 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.

ACCREDITED BUYER'S REP COURSE ELECTIVES CONTINUED

November 18-19, 2009; 8:30 a.m. – 5 p.m.

CRS 204: Creating Wealth Through Residential R.E. Investments (TREC 631)

Instructor: Dale Carlton, CRS

16 Hours Continuing Education Credit

GNAR Members \$275; All Others \$300

Audit \$150 (Designees Only)

ABR elective and CRS 2-unit course.

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 30-31, 2009; 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

May 4-8, 2009; 8:30 a.m. – 5:30 p.m.

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

Instructors: Bill Moss, CCIM, and Steve Cannariato, CCIM

36 Hours Continuing Education Credit

June 15-19, 2009; 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

August 10-14, 2009; 8:30 a.m. - 5:30 p.m.

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

Instructors: Mark Cypert, CCIM, and Tennyson Williams, CCIM

39 Hours Continuing Education Credit

November 2-6, 2009; 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

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. *Lunch provided at all CRS classes.*

March 25, 2009; 8:30 a.m. - 5 p.m.

Marketing With Microsoft Office (TREC 4391)

Instructor: Pat Zaby, CCIM, CRS*

8 Hours Continuing Education Credit

GNAR Members \$129; All Others \$150

One unit toward the CRS designation.

March 26-27, 2009; 8:30 a.m. - 5 p.m.

CRS 205: Financing and Tax Advantages for Agents and Their Clients (TREC 5724)

Instructor: Pat Zaby, CCIM, CRS*

16 Hours Continuing Education Credit

GNAR Members \$275; All Others \$300

Audit \$150 (designees only)

Two units toward the CRS designation.

May 20, 2009; 8:30 a.m. - 5 p.m.

Ninja Selling

Instructor: Zan Monroe, CRS*

8 Hours Continuing Education Credit

GNAR Members \$129; All Others \$150

One unit toward the CRS designation.

May 21-22, 2009; 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.

July 29-30, 2009; 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.

November 18-19, 2009; 8:30 a.m. - 5 p.m.

CRS 204: Creating Wealth Through Residential R.E. Investments (TREC 631)

Instructor: Dale Carlton, 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 that are seeking real green expertise. For complete designation information go to www.greenresourcecouncil.org or call 800-498-9422. You must successfully complete the Green Designation Core course and one approved elective course.

March 2-3, 2009

Instructor: Melanie McLane, GRI, CRS, CRB, ABR, e-PRO, RAA, ITI

October 5-6, 2009

Instructor: Curtis Hall, ABR, CRS, GRI

Green Designation Core Course

16 Hours Continuing Education Credit

GNAR Members \$275; All Others \$300

Serves as an ABR elective.

March 2-4, 2009

Instructor: Melanie McLane, GRI, CRS, CRB, ABR, e-PRO, RAA, ITI

October 7, 2009

Instructor: Curtis Hall, ABR, CRS, GRI

Green Real Estate Residential Elective

6 Hours Continuing Education Credit

GNAR Members \$125; All Others \$140

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

PMN DESIGNATION COURSES

The Performance Management Network (PMN) designation is conferred by the Women's Council of Realtors. For complete council and designation information go to www.wcr.org or call 800-245-3278.

January 22, 2009; 8:30 a.m. - 5 p.m.

The Business of Your Business (TREC 4281)

Instructor: Robert Morris, ABR, CRB, CRS, GRI

8 Hours Continuing Education Credit

GNAR Members \$125; All Others \$140

April 23, 2009; 9 a.m. - 4 p.m.

Effective Negotiating For Real Estate Professionals (TREC 4281)

Instructor: Brenda Russell, ABR, CRS, GRI

6 Hours Continuing Education Credit

GNAR Members \$125; All Others \$140

Also an ABR elective.

October 14, 2009; 8:30 a.m. - 5 p.m.

Networking and Referral Systems (TREC 5345)

Instructor: Robert Morris, ABR, CRB, CRS, GRI

8 Hours Continuing Education Credit

GNAR Members \$125; All Others \$140

Also an elective for the Resort and Second Home Property (RSPS) designation.