



# 2010 EDUCATION SCHEDULE

GNAR welcomes all sales agents to enroll in classes. Classes are held at the GNAR Education Center, 4540 Trousdale Dr., Nashville, TN 37204 unless otherwise noted. For additions to the schedule or to register online visit <http://www.gnar.org/> (choose “Education” then “Course Registration”). GNAR members can choose the “Members Only” link on the GNAR home page, log in using your NRDS number, then go to the Education section and open the “Sign up New Class” section. Each class will require a separate registration. You may cancel a post-license class without charge with a faxed cancellation notice to 615-256-1353 at least three business days in advance. (Keep your confirmation that fax was sent.)

*NOTE: All classes are approved by the Tennessee Real Estate Commission. To earn credit hours (noted with each course) you must arrive on time!*

Snacks and lunch (at daylong classes) are our treat. Lots of free parking too!

## — February —

**February 19; 9 a.m. - Noon**

**How to Master Listing Real Estate (TREC 4297)**

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

**3 Hours CE**

**GNAR Members \$30; All Others \$45**

As an integral part of real estate, a proper listing presentation is essential. Learn how to find listings, get the appointment, choose the location, put together a pre-listing presentation, make a presentation, explain the sales process and service the listing.

**February 19; 1 - 4 p.m.**

**Expires, FSBO's & Other Dirty Words (TREC 4280)**

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

**3 Hours CE**

**GNAR Members \$30; All Others \$45**

What causes a listing to expire? Is it condition, location, marketing, price or the agent? This program explores what can be done to insure that you take saleable listings and establish value in the mind of the seller.

**February 22; 8:30 a.m. - 5 p.m.**  
**GNAR New Member Orientation (TREC 2467 and 2490)**  
**6 Hours CE • Lunch Provided**  
**For GNAR Applicants Only**

**February 23; Noon - 4 p.m.**  
**TREC CORE 09/10 (TREC 5906)**  
**Instructor: Bill Schlueter, GRI, ITI**  
**4 Hours CE**

**GNAR Members \$40; All Others \$55**

TREC CORE 09/10 is a specific four-hour course required by the Tennessee Real Estate Commission of certain licensees in order to renew a license.

**GNAR MEMBERS SAVE \$75 OFF ADVERTISED PRICE!**

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

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

**Instructor: Robert Morris, ABR, CRB, CRS, e-PRO, ITI**

**16 Hours CE**

**~~GNAR Members \$275; GNAR Members \$200; All Others \$300~~**

Today's internet-enabled real estate market requires sales agents to work faster and be more responsive than ever before. The ability to quickly access and exchange information anywhere, anytime can be the difference between making and breaking a transaction. The Technologies to Advance Your Business course guides students through a process for analyzing the technology needs of their business. Course topics focus on using technology tools that enable sales agents to become more productive, increase their profits, and differentiate themselves in the marketplace. Visit [www.crs.com](http://www.crs.com) for designation details. Approved for two units of credit toward the CRS designation.

#### **Course Content:**

Time-saving technology tools / Automated contact management & follow-up systems / Strategic mass email & internet marketing / Successful marketing via Websites, Blogs and other communication tools / Effective multimedia technologies for enhanced listing & buyer presentations.

### **— March —**

**GNAR MEMBERS SAVE \$75 OFF ADVERTISED PRICE!**

**March 1, 2; 8:30 a.m. - 5 p.m.**

**Thought Patterns For High Performance**

**Facilitator: Don Klein**

**~~GNAR Members \$300; GNAR Members \$225; All Others \$350~~**

**No CE • Lunch Provided**

Getting to the root cause of issues that result in individual and organizational under-functioning is the prime focus of Thought Patterns for High Performance. Lou Tice and The Pacific Institute have been employing the concepts and tools reflected in this program with any organization where excellence is the goal. The course features Lou Tice in 15 brief video segments and is facilitated by GNAR Chief Executive Officer Don Klein.

**March 4; 9 a.m. - 1 p.m.**

**Fundamentals of Commercial Real Estate Closings (TREC 5058)**

**Instructor: John Rochford, JD**

**4 Hours CE**

**GNAR Members \$40; All Others \$55**

For residential agents who want to learn about commercial real estate, and commercial agents who want to review the fundamentals of commercial real estate closings in Tennessee.

**March 4; 5:30 - 9:30 p.m.**

**TREC CORE 09/10 (TREC 5906)**

**Instructor: Bill Schlueter, GRI, ITI**

**4 Hours CE**

**GNAR Members \$40; All Others \$55**

TREC CORE 09/10 is a specific four-hour course required by the Tennessee Real Estate Commission of certain licensees in order to renew a license.

**GNAR MEMBERS SAVE \$75 OFF ADVERTISED PRICE!**

**March 15 - 16; 8:30 a.m. - 5:30 p.m.**

**(CCIM) CI Intro: Introduction to Commercial Investment Real Estate Analysis (TREC 1295)**

**Instructor: Bill Moss, CCIM**

**16 Hours CE • Lunch Provided**

**All Students \$350; Call CCIM at 800-621-7027 to register**

**GNAR members must register and pay \$350 to the CCIM Institute. GNAR will refund \$75 of your registration fee after your payment is processed by CCIM and you attend the course.**

Accelerate your rise to success in commercial investment real estate. This introductory course teaches you the fundamentals of the commercial investment real estate industry and demonstrates how to apply these skills using real-world examples and case studies. You'll have the confidence to answer your client's questions, anticipate their concerns, and plan for their needs when you have a solid commercial foundation from which to start. Visit [www.ccim.com](http://www.ccim.com) for more information about the CCIM program.

**March 22 - 23; 5 - 9 p.m. (Night)**

**GNAR New Member Orientation (TREC 2467 and 2490)**

**6 Hours CE • Snack Dinner Provided**

**For GNAR Applicants Only**

**REGISTER NOW! LIMITED NUMBER OF SEATS STILL AVAILABLE!**

**March 24; 8:30 a.m. - 5 p.m.**

**Short Sales and Foreclosures For Buyer-Clients\***

**(TREC 5344)**

**Instructor: Robert Morris, ABR, CRB, CRS, e-PRO, ITI**

**8 Hours CE • Lunch Provided**

**Realtor Pricing \$65; All Others \$120**

Thanks to a National Association of Realtors grant and the Right Tools Right Now initiative, the fee for this class has been reduced from \$125 to \$65 for Realtors.

For many real estate professionals, short sales and foreclosures represent the new traditional real estate transaction. Knowing how to maneuver the complexities of short sales as well as how to identify the distinct real estate opportunities in foreclosure are critical skills in today's market. Helps students evaluate available options for distressed homeowners, identify the components of an effective short-sale package, counsel buyer-clients in the purchase of foreclosure properties and shows how consumers can avoid foreclosure in the future.

***Can be used as the elective for the ABR designation and for the NAR Short Sales and Foreclosure Resource Certification (Visit [www.RealtorSFR.org](http://www.RealtorSFR.org) for details). Approved CRS one unit elective.***

**REGISTER NOW! LIMITED NUMBER OF SEATS STILL AVAILABLE!**

**March 25; 8:30 a.m. - 5 p.m. SOLD OUT... MARCH 24 CLASS JUST ADDED!**

**Short Sales and Foreclosures For Buyer-Clients\***

**(TREC 5344)**

**Instructor: Robert Morris, ABR, CRB, CRS, e-PRO, ITI**

**8 Hours CE • Lunch Provided**

**Realtor Pricing \$65; All Others \$120**

Thanks to a National Association of Realtors grant and the Right Tools Right Now initiative, the fee for this class has been reduced from \$125 to \$65 for Realtors.

For many real estate professionals, short sales and foreclosures represent the new traditional real estate transaction. Knowing how to maneuver the complexities of short sales as well as how to identify the distinct real estate opportunities in foreclosure are critical skills in today's market. Helps students evaluate available options for distressed homeowners, identify the components of an effective short-sale package, counsel buyer-clients in the purchase of foreclosure properties and shows how consumers can avoid foreclosure in the future.

***Can be used as the elective for the ABR designation and for the NAR Short Sales and Foreclosure Resource Certification (Visit [www.RealtorSFR.org](http://www.RealtorSFR.org) for details). Approved CRS one unit elective.***

**March 31; 9 a.m. - 1 p.m.**

**TREC CORE 09/10 (TREC 5906)**

**Instructor: Paul Gaddes, ABR, e-PRO, ITI**

**4 Hours CE**

**GNAR Members \$40; All Others \$55**

TREC CORE 09/10 is a specific four-hour course required by the Tennessee Real Estate Commission of certain licensees in order to renew a license.

— April —

**April 12; Noon - 4 p.m.**

**TREC CORE 09/10 (TREC 5906)**

**Instructor: Bill Schlueter, GRI, ITI**

**4 Hours CE**

**GNAR Members \$40; All Others \$55**

TREC CORE 09/10 is a specific four-hour course required by the Tennessee Real Estate Commission of certain licensees in order to renew a license.

**April 14; 9 a.m. - Noon**

**Tech Tools for Changing Rules in Real Estate (TREC 6229)**

**Instructor: Robert Morris, ABR, CRB, CRS, e-PRO, ITI**

**3 Hours CE**

**GNAR Members \$40; All Others \$55**

Provides an overview of the latest hardware and software used by agents to help their businesses. Specifically covers wireless connectivity options, handheld devices, smart phones, contact management and websites. Learn to identify the essential tools available for improving customer service and reducing liability with customers and clients.

**April 14; 1 - 4 p.m.**

**10 Must Have Characteristics For a Website (TREC 6230)**

**Instructor: Robert Morris, ABR, CRB, CRS, e-PRO, ITI**

**3 Hours CE**

**GNAR Members \$40; All Others \$55**

Examines the characteristics of successful websites. Technology including auto responders, graphics and multi-media usages and response forms will be discussed providing the agent with the information needed to develop an effective, consumer-oriented website.

**April 16; 9 a.m. - 4 p.m.**

**TAR Forms 102 (TREC 6005)**

**Instructor: Susan Barnette, Broker, GRI, CRS, e-PRO, ITI**

**6 Hours CE • Lunch Provided**

**GNAR Members \$60; Special GNAR Members Pricing \$45**

**All Others \$75**

Do you know what you think you know about the TAR Purchase and Sale Agreement (F9) and the other forms related to a purchase transaction? Come join us to find out! This class covers a line by line study of the TAR Purchase and Sale Agreement (F9) along with over 25 related forms.

**April 19; 8:30 a.m. - 5 p.m.**

**GNAR New Member Orientation (TREC 2467 and 2490)**

**6 Hours CE • Lunch Provided**

**For GNAR Applicants Only**

**April 20; 8:30 a.m. - 12:30 p.m.**  
**Today's Tax Laws: How They Affect Real Estate**  
**(TREC 4514)**

**Instructor: Tom Lundstedt, CCIM**  
**4 Hours CE**

**GNAR Members \$50; All Others \$65**

The tax laws have a huge impact on real estate and agents. They offer great incentives to buyers, owners and sellers. Knowing the rules will help you list and sell more real estate. This course will enable you to master the tax rules whether you are a residential or commercial sales person. The focus will be on all types of properties—from primary residences to rental properties. The real-world examples and case studies presented in this practical seminar will change the way you look at real estate forever. Profit from the step-by-step worksheets long after the seminar is over.

**April 20; 1 - 5 p.m.**  
**Big League Hardball: An Advanced Workshop on Commercial Investment Real Estate (TREC 6161)**

**Instructor: Tom Lundstedt, CCIM**  
**4 Hours CE**

**GNAR Members \$50; All Others \$65**

Are you tired of “softball” real estate seminars that don’t meet the needs of commercial-investment practitioners? If so, this fast-paced, up-to-the-minute workshop is for you. The focus is exclusively on how to buy, own and sell commercial-investment real estate for maximum profit. In addition to updates on current tax issues, the topic of “return on equity” will be covered in detail.

*Agents who attended the 2008 Middle Tennessee Realtor Convention education sessions are sure to remember dynamic seminar presenter Tom Lundstedt. Mark your calendars and join us for a day of Tom's outstanding courses.*

**April 21 - 22; 9 a.m. - 5:30 p.m.**  
**2-Day Accredited Staging Professional Real Estate Designation (For Licensed Agents Only) (TREC 4478)**

**16 Hours CE • Lunch Provided**  
**Call 1-800-392-7161 to Register**  
**Course Fee \$295**

**(GNAR Members receive a \$25 fee reduction!)**

First impressions are a big deal in real estate. Learn how to set a home free of clutter, staleness and claustrophobia. Get your ASP Real Estate Agent designation and start selling homes faster and for more money through the power of Staging. You can earn your ASP designation by simply attending this 2-day course.

Includes: How to improve your listing presentation; overcoming client objections to Staging; Staging techniques detailed lecture, marketing ideas, slide shows of before and after photos of what can be accomplished in Staging; group discussion, questions, and business planning. Day two includes the experience of Staging a home on the market with other attendees. Agents will be able to market Staging to their clients and provide better suggestions of ways to improve the home for listing presentation.

*Course details and ASP designation information available at [www.stagedhomes.com](http://www.stagedhomes.com)*

**April 23; 9 a.m. - 5:30 p.m.**

**3-Day Accredited Staging Professional Home Stager Designation (Includes April 21-22 ASP course.)**

**Course Fee \$1,795 (upgrade from the 2-day for those interested in Staging as a business)**

**Call 1-800-392-7161 to Register**

If you are interested in charging for your Staging services or building a Home Staging business, you are required to attend the full three-day course to become an ASP Home Stager. Attend the April 21-22 Accredited Staging Professional course, then receive a full day's instruction on how to successfully start and operate your own Staging business (day three). Two-day tuition will be deducted for all upgrades. *Details and ASP Stager designation information available at [www.stagedhomes.com](http://www.stagedhomes.com)*

**April 26 - 30; 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 CE • Lunch Provided**

**Call 800-621-7027 to Register.**

**Candidate: \$1,140**

**Non-candidate: \$1,395**

**Realtors Taking CI 101: \$1,325**

**Note: CCIM cancellation policy applies.**

CI 101 serves as your introduction to the CCIM Cash Flow Model. Learn to apply the CCIM Cash Flow Model to make your investment decisions based on wise investment fundamentals. Some of the concepts you will explore include IRR, NPV, Cap Rate, Capital Accumulation, and the Annual Growth Rate of Capital. This class will also introduce you to two other important tools—the CCIM Strategic Analysis Model, the fundamentals behind the numbers, and the CCIM Decision-Making Model, a process for analyzing and making real estate decisions. Visit [www.ccim.com](http://www.ccim.com) for more information about the CCIM program.

**— May —**

**May 4 - 5; 9 a.m. - 4 p.m.**

**Green Designation Course Core Course (TREC 5944)**

**Instructor: Melanie McLane, ABR, CRS, CRB, GREEN, GRI**

**12 Hours CE • Lunch Provided**

**GNAR Members \$275; All Others \$300**

The National Association of Realtor's Green Designation Core Course provides real estate professionals with knowledge and awareness of green building principles applied in residences, commercial properties, developments, and communities. Includes marketing to green consumers, financial advantages of eco friendly properties, significance of LEED, Energy Star and other rating systems, regulatory issues, land planning and more.

To earn the Green Designation, successfully complete the Green Designation 2-day Core Course and one of three elective courses: Green Residential Real Estate, Green Commercial Real Estate, Green Property Management.

NAR's Green Designation is supported by the NAR Green Resource Council. Students who complete the Core Course receive a one-year membership in NAR's Green Resource Council. Go to [www.GreenREsourceCouncil.org](http://www.GreenREsourceCouncil.org) for designation details. Successful completion of this two-day course counts as credit toward earning NAR's Green designation; meets the elective requirement for REBAC's ABR designation and is approved for two CRS designation elective credits.

**May 6; 9 a.m. - 4 p.m.**

**Green Real Estate Residential Elective (TREC 5945)**

**Instructor: Melanie McLane, ABR, CRS, CRB, GREEN, GRI**

**6 Hours CE • Lunch Provided**

**GNAR Members \$125; All Others \$140**

The National Association of Realtors Green Designation Residential Elective Course provides real estate professionals with knowledge and awareness of green building principles applied in residences so that they can guide buyer-clients in purchasing and retrofitting green homes as well as help sellers by listing and marketing green properties. The course encourages the real estate professional to be an advocate for green principles in the design and use of homes and a positive force for creating sustainable communities. Go to [www.GreenREsourceCouncil.org](http://www.GreenREsourceCouncil.org) for Green designation details.

**May 7; 9 a.m. - 1 p.m.**

**TREC CORE 09/10 (TREC 5906)**

**Instructor: Paul Gaddes, ABR, e-PRO, ITI**

**4 Hours CE**

**GNAR Members \$40; All Others \$55**

TREC CORE 09/10 is a specific four-hour course required by the Tennessee Real Estate Commission of certain licensees in order to renew a license.

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

**CRS 200: Business Planning and Marketing (TREC 1381)**

**Instructor: LeRoy Houser, CRS**

**16 Hours CE • Lunch Provided**

**GNAR Members \$275; All Others \$300**

**Audit \$150 (CRS Designees Only)**

Standard calculator required.

A strong foundation is the key to building a successful real estate career. The Business Planning and Marketing course helps students learn the fundamentals of business planning. After taking this course created by the Council of Residential Specialists, agents will be able to identify the benefits of a business plan, develop income goals using the budgeting process, and create a marketing plan to meet their goals and objectives. These business essentials will generate increased profit and productivity.

**Course Content:**

Business plan development / Prospecting techniques /  
Budgeting and cost analysis / Personal promotion techniques

Go to [www.crs.com](http://www.crs.com) for CRS designation details. Two units toward the Certified Residential Specialist designation.

**May 20; 9 a.m. - 1 p.m.**

**TREC CORE 09/10 (TREC 5906)**

**Instructor: Bill Schlueter, GRI, ITI**

**4 Hours CE**

**GNAR Members \$40; All Others \$55**

TREC CORE 09/10 is a specific four-hour course required by the Tennessee Real Estate Commission of certain licensees in order to renew a license.

**May 24; 8:30 a.m. - 5 p.m.**

**GNAR New Member Orientation (TREC 2467 and 2490)**

**6 Hours CE • Lunch Provided**

**For GNAR Applicants Only**

## **— June —**

**June 7; Noon - 4 p.m.**

**Seven Surefire Steps to Jump**

**Start Your Career (TREC 5467)**

**Instructor: Jack Dugger, CRS, GRI, ITI**

**4 Hours CE**

**GNAR Members \$40; All Others \$55**

Practical, easy to implement systems that help get a real estate career started, or rejuvenated. Includes business planning and organization; team building; communication systems; follow-up systems; professional development; and self promotion.

**June 14; Noon - 4 p.m.**

**TREC CORE 09/10 (TREC 5906)**

**Instructor: Bill Schlueter, GRI, ITI**

**4 Hours CE**

**GNAR Members \$40; All Others \$55**

TREC CORE 09/10 is a specific four-hour course required by the Tennessee Real Estate Commission of certain licensees in order to renew a license.

**June 21 - 25; 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 CE • Lunch Provided**

**Candidate: \$1,140**

**Non-candidate: \$1,395**

Note: CCIM cancellation policy applies Prerequisite CI 101. Differentiate your abilities from those of your competitors by learning how to incorporate cutting-edge market analysis tools into your repertoire. Present your clients with new ideas and different options and help them recognize and maximize opportunities. Instructors share real-world experiences, which helps crystallize concepts and allows you to understand the applications for the tools and theories identified.

Visit [www.ccim.com](http://www.ccim.com) for more information about the CCIM program.

**June 28; 8:30 a.m. - 5 p.m.**  
**GNAR New Member Orientation (TREC 2467 and 2490)**  
**6 Hours CE • Lunch Provided**  
**For GNAR Applicants Only**

— July —

**July 13 - 14; 8:30 a.m. - 5 p.m.**  
**“ABR” Accredited Buyer Representative Designation Course (TREC 2723)**  
**Instructor: Tina Daniel, CRS**  
**16 Hours CE • Lunch Provided**  
**GNAR Members \$275; All Others \$300**  
**Audit \$150 (ABR designees only)**

The Benchmark of Excellence in Buyer Representation. Covers agency; service delivery; marketing and promotion; negotiation and risk management. The goals of the ABR Designation course are to educate and prepare buyer’s reps to provide the kind of service and fidelity to buyers that sellers have always enjoyed, and to offer methods for building your buyer representation business. After completing this two-day course and passing the exam, you will have achieved ABR Candidate status, a three-year period during which you must fulfill the requirements to earn your ABR Designation.

To earn your ABR designation, you must complete both the ABR 2-day designation course plus one approved elective. For more information about the ABR designation visit [www.REBAC.net](http://www.REBAC.net)

**July 15; 8:30 a.m. - 5 p.m.**  
**Short Sales and Foreclosure For Buyer-Clients\***  
**(TREC 5344)**  
**Instructor: Tina Daniel, CRS**  
**8 Hours CE • Lunch Provided**  
**Realtor Pricing \$65; All Others \$120**

Thanks to an NAR grant and the Right Tools Right Now initiative the fee for this class has been reduced from \$125 to \$65 for Realtors. For many real estate professionals, short sales and foreclosures represent the new traditional real estate transaction. Knowing how to maneuver the complexities of short sales as well as how to identify the distinct real estate opportunities in foreclosure are not merely good skills to have in today’s market, are critical. Helps students evaluate available options for distressed homeowners, identify the components of an effective short-sale package, counsel buyer-clients in the purchase of foreclosure properties and shows how consumers can avoid foreclosure in the future.

Can be used as the elective for the ABR designation and for the Short Sales and Foreclosure Resource Certification (details at [www.RealtorSFR.org](http://www.RealtorSFR.org)). Approved one unit CRS elective.

\*This course was previously named Foreclosure Prevention and Opportunities.

**July 19; Noon - 4 p.m.**

**Getting The Most From Your Qualifier IIX Calculator (TREC 3944)**

**Instructor: Dave Floyd, GRI, ITI**

**4 Hours CE**

**GNAR Members \$25; All Others \$40**

Learn to use the Qualifier IIX to solve common real estate financing problems. A calculator will be provided for use during class time.

**July 20; 9 a.m. - 1 p.m.**

**Fundamentals of Commercial Real Estate Closings (TREC 5058)**

**Instructor: John Rochford, JD**

**4 Hours CE**

**GNAR Members \$40; All Others \$55**

For residential agents who want to learn about commercial real estate, and commercial agents who want to review the fundamentals of commercial real estate closings in Tennessee.

**July 23; 9 a.m. - 1 p.m.**

**TREC CORE 09/10 (TREC 5906)**

**Instructor: Bill Schlueter, GRI, ITI**

**4 Hours CE**

**GNAR Members \$40; All Others \$55**

TREC CORE 09/10 is a specific four-hour course required by the Tennessee Real Estate Commission of certain licensees in order to renew a license.

**July 26; 8:30 a.m. - 5 p.m.**

**GNAR New Member Orientation (TREC 2467 and 2490)**

**6 Hours CE • Lunch Provided**

**For GNAR Applicants Only**

**July 27; 9 a.m. - 1 p.m.**

**First Time Home Ownership (TREC 2525)**

**Instructor: Debbie Reeves**

**4 Hours CE**

**All Students \$30**

Learn about the Tennessee Housing Development Agency's (THDA) First Time Homebuyer programs. THDA is a state agency created in 1973 to provide safe, sanitary, decent and affordable housing. Includes criteria for THDA home ownership programs, application process and documentation requirements.

## — August —

**August 5; 5:30 - 9:30 p.m.**

**TREC CORE 09/10 (TREC 5906)**

**Instructor: Paul Gaddes, ABR, e-PRO, ITI**

**4 Hours CE**

**GNAR Members \$40; All Others \$55**

TREC CORE 09/10 is a specific four-hour course required by the Tennessee Real Estate Commission of certain licensees in order to renew a license.

**August 17, 18, 24, 25; 8:30 a.m. - 5 p.m.**

**Office and Brokerage Mgt. Course (TREC 2040)**

**Instructors: Jack Dugger, CRS, GRI, ITI**

**Dave Floyd, GRI, ITI, Bill Schlueter, GRI, ITI**

**GNAR Members \$175; All Others \$185**

**• Lunch Provided**

Required course prior to taking the Broker's licensing exam. You must attend all 4 days.

**August 19 - 20; 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 CE • Lunch Provided**

**GNAR Members \$275; All Others \$300**

Audit \$150 (CRS designees only)

Top sales associates enjoy a competitive advantage because they understand what motivates and influences customers. Learn the strategies that make sales quick and efficient. Students will learn how to work with today's new buyer through counseling, salesmanship and negotiation. \*Instructor subject to change.

### **Course Content:**

Understanding buyer motivation / Eliminating sales resistance / Creating trust and loyalty from buyers / Negotiating skills.

Go to [www.crs.com](http://www.crs.com) for CRS designation details.

Two units toward the Certified Residential Specialist designation.

**August 23; Noon - 4 p.m.**

**TREC CORE 09/10 (TREC 5906)**

**Instructor: Bill Schlueter, GRI, ITI**

**4 Hours CE**

**GNAR Members \$40; All Others \$55**

TREC CORE 09/10 is a specific four-hour course required by the Tennessee Real Estate Commission of certain licensees in order to renew a license.

**August 26; 9 a.m. - 4 p.m.**  
**Accelerated Broker's Exam Review**  
**Instructor: Dave Floyd, GRI, ITI**  
**GNAR Members \$65; All Others \$75**  
**No CE • Lunch Provided**

An accelerated review session to prepare for the Broker's exam. Note, this course does NOT replace the Office and Brokerage Mgt. Course.

**August 30; 8:30 a.m. - 5 p.m.**  
**GNAR New Member Orientation (TREC 2467 and 2490)**  
**6 Hours CE • Lunch Provided**  
**For GNAR Applicants Only**

## — September —

**September 1, 2, 29, 30; 8:30 a.m. - 5 p.m.**  
**Investment in Excellence**  
**Facilitator: Don Klein**  
**GNAR Members \$400; All Others \$450**  
**No CE • Lunch Provided**

Investment in Excellence is The Pacific Institute's powerful flagship curricula, delivering the tools for growth and change in a variety of media formats. Investment in Excellence, featuring Lou Tice and facilitated by GNAR Chief Executive Officer Don Klein, provides concepts and tools to allow you to move from potential to performance. Contains information on how personal beliefs and attitudes affect an organization's culture. Course originator Lou Tice teaches via video to the "whole person," presenting how the curriculum concepts affect not only the individual, but the family, workplace, community, nation and the world.

**September 13; Noon - 4 p.m.**  
**TREC CORE 09/10 (TREC 5906)**  
**Instructor: Bill Schlueter, GRI, ITI**  
**4 Hours CE**  
**GNAR Members \$40; All Others \$55**

TREC CORE 09/10 is a specific four-hour course required by the Tennessee Real Estate Commission of certain licensees in order to renew a license.

**September 14 - 15; 9 a.m. - 5:30 p.m.**  
**2-Day Accredited Staging Professional Real Estate Designation (For Licensed Agents Only) (TREC 4478)**  
**16 Hours CE • Lunch Provided**  
**Call 1-800-392-7161 to Register**  
**Course Fee \$295 (Subject to change)**

First impressions are a big deal in real estate. Learn how to set a home free of clutter, staleness and claustrophobia. Get your ASP Real Estate Agent designation and start selling homes faster and for more money through the power of Staging. You can earn your ASP designation by simply attending this 2-day course.

Includes: How to improve your listing presentation; overcoming client objections to Staging; Staging techniques detailed lecture, marketing ideas, slide shows of before and after photos of what can be accomplished in Staging; group discussion, questions, and business planning skills. Day two includes the experience of Staging a home on the market with other class participants. Agents will be able to market Staging to their clients and provide better suggestions of ways to improve the home for listing presentation.

Course details and ASP designation information available at [www.stagedhomes.com](http://www.stagedhomes.com)

**September 16; 9 a.m. - 5:30 p.m.**

**3-Day Accredited Staging Professional Home Stager Designation (Includes Sept. 14-15 ASP course.)**

**Course Fee \$1,795 (upgrade from 2-day for those interested in Staging as a business. Subject to change.)**

**Call 1-800-392-7161 to Register**

If you are interested in charging for your Staging services or building a Home Staging business, you are required to attend the full three-day course to become an ASP Home Stager. Attend the Sept. 14-15 Accredited Staging Professional course, then receive a full day's instruction on how to successfully start and operate your own Staging business (day three). Two-day tuition will be deducted for all upgrades.

Details and ASP Stager designation information available at [www.stagedhomes.com](http://www.stagedhomes.com)

**September 20 - 24; 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 CE • Lunch Provided**

**Candidate: \$1,140**

**Non-candidate: \$1,395**

Prerequisite: CI 101. Immerse yourself in the world of leases, the engine that drives the value of commercial investment real estate. Become an expert at leasing terminology and techniques, and gain the skills and knowledge that will help you understand user needs. Visit [www.ccim.com](http://www.ccim.com) for more information about the CCIM program.

**September 27; 8:30 a.m. - 5 p.m.**

**GNAR New Member Orientation (TREC 2467 and 2490)**

**6 Hours CE • Lunch Provided**

**For GNAR Applicants Only**

**— October —**

**October 4; 10 a.m. - Noon**

**21 Ways to Lose Your License (TREC 6001)**

**Instructor: Susan Barnette, CRS, GRI, ITI**

**2 Hours CE**

**GNAR Members \$20; All Others \$35**

Based on the disciplinary section of Tennessee Real Estate Commission law, this course covers the 21 basic areas for which the commission can mete out discipline.

**October 4; 1 - 3 p.m.**

**Competition, Antitrust and the Real Estate Professional (TREC 4748)**

**Instructor: Susan Barnette, CRS, GRI, ITI**

**2 Hours CE**

**GNAR Members \$20; All Others \$35**

Antitrust convictions can have devastating consequences. Review the do's and don'ts of antitrust and how to focus on the positive aspects of doing business with you and the services that distinguish your firm. Includes a sample antitrust policy.

**October 5; 9 a.m. - 1 p.m.**

**The Purchase and Sale Agreement (TREC 4747)**

**Instructor: Susan Barnette, CRS, GRI, ITI**

**4 Hours CE**

**GNAR Members \$40; All Others \$55**

Do you know what you think you know about the TAR Purchase and Sale Agreement? Join us to find out! Line by line discussion of the TAR Purchase and Sale Agreement along with discussion of the related forms to use for a complete Purchase and Sale transaction.

**October 13; 9 a.m. - 1 p.m.**

**TREC CORE 09/10 (TREC 5906)**

**Instructor: Paul Gaddes, ABR, e-PRO, ITI**

**4 Hours CE**

**GNAR Members \$40; All Others \$55**

TREC CORE 09/10 is a specific four-hour course required by the Tennessee Real Estate Commission of certain licensees in order to renew a license.

**October 18 - 19; 9 a.m. - 4 p.m.**

**Green Designation Core Course (TREC 5944)**

**Instructor: Curtis Hall, ABR, CRS, GREEN**

**12 Hours CE • Lunch Provided**

**GNAR Members \$275; All Others \$300**

The National Association of Realtor's Green Designation Core Course provides real estate professionals with knowledge and awareness of green building principles applied in residences, commercial properties, developments, and communities. Includes marketing to green consumers, financial advantages of eco friendly properties, significance of LEED, Energy Star and other rating systems, regulatory issues, land planning and more.

To earn the Green Designation, successfully complete the Green Designation 2-day Core Course and one of three elective courses: Green Residential Real Estate, Green Commercial Real Estate, Green Property Management. Go to [www.GreenREsourceCouncil.org](http://www.GreenREsourceCouncil.org) for Green designation details.

Successful completion of this two-day course counts as credit toward earning NAR's Green designation; meets the elective requirement for REBAC's ABR designation and is approved for two CRS designation elective credits.

**October 20; 9 a.m. - 4 p.m.**

**Green Designation Residential Elective (TREC 5945)**

**Instructor: Curtis Hall, ABR, CRS, GREEN**

**6 Hours CE • Lunch Provided**

**GNAR Members \$125; All Others \$140**

The National Association of Realtors Green Designation Residential Elective Course provides real estate professionals with knowledge and awareness of green building principles applied in residences so that they can guide buyer-clients in purchasing and retrofitting green homes as well as help sellers by listing and marketing green properties. The course encourages the real estate professional to be an advocate for green principles in the design and use of homes and a positive force for creating sustainable communities.

Go to [www.GreenREsourceCouncil.org](http://www.GreenREsourceCouncil.org) for Green designation details.

**October 21; 9 a.m. - 4 p.m.**

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

**Instructor: Curtis Hall, ABR, CRS, GREEN**

**6 Hours CE • Lunch Provided**

**GNAR Members \$125; All Others \$140**

Approved ABR elective. One of the reasons for only modest success of licensees is their inability to focus on the consumer's needs and to market their services accordingly. With a clear vision of the consumer's needs, an awareness of marketing principles, and a solution oriented approach the practitioner can better serve his or her clients and enjoy a greater level of career success. For more information about the Accredited Buyer Representative (ABR) designation visit [www.REBAC.net](http://www.REBAC.net).

**October 25 - 26; 5 - 9 p.m. (Night)**

**GNAR New Member Orientation (TREC 2467 and 2490)**

**6 Hours CE • Snack Dinner Provided**

**For GNAR Applicants Only**

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

**Ninja Business Systems (Ninja Selling III) (TREC 6260)**

**Instructor: Zan Monroe, CRS**

**8 Hours CE • Lunch Provided**

**GNAR Members \$129; All Others \$150**

This course has been developed to supply the student with a self analysis of the business that is available to them, regardless of market conditions. It provides actual tools and formulas that are used to self analyze, in the classroom, the licensee's actual business in today's marketplace. After taking this course, the student will be able to easily keep in touch with their entire database, know what to do on a daily, weekly, and monthly base. From Monday morning activities to life goals, this class provides the benefits of a solid, well planned, real estate career by utilizing the principles of Ninja Selling. Approved CRS elective.

Go to [www.crs.com](http://www.crs.com) for CRS designation details.

One elective unit toward the Certified Residential Specialist designation.

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

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

**Instructor: Zan Monroe, CRS**

**16 Hours CE • Lunch Provided**

**GNAR Members \$275; All Others \$300**

**Audit \$150 (CRS Designees Only)**

Listing Strategies provides students with the important skills necessary to conduct successful listing presentations, price a home to sell, close the transaction and market and promote effectively. Includes absorption rate pricing. The course takes students through an actual listing presentation that helps them understand the key steps in this process and create a system for success.

Go to [www.crs.com](http://www.crs.com) for CRS designation details.

Two units toward the Certified Residential Specialist designation.

## — November —

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

**(SRES) Seniors Real Estate Specialist**

**Designation Course (TREC 5389)**

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

**16 Hours CE • Lunch Provided**

**GNAR Members \$275; All Others \$300**

This course was developed by the SRES Council specifically for those real estate practitioners who are interested in focusing on 50+ real estate clients and consumers. The SRES Designation course seeks to instill knowledge and understanding of and empathy for 50+ real estate clients and customers as it provides the business building skills and resources needed for specialization in the 50+ real estate market.

Earn the SRES designation by: successful completion of the two-day SRES Designation course, including an 80% passing grade on the exam; maintain active membership in the National Association of Realtors; maintain active membership in the SRES Council. Counts as one elective toward the ABR and RSPS designations. Approved for two CRS designation elective units. Details at [www.sres.org](http://www.sres.org) or call 800-500-4564.

Note: First year membership in the SRES Council is included in the SRES Designation course fee. Every year thereafter will require payment of annual dues of \$99.

**November 11; 9 a.m. - Noon**

**Foreclosures, REO's and Short Sales (TREC 5752)**

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

**3 Hours CE**

**GNAR Members \$30; All Others \$45**

One of today's hottest topics. Helps students identify the foreclosure, and pre-foreclosure process, the circle of influence that surrounds Real Estate Owned (REO) properties and the best practices and steps involved in working with lenders on REO and short sale properties. **(Note: this course cannot be used for NAR's Short Sales and Foreclosure Resource certification.)**

**November 11; 1 - 4 p.m.**

**How to Master Listing Real Estate (TREC 4297)**

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

**3 Hours CE**

**GNAR Members \$30; All Others \$45**

As an integral part of real estate, a proper listing presentation is essential. Learn how to find listings, get the appointment, choose the location, put together a pre-listing presentation, make a presentation, explain the sales process and service the listing.

**November 15 - 19; 8:30 a.m. - 5:30 p.m.**

**CI 104: Investment Analysis for Commercial Investment Real Estate (TREC 2772)**

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

**43 Hours CE • Lunch Provided**

**Candidate: \$1,140**

**Non-candidate: \$1,395**

Prerequisite CI 101. Develop the skills and experience that will allow you to become a trusted resource for investors. This course provides you with the knowledge needed to make sound decisions regarding the acquisition, ownership, and disposition of commercial investment property. You'll learn to use hands-on tools that can be used to help minimize risk and maximize return for investors. Apply these concepts to every type of investment real estate, including multifamily, office, retail, and industrial. Visit [www.ccim.com](http://www.ccim.com) for more information about the CCIM program.

**November 22; 8:30 a.m. - 5 p.m.**

**GNAR New Member Orientation (TREC 2467 and 2490)**

**6 Hours CE • Lunch Provided**

**For GNAR Applicants Only**

See page 5 for details.

**November 23; 9 a.m. - 1 p.m.**

**TREC CORE 09/10 (TREC 5906)**

**Instructor: Paul Gaddes, ABR, e-PRO, ITI**

**4 Hours CE**

**GNAR Members \$40; All Others \$55**

TREC CORE 09/10 is a specific four-hour course required by the Tennessee Real Estate Commission of certain licensees in order to renew a license.

**November 30; Noon - 4 p.m.**

**First Time Home Ownership (TREC 2525)**

**Instructor: Debbie Reeves**

**4 Hours CE**

**All Students \$30**

Learn about the Tennessee Housing Development Agency's (THDA) First Time Homebuyer programs. THDA is a state agency created in 1973 to provide safe, sanitary, decent and affordable housing. Includes criteria for THDA home ownership programs, application process and documentation requirements.

— December —

**December 6; Noon - 4 p.m.**

**TREC CORE 09/10 (TREC 5906)**

**Instructor: Paul Gaddes, ABR, e-PRO, ITI**

**4 Hours CE**

**GNAR Members \$40; All Others \$55**

TREC CORE 09/10 is a specific four-hour course required by the Tennessee Real Estate Commission of certain licensees in order to renew a license.

**December 13; 9 a.m. - Noon**

**Instructor: Bruce Aydt, ABR, ABRM, CRB, SRS**

**2011 Officers and Directors Training (TREC 3698)**

Meets NAR Quadrennial Ethics course requirement.

**December 13; 1 - 4 p.m.**

**Instructor: Bruce Aydt, ABR, ABRM, CRB, SRS**

**Ethics Dilemmas and Practices (TREC 3686)**

**3 Hours CE**

No Charge. Pre-registration required.

Meets NAR Quadrennial Ethics course requirement.

**December 28; Noon - 4 p.m.**

**TREC CORE 09/10 (TREC 5906)**

**Instructor: Paul Gaddes, ABR, e-PRO, ITI**

**4 Hours CE**

**GNAR Members \$40; All Others \$55**

TREC CORE 09/10 is a specific four-hour course required by the Tennessee Real Estate Commission of certain licensees in order to renew a license.

**Visit the Education page at [www.gnar.org](http://www.gnar.org) for additions to the schedule and links to distance learning courses.**

**The GNAR Realtor Store sells the TREC CORE and several other courses approved by the Tennessee Real Estate Commission for continuing education credit in a 'paper and pencil' format.**