



2012 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 21; Noon - 2 p.m.

FEMA Digital Flood Map Modernization Project (TREC 6319)

Instructor: Suzanne White

2 Hours CE

No Charge. RSVP required.

This presentation is focused on educating floodplain managers, local planners, Realtors, and GIS users on the status of FEMA’s Digital Flood Insurance Rate Map (DFIRM) product in conjunction with the Tennessee Base Map data. The presentation will include background on the FEMA Map Modernization Program, benefits of Flood Map Modernization, and an explanation of the DFIRM product. Valuable online data sources and instructions on how to access the DFIRM product will also be discussed.

February 22; Noon - 3 p.m.

Code of Ethics (TREC 2490)

Instructor: Bill Schlueter, GRI, ITI

3 Hours CE

GNAR Members \$30; All Others \$55

Meets the National Association of Realtors mandatory quadrennial ethics training requirement.

February 23; 8:30 a.m. - 5 p.m.

NAR's e-PRO Certification Course Day One (TREC 6585)

Instructor: Robert Morris, e-PRO, ABR, CRB, CRS, GRI, ITI, LTG, PMN

8 Hours CE

GNAR Members \$100; All Others \$125

NAR's e-PRO Certification Program teaches you to use cutting-edge technologies and digital initiatives to link up with today's savvy real estate consumer. Course topics for Day 1 include the changing market, creating an online presence and reputation management. Earn 8 hours of CE credit by completing Day 1 in the classroom.

Note: Day 2 is only offered online through NAR's Realtor University. A separate fee is charged for Day 2 which provides hands-on discovery of business tech tools, such as an e-strategy, micro-blogging and NAR resources. Currently, there is no continuing education in Tennessee for Day 2.

Students will be awarded the e-PRO certification upon completion of both days.

The e-PRO certification lets you:

- Take your real estate marketing online and take advantage of social media technology to form new relationships with today's consumer.
- Show consumers that you are up-to-date on the latest technologies and current real estate marketing trends in the industry.
- Offer your customers the benefits of enhanced listings, video tours and immediately accessible information.
- Give your clients confidence that you have advanced training and a network of resources to guide them through a real estate transaction.

Complete e-PRO designation details are at www.epronar.com.

February 27; 8:30 a.m. - 5 p.m.

GNAR New Member Orientation (TREC 2467 and 2490)

Instructor: Dave Floyd, GRI, ITI

6 Hours CE • Lunch Provided

For GNAR Applicants Only

Applicants for GNAR membership must attend New Member Orientation in the GNAR classroom within three months of application. The GNAR Orientation program is approved for the following continuing education credit: 3 hours of ethics and 3 hours of risk management. The ethics portion meets the National Association of Realtors requirement that all Realtors complete an approved ethics training between Jan. 1, 2009 and Dec. 31, 2012.

February 28; Noon - 3 p.m.

Property Management in the Tennessee Landlord Act (TREC 6584)

Instructor: Scott Abernathy, GRI, RMP

3 Hours CE

GNAR Members \$30; All Others \$45

If you are a real estate licensee who is handling or contemplating handling the rental of residential real estate for one or more clients – this class is for you! Find out who must register as a landlord, the penalties for non-compliance plus all the information you need on rental agreements, security deposits, maintenance, enforcing rules and regulations, accessing occupied property, breach of lease by the landlord or tenant, destruction of a unit, abuse of access, violent behavior, problems with vehicles, utilities and more.

— March —

March 6; 8:30 a.m. - 5:20 p.m.

GRI 406: Tips, Tools and Technologies for Your Business (TREC 6763)

Instructor: Brian Copeland, CRS, GRI, e-PRO, ABR

8 Hours CE • Lunch Provided

Realtor Member Early-bird Tuition by Feb. 28 \$95

Non-Member Early-bird Registration \$115

Member Late Registration Feb. 29-March 5 \$120

Non-Member Late Registration \$145

All Registrations at www.tarnet.com or call 615-321-1477

This one-day course will cover business development, business planning, and networking strategies, as well as many communications and business tools and technologies that can enhance participants' professional productivity and services. Use to earn your Graduate, Realtor Institute (GRI) designation. Designation details at www.tarnet.com.

JUST ADDED!

March 8; 9 a.m. – 3:30 p.m.

Commercial – TREC CORE (TREC 6522)

Instructor: Jeff Pate

6 Hours CE • Lunch Provided

GNAR Members \$45; All Others \$60

Addresses important legal issues, including recent changes to Tennessee's law and the rules and regulations of the Tennessee Real Estate Commission. The **TREC CORE Residential or the TREC CORE Commercial** course (either preference) is mandatory for all licensees who are required to complete continuing education to renew their license.

March 13 - 14; 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

Licensed Real Estate Agents \$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 showing. Course details and ASP designation information available at www.stagedhomes.com

March 15; 9 a.m. - 5:30 p.m.

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

Course Fee \$1,795 Subject to change. (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 March 13-14 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

March 19 - 20; 5 - 9 p.m. (Night)

GNAR New Member Orientation (TREC 2467 and 2490)

Instructor: Bill Schlueter, GRI, ITI

6 Hours CE • Snack Dinner Provided

For GNAR Applicants Only

Applicants for GNAR membership must attend New Member Orientation in the GNAR classroom within three months of application. The GNAR Orientation program is approved for the following continuing education credit: 3 hours of ethics and 3 hours of risk management.

The ethics portion meets the National Association of Realtors requirement that all Realtors complete an approved ethics training between Jan. 1, 2009 and Dec. 31, 2012.

March 22; Noon - 2 p.m.

2012 TAR Purchase and Sale Contract (TREC 6842)

Instructor: Todd Sholar, JD

2 Hours CE

GNAR Members \$20; All Others \$25

This course is newly approved for 2012. Earn CE credit even if you took the TAR Purchase Agreement course in 2011!

Educates licensees on the ins and outs of the 2012 TAR Purchase and Sale Contract along with its ancillary forms thus preventing liability for agents and the public alike. Licensees who understand the TAR contract are less likely to make crucial mistakes in

a transaction. Topics discussed include: termite inspections, buyer inspections and resolution period, home protection plans, commitment letters, etc.

March 22; 2:30 - 4:30 p.m.

Multiple Offers (TREC 4362)

Instructor: Todd Sholar, JD

2 Hours CE

GNAR Members \$20; All Others \$25

This course will provide a review of contract legal basics: offers, acceptance, revocation, and dealing with multiple offers to better serve clients and customers. The licensee will learn how to comply with TREC regulations and state laws regarding contracts and offers, rejections and multiple offers in a legal and ethical manner.

March 29; 9 a.m. - 3:30 p.m.

TREC CORE 11/12 (TREC 6520)

Instructor: Bill Schlueter, GRI, ITI

6 Hours CE • Lunch Provided

GNAR Members \$45; All Others \$60

Addresses important legal issues, including recent changes to Tennessee's law and the rules and regulations of the Tennessee Real Estate Commission. The TREC CORE course is mandatory for all licensees who are required to complete continuing education to renew their license.

March 30; 9 a.m. - Noon

Code of Ethics (TREC 2490)

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

3 Hours CE

GNAR Members \$30; All Others \$55

Meets the National Association of Realtors mandatory quadrennial ethics training requirement.

— April —

April 10; Noon - 3 p.m. DICKSON, TN

Code of Ethics (TREC 2490)

Location: TriStar Bank, 719 E. College Street, Dickson, TN

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

3 Hours CE

GNAR Members \$30; All Others \$55

Meets the National Association of Realtors mandatory quadrennial ethics training requirement.

April 12; 9 a.m. - 3:30 p.m.

TREC CORE 11/12 (TREC 6520)

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

6 Hours CE • Lunch Provided

GNAR Members \$45; All Others \$60

Addresses important legal issues, including recent changes to Tennessee's law and the rules and regulations of the Tennessee Real Estate Commission. The TREC CORE course is mandatory for all licensees who are required to complete continuing education to renew their license.

April 23; 8:30 a.m. - 5 p.m.

GNAR New Member Orientation (TREC 2467 and 2490)

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

6 Hours CE • Lunch Provided

For GNAR Applicants Only

Applicants for GNAR membership must attend New Member Orientation in the GNAR classroom within three months of application. The GNAR Orientation program is approved for the following continuing education credit: 3 hours of ethics and 3 hours of risk management. The ethics portion meets the National Association of Realtors requirement that all Realtors complete an approved ethics training between Jan. 1, 2009 and Dec. 31, 2012.

April 25 - 26; 8:30 a.m. - 5 p.m.

“ABR” Accredited Buyer Representative Designation Course (TREC 2723)

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

e-PRO, GRI, LTG, PMN, ITI

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. Go to www.rebac.net for a complete list of electives.

April 27; 8:30 a.m. - 5 p.m.

Effective Negotiating for R.E. Professionals (TREC 6577)

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

e-PRO, GRI, LTG, PMN, ITI

8 Hours CE • Lunch Provided

GNAR Members \$100; All Others \$125

ABR Elective. Core PMN course.

Effective negotiating on behalf of others is the hallmark of the buyer's and seller's representatives. This course examines positional bargaining and value negotiating. It also examines unique issues when representing someone in a negotiation and breaking a negotiation impasse.

You will: learn steps in the Positional Bargaining and Value Negotiating processes; select the appropriate negotiating practices based on specific negotiating circumstances; identify and overcome factors in a negotiation that can lead to impasse.

— May —

May 3; Noon - 2 p.m.

Solving Problems I: Liens, Child Support Etc. (TREC 4371)

Instructor: Todd Sholar, JD

2 Hours CE

GNAR Members \$20; All Others \$25

Educates licensees about common real estate title problems and solutions so that clients and customers can have a smoother transaction and avoid title liabilities. Learn to identify title issues early; when to involve other professionals for better client experience and risk reduction. Includes involuntary liens, judgment liens, IRS liens, court orders, and child support liens.

May 3; 2:30 - 4:30 p.m.

Death, Divorce and Taxes (TREC 4374)

Instructor: Todd Sholar, JD

2 Hours CE

GNAR Members \$20; All Others \$25

This course will educate licensees about common transaction and closing problems involving death, estates, divorce and delinquent tax issues. Licensees will gain an understanding of the common problems that may arise from these situations and will allow them to fulfill their duty of reasonable care towards consumers and clients.

May 8; 9 a.m. - Noon

Property Management in the Tennessee Landlord Act (TREC 6584)

Instructor: Scott Abernathy, GRI, RMP

3 Hours CE

GNAR Members \$30; All Others \$45

If you are a real estate licensee who is handling or contemplating handling the rental of residential real estate for one or more clients – this class is for you Find out who must register as a landlord, the penalties for non-compliance plus all the information you need on rental agreements, security deposits, maintenance, enforcing rules and regulations, accessing occupied property, breach of lease by the landlord or tenant, destruction of a unit, abuse of access, violent behavior, problems with vehicles etc.

May 9; 9 a.m. - 3:30 p.m.

TREC CORE 11/12 (TREC 6520)

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

6 Hours CE • Lunch Provided

GNAR Members \$45; All Others \$60

Addresses important legal issues, including recent changes to Tennessee's law and the rules and regulations of the Tennessee Real Estate Commission. The TREC CORE course is mandatory for all licensees who are required to complete continuing education to renew their license.

May 21; 8:30 a.m. - 5 p.m.

GNAR New Member Orientation (TREC 2467 and 2490)

Instructor: Bill Schlueter, GRI, ITI

6 Hours CE • Lunch Provided

For GNAR Applicants Only

Applicants for GNAR membership must attend New Member Orientation in the GNAR classroom within three months of application. The GNAR Orientation program is approved for the following continuing education credit: 3 hours of ethics and 3 hours of risk management. The ethics portion meets the National Association of Realtors requirement that all Realtors complete an approved ethics training between Jan. 1, 2009 and Dec. 31, 2012.

NAR's GREEN Designation Courses

The National Association of Realtors has created a GREEN designation that provides advanced training in green building and sustainable business practices so that you can seek out, understand, and market properties with green features. To earn the designation you must be a member of the National Association of Realtors and complete GREEN 100, GREEN 200 and GREEN 300 courses.

May 22; 9 a.m. - 4 p.m.

Green 100 (TREC 6748)

6 Hours CE • Lunch Provided

GNAR Members \$125; All Others \$150

Green 100: Real Estate for a Sustainable Future leads students through an exploration of issues and trends in relation to real estate's role in finding the balance between people, planet, and prosperity. Students learn how to respond to consumer perceptions of what green means in the presence of a proliferation of green products, programs, and businesses as well as help consumers understand the significance of national green certifications and ratings programs for homes, energy efficiency, construction materials, and professionals. The course seeks to instill the mindset essential to building a green-focused real estate business so that students can apply knowledge of green trends and approaches to business planning.

May 23; 9 a.m. - 4 p.m.

GREEN 200 (TREC 6749)

6 Hours CE • Lunch Provided

GNAR Members \$125; All Others \$150

GREEN 200: The Science of Green Building familiarizes students with green principles and choices in home design and construction. The course begins with site analysis and orientation followed by constructing the building envelope and choosing green systems. Students learn how building components and systems interrelate to create a green home. A special chapter looks at how net zero energy homes generate their own power and sell back to the grid. The course concludes with an exploration levels and cost-benefits of retrofitting, remodeling, or renovating for existing homes.

Now more than ever, current and future homeowners are motivated to understand green cost savings and health benefits. This course gives professionals the training they need to represent today's sellers and buyers.

May 24; 9 a.m. - 4 p.m.

GREEN 300 (TREC 6770)

6 Hours CE • Lunch Provided

GNAR Members \$125; All Others \$150

GREEN 300: Greening Your Real Estate Business is the third day of three required courses comprising the curriculum of NAR's GREEN Designation. Now more than ever, current and future homeowners are motivated to understand green cost savings and health benefits. This course gives professionals the training they need to represent today's sellers and buyers.

May 30; 9 a.m. - Noon

Code of Ethics (TREC 2490)

Instructor: Bill Schlueter, GRI, ITI

3 Hours CE

GNAR Members \$30; All Others \$55

Meets the National Association of Realtors mandatory quadrennial ethics training requirement.

— June —

June 4 - 8; 8:30 a.m. - 5:30 p.m.

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

Instructors: Richard Fulton, CCIM and Bill Moss, CCIM

36 Hours CE • Lunch Provided

Call 800-621-7027 to Register.

Visit www.ccim.com for complete CCIM designation details.

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.

June 19; 9 a.m. - 3:30 p.m.

TREC CORE 11/12 (TREC 6520)

Instructor: Bill Schlueter, GRI, ITI

6 Hours CE • Lunch Provided

GNAR Members \$45; All Others \$60

Addresses important legal issues, including recent changes to Tennessee's law and the rules and regulations of the Tennessee Real Estate Commission. The TREC CORE course is mandatory for all licensees who are required to complete continuing education to renew their license.

June 21; 9 a.m. - 4:30 p.m.

TAR Forms 102 (TREC 6690)

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

7 Hours CE • Lunch Provided

GNAR Members \$60; All Others \$75

Provides a complete, in-depth study of the Tennessee Association of Realtors Purchase and Sale Agreement and all the related forms you may use in a residential transaction. You will learn how and when to use specific forms and how to explain them to your customers and clients. Upon completion, you will be able to represent buyer/seller with a complete understanding of the TAR Purchase and Sale Agreement and related forms and submit a complete transaction file to your brokerage.

June 22; 9 a.m. - Noon

21 Ways to Lose Your License (TREC 6696)

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

3 Hours CE

GNAR Members \$30; All Others \$45

YIKES! Yes - there are at least 21 ways you can lose your license! Can you name them all? This course will provide you with everyday scenarios that could cost you your license. We don't always realize how close to the "edge" we are!

June 22; 12:30 - 3:30 p.m.

Advertising in Tennessee (TREC 6692)

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

3 Hours CE

GNAR Members \$30; All Others \$45

Catch up on all the new TREC Advertising Rules, learn about Part 109 of the Fair Housing Act which concerns advertising, find out how to use Regulation Z to your advantage in your advertising and how NOT to violate RESPA when advertising! We will be going over the contradiction with Article 12 of the Code of Ethics and the Tennessee internet advertising rules. We will discuss team advertising and gifts, prizes and claims in advertising.

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

GNAR New Member Orientation (TREC 2467 and 2490)

Instructor: Dave Floyd, GRI, ITI

6 Hours CE • Lunch Provided

For GNAR Applicants Only

Applicants for GNAR membership must attend New Member Orientation in the GNAR classroom within three months of application. The GNAR Orientation program is approved for the following continuing education credit: 3 hours of ethics and 3 hours of risk management. The ethics portion meets the National Association of Realtors requirement that all Realtors complete an approved ethics training between Jan. 1, 2009 and Dec. 31, 2012.

June 27; 9 a.m. - Noon

Code of Ethics (TREC 2490)

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

3 Hours CE

GNAR Members \$30; All Others \$55

Meets the National Association of Realtors mandatory quadrennial ethics training requirement.

June 28; 8:30 a.m. - 5 p.m.

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

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

8 Hours CE • Lunch Provided

GNAR Members \$100; All Others \$125

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.

This REBAC course can be used as the elective for the ABR designation and for the NAR Short Sales and Foreclosure Resource Certification.

Approved 8 CRS elective credits.

*This course was previously named Foreclosure Prevention and Opportunities.

— July —

July 10; Noon - 2 p.m.

Solving Problems II: Easement, Encroachment, Etc. (TREC 4372)

Instructor: Todd Sholar, JD

2 Hours CE

GNAR Members \$20; All Others \$25

Topics discussed include easement, encroachment, unreleased deeds of trust, omitted heirs and chain of the title issues. Educates licensees about common real estate title problems and solutions so clients and customers can have a smoother transaction and avoid title liabilities. Licensees will be able to identify title issues early in the transaction which helps them to meet their duty of care and provide better services to clients. This course will also help licensees understand when to involve other professionals in the transaction for a better client experience and risk reduction.

July 10; 2:30 - 4:30 p.m.

Tug Of War: Short Sales, Multiple Offers and You! (TREC 6184)

Instructor: Todd Sholar, JD

2 Hours CE

GNAR Members \$20; All Others \$25

Get the legal landscape from local attorney Todd Sholar. He discusses which rules apply, multiple offers and how to handle in a short sale.

July 12; 9 a.m. - 3:30 p.m.

TREC CORE 11/12 (TREC 6520)

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

6 Hours CE • Lunch Provided

GNAR Members \$45; All Others \$60

Addresses important legal issues, including recent changes to Tennessee's law and the rules and regulations of the Tennessee Real Estate Commission. The TREC CORE course is mandatory for all licensees who are required to complete continuing education to renew their license.

July 16; 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.

July 19; 9 a.m. - 1 p.m.

Commercial Real Estate Basics (TREC 6113)

Instructor: Jeff Pate, ABR, e-PRO, GRI

4 Hours CE

GNAR Members \$40; All Others \$55

The goal of this course is to give residential agents an exposure to and a basic working knowledge of commercial real estate vocabulary, income stream valuation with the use of simple spreadsheets and expectations from commercial buyers and sellers. Presentation includes risk evaluation and management, diversification, insurance, forms of ownership, due diligence, required rate of return, cash flow, sale proceeds, analysis tools, and case studies.

July 26; 9 a.m. - 1 p.m.

Commercial Real Estate Contracts (TREC 6112)

Instructor: Jeff Pate, ABR, e-PRO, GRI

4 Hours CE

GNAR Members \$40; All Others \$55

The goal of this course is to give residential agents exposure to negotiation strategies and familiarity with the TAR Commercial Lease and the TAR Commercial Sales Contract. Includes specific leasing objectives relative to property type (retail, office, industrial, multi-family, land) when representing the tenant or the landlord; specific

contract objectives when buying or selling; appraisal approaches to market value; financing commercial properties.

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

GNAR New Member Orientation (TREC 2467 and 2490)

Instructor: Paul Gaddes, ABR, E-PRO, ITI

6 Hours CE • Lunch Provided

For GNAR Applicants Only

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July 31; 9 a.m. - Noon

Code of Ethics (TREC 2490)

Instructor: Bill Schlueter, GRI, ITI

3 Hours CE

GNAR Members \$30; All Others \$55

Meets the National Association of Realtors mandatory quadrennial ethics training requirement.

— August —

August 2; 9 a.m. - 3:30 p.m.

TREC CORE 11/12 (TREC 6520)

Instructor: Bill Schlueter, GRI, ITI

6 Hours CE • Lunch Provided

GNAR Members \$45; All Others \$60

Addresses important legal issues, including recent changes to Tennessee's law and the rules and regulations of the Tennessee Real Estate Commission. The TREC CORE course is mandatory for all licensees who are required to complete continuing education to renew their license.

August 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 showing.

Course details and ASP designation information available at www.stagedhomes.com

August 16; 9 a.m. - 5:30 p.m.

3-Day Accredited Staging Professional Home Stager Designation

(Includes August 14-15 ASP course.)

Course Fee \$1,795 (upgrade from 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 August 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.

August 21, 22, 28, 29; 8:30 a.m. - 5 p.m.

Office and Brokerage Mgt. Course (TREC 2040)

Instructor: 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 24; 9 a.m. - Noon

Code of Ethics (TREC 2490)

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

3 Hours CE

GNAR Members \$30; All Others \$55

Meets the National Association of Realtors mandatory quadrennial ethics training requirement.

August 27; 8:30 a.m. - 5 p.m.

GNAR New Member Orientation (TREC 2467 and 2490)

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

6 Hours CE • Lunch Provided

For GNAR Applicants Only

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August 30; 9 a.m. - 4 p.m.

Accelerated Broker's Exam Review

Instructor: Bill Schlueter, GRI, ITI

No CE • Lunch Provided

GNAR Members \$65; All Others \$75

Accelerated review session to prepare for the Broker's exam. Course does NOT replace the Office Brokerage Mgt. Course.

— September —

September 7; Noon - 2 p.m.

A Day In The Life of a Real Estate Licensee Part 4: Advertising, Ethics, Internet and the Law (TREC 6280)

Instructor: Todd Sholar, JD

2 Hours CE

GNAR Members \$20; All Others \$25

Examines advertising, ethics, the internet and the law. Attorney Todd Sholar explains Tennessee Real Estate Commission rules and regulations, the Tennessee Brokers Act and federal laws as well as ethics that govern internet advertising.

September 7; 2:30 - 4:30 p.m.

Buyers Agents and Sellers Agents (TREC 6309)

Instructor: Todd Sholar, JD

2 Hours CE

GNAR Members \$20; All Others \$25

Attorney Todd Sholar educates licensees about required ethics and agency disclosures and contracts with buyer and seller clients to avoid consumer conflicts and conflicts with other licensees.

September 10; 9 a.m. - 3:30 p.m.

TREC CORE 11/12 (TREC 6520)

Instructor: Bill Schlueter, GRI, ITI

6 Hours CE • Lunch Provided

GNAR Members \$45; All Others \$60

Addresses important legal issues, including recent changes to Tennessee's law and the rules and regulations of the Tennessee Real Estate Commission. The TREC CORE course is mandatory for all licensees who are required to complete continuing education to renew their license.

September 13; 8:30 a.m. - 5:20 p.m.

GRI 402: Staying in Business and Out of Court (TREC 6579)

Instructor: Gary Blume, GRI

8 Hours CE • Lunch Provided

Realtor Member Early-bird Tuition by Sept. 6 \$95

Non-Member Early-bird Registration \$115

Member Late Registration Sept. 7-12 \$120

Non-Member Late Registration \$145

Call 615-321-1477 to Register

This one day course covers common legal pitfalls of all types that are encountered in real estate practice.

September 18; 10 a.m. - Noon
FEMA Digital Flood Maps (TREC 6319)
Instructor: Suzanne White
2 Hours CE
No Charge. RSVP Required.

This presentation is focused on educating floodplain managers, local planners, Realtors, and GIS users on the status of FEMA's Digital Flood Insurance Rate Map (DFIRM) product in conjunction with the Tennessee Base Map data. The presentation will include background on the FEMA Map Modernization Program, benefits of Flood Map Modernization, and an explanation of the DFIRM product. Valuable online data sources and instructions on how to access the DFIRM product will also be discussed.

September 20; 9 a.m. - Noon
Code of Ethics (TREC 2490)
Instructor: Paul Gaddes, ABR, e-PRO, ITI
3 Hours CE
GNAR Members \$30; All Others \$55

Meets the National Association of Realtors mandatory quadrennial ethics training requirement.

September 24; 8:30 a.m. - 5 p.m.
GNAR New Member Orientation (TREC 2467 and 2490)
Instructor: Bill Schlueter, GRI, ITI
6 Hours CE • Lunch Provided
For GNAR Applicants Only

Applicants for GNAR membership must attend New Member Orientation in the GNAR classroom within three months of application. The GNAR Orientation program is approved for the following continuing education credit: 3 hours of ethics and 3 hours of risk management. The ethics portion meets the National Association of Realtors requirement that all Realtors complete an approved ethics training between Jan. 1, 2009 and Dec. 31, 2012.

September 27; Noon - 2 p.m.
2012 TAR Purchase and Sale Contract (TREC 6842)
Instructor: Todd Sholar, JD
2 Hours CE
GNAR Members \$20; All Others \$25

This course is newly approved for 2012. Earn CE credit even if you took the TAR Purchase Agreement course in 2011!

Educates licensees on the ins and outs of the 2012 TAR Purchase and Sale Contract along with its ancillary forms thus preventing liability for agents and the public alike. Licensees who understand the TAR contract are less likely to make crucial mistakes in a transaction. Topics discussed include: termite inspections, buyer inspections and resolution period, home protection plans, commitment letters, etc...

— October —

JUST ADDED!

October 1, 2, and 23, 24 (4-day program);

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.

October 5; 9 a.m. - 3:30 p.m.

TREC CORE 11/12 (TREC 6520)

Instructor: Bill Schlueter, GRI, ITI

6 Hours CE • Lunch Provided

GNAR Members \$45; All Others \$60

Addresses important legal issues, including recent changes to Tennessee's law and the rules and regulations of the Tennessee Real Estate Commission. The TREC CORE course is mandatory for all licensees who are required to complete continuing education to renew their license.

October 9; 9 a.m. - Noon

Code of Ethics (TREC 2490)

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

3 Hours CE

GNAR Members \$30; All Others \$55

Meets the National Association of Realtors mandatory quadrennial ethics training requirement.

October 10 - 11; 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 Seniors Real Estate Specialist Council specifically for those real estate practitioners who are interested in focusing on aged 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. 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 16 CRS designation elective credits. Details at www.seniorsrealestate.com 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.

October 29 - 30; 5 - 9 p.m. (Night)
GNAR New Member Orientation (TREC 2467 and 2490)
Instructor: Paul Gaddes, ABR, e-PRO, ITI
6 Hours CE • Snack Dinner Provided
For GNAR Applicants Only

Applicants for GNAR membership must attend New Member Orientation in the GNAR classroom within three months of application. The GNAR Orientation program is approved for the following continuing education credit: 3 hours of ethics and 3 hours of risk management. The ethics portion meets the National Association of Realtors requirement that all Realtors complete an approved ethics training between Jan. 1, 2009 and Dec. 31, 2012.

— November —

November 7; 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.

November 8; 9 a.m. - 3:30 p.m.
TREC CORE 11/12 (TREC 6520)
Instructor: Paul Gaddes, ABR, e-PRO, ITI
6 Hours CE • Lunch Provided
GNAR Members \$45; All Others \$60

Addresses important legal issues, including recent changes to Tennessee's law and the rules and regulations of the Tennessee Real Estate Commission. The TREC CORE course is mandatory for all licensees who are required to complete continuing education to renew their license.

November 13; 9 a.m. - Noon
Code of Ethics (TREC 2490)
Instructor: Bill Schlueter, GRI, ITI
3 Hours CE
GNAR Members \$30; All Others \$55

Meets the National Association of Realtors mandatory quadrennial ethics training requirement.

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

GNAR New Member Orientation (TREC 2467 and 2490)

Instructor: Bill Schlueter, GRI, ITI

6 Hours CE • Lunch Provided

For GNAR Applicants Only

Applicants for GNAR membership must attend New Member Orientation in the GNAR classroom within three months of application. The GNAR Orientation program is approved for the following continuing education credit: 3 hours of ethics and 3 hours of risk management. The ethics portion meets the National Association of Realtors requirement that all Realtors complete an approved ethics training between Jan. 1, 2009 and Dec. 31, 2012.

— December —

December 4; 9 a.m. - 3:30 p.m.

TREC CORE 11/12 (TREC 6520)

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

6 Hours CE • Lunch Provided

GNAR Members \$45; All Others \$60

Addresses important legal issues, including recent changes to Tennessee's law and the rules and regulations of the Tennessee Real Estate Commission. The TREC CORE course is mandatory for all licensees who are required to complete continuing education to renew their license.

December 5; 9 a.m. - Noon

Code of Ethics (TREC 2490)

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

3 Hours CE

GNAR Members \$30; All Others \$55

Meets the National Association of Realtors mandatory quadrennial ethics training requirement.

December 10; 9 a.m. - Noon

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

2013 Officers and Directors Training (TREC 3698)

December 10; 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 the National Association of Realtors mandatory quadrennial ethics training requirement.

December 20; 9 a.m. - Noon

Code of Ethics (TREC 2490)

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

3 Hours CE

GNAR Members \$30; All Others \$55

Meets the National Association of Realtors mandatory quadrennial ethics training requirement.

Visit the Education page at www.gnar.org for additions to the schedule and links to distance learning courses.

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

The 6-hour TREC CORE is priced at \$40.

All 4-hour courses are specially priced at \$29.