



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

## 2011 REALTOR DESIGNATION COURSES ABR, CCIM, CRS, GREEN, SRES AND E-PRO and SFR CERTIFICATIONS

**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](http://www.ccim.com) or call 800-621-7027. GNAR members may register online at [www.gnar.org](http://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](http://www.tarnet.com) or call 615-321-1477. Please note that GNAR is NOT a host site for the GRI program in 2011.

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### 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](http://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  
GNAR Members \$215; All Others \$270  
You must attend both days.

**March 8-9, 2011; 8:30 a.m. – 5 p.m.**

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

# 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.

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

8 Hours Continuing Education Credit

Realtor Pricing \$85; All Others \$120

*ABR elective. Eight CRS elective credits toward CRS designation.*

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

**February 23, 2011; 8:30 a.m. – 5 p.m.**

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

**May 24, 2011; 8:30 a.m. – 5 p.m.**

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

**March 10, 2011; 9 a.m. - 4 p.m.**

## **Real Estate Marketing Reboot (TREC 3489)\***

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

6 Hours Continuing Education Credit

GNAR Members \$125; All Others \$140

*ABR elective.*

*\*Formerly approved as Innovative Marketing Techniques*

**April 11-12, 2011; 9 a.m. – 4 p.m.**

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

Instructor: Curtis Hall, ABR, CRS, GREEN

12 Hours Continuing Education Credit

GNAR Members \$200; All Others \$262.50

*ABR elective; Core course for the Green Designation; and 16 CRS elective credits.*

**October 19-20, 2011; 8:30 a.m. – 5 p.m.**

## **SRES (Seniors Real Estate Specialist (TREC 5389)**

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

16 Hours Continuing Education Credit

GNAR Members \$200; All Others \$262.50

*Details at [www.sres.org](http://www.sres.org).*

*One elective toward the ABR and RSPS designations. Counts as 16 elective credits toward the CRS designation.*

**November 15-16, 2011; 9 a.m. – 4 p.m.**

## **Green Designation Core Course**

Instructor: Melanie McLane, ABR, CRS, GREEN

12 Hours Continuing Education Credit

GNAR Members \$200; All Others \$262.50

*ABR elective; Core course for the Green Designation; and 16 CRS elective credits.*

## CCIM DESIGNATION COURSES

The CCIM Institute confers the **Certified Commercial Investment Member** (CCIM) designation. For more information about the CCIM designation or to register for a class, visit [www.ccim.com](http://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.

CI 101 Fee: Candidate \$1,040; non-candidate \$1,495; Realtor \$1,325. For all other 5-day CCIM classes: Candidate \$1,140; Non-candidate \$1,395. CCIM cancellation policy applies.

**March 15-16, 2011; 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 16-20, 2011; 8:30 a.m. – 5:30 p.m.**

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

Instructors: Bill Moss, CCIM, and Cheri Thomas, CCIM  
36 Hours Continuing Education Credit

**June 20-24, 2011; 8:30 a.m. – 5:30 p.m.**

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

Instructors: Mark Cypert, CCIM, and Eric Hillenbrand, CCIM  
39 Hours Continuing Education Credit

**August 1-5, 2011; 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

**September 12-16, 2011; 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](http://www.crs.com) or call 800-462-8841.

CRS online courses can be used to satisfy the CRS core education requirement. The courses are available at [www.crs.com](http://www.crs.com)

Realtors can use the following 2011 courses at GNAR toward earning the CRS designation.

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

**February 23, 2011; 8:30 a.m. – 5 p.m.**

Instructor: Robert Morris, ABR, ABRM, CRB, CRS, e-PRO, GRI, LTG, PMN, ITI  
8 Hours Continuing Education Credit  
Realtor Pricing \$85; All Others \$120

*ABR elective. Eight CRS elective credits toward CRS designation.*

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

**April 11-12, 2011; 9 a.m. – 4 p.m.**

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

Instructor: Curtis Hall, ABR, CRS, GREEN

12 Hours Continuing Education Credit  
GNAR Members \$200; All Others \$262.50

*ABR elective; Core course for the Green Designation; and 16 CRS elective credits.*

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

**May 24, 2011; 8:30 a.m. – 5 p.m.**

Instructor: Robert Morris, ABR, ABRM, CRB, CRS, e-PRO, GRI, LTG, PMN, ITI  
8 Hours Continuing Education Credit  
Realtor Pricing \$85; All Others \$120

*ABR elective. Eight CRS elective credits toward CRS designation.*

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

**October 19-20, 2011; 8:30 a.m. – 5 p.m.**

### **SRES (Seniors Real Estate Specialist (TREC 5389)**

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

16 Hours Continuing Education Credit  
GNAR Members \$200; All Others \$262.50

*Details at [www.sres.org](http://www.sres.org).*

*One elective toward the ABR and RSPS designations. Counts as 16 elective credits toward the CRS designation.*

**November 15-16, 2011; 9 a.m. – 4 p.m.**

### **Green Designation Core Course**

Instructor: Melanie McLane, ABR, CRS, GREEN

12 Hours Continuing Education Credit  
GNAR Members \$200; All Others \$262.50

*ABR elective; Core course for the Green Designation; and 16 CRS elective credits.*

## GREEN DESIGNATION COURSES

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

Successful completion of the 2-day Green Designation Core course meets the elective course requirement for REBAC's ABR Designation and is approved for 16 CRS designation elective credits.

Lunch is provided at all GREEN Designation classes.

**April 11-12, 2011; 9 a.m. – 4 p.m.**

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

Instructor: Curtis Hall, ABR, CRS, GREEN

12 Hours Continuing Education Credit

GNAR Members \$200; All Others \$262.50

*ABR elective; Core course for the Green Designation; and 16 CRS elective credits.*

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

**April 13, 2011; 9 a.m. – 4 p.m.**

Instructor: Curtis Hall, ABR, CRS, GREEN

6 Hours Continuing Education Credit

GNAR Members \$125; All Others \$140

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

**November 15-16, 2011; 9 a.m. – 4 p.m.**

### **Green Designation Core Course**

Instructor: Melanie McLane, ABR, CRS, GREEN

12 Hours Continuing Education Credit

GNAR Members \$200; All Others \$262.50

*ABR elective; Core course for the Green Designation; and 16 CRS elective credits.*

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

**October 17, 2011; 9 a.m. – 4 p.m.**

Instructor: Melanie McLane, ABR, CRS, GREEN

6 Hours Continuing Education Credit

GNAR Members \$125; All Others \$140

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

# SENIORS REAL ESTATE SPECIALIST COURSE

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

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

For additional information about this designation visit [www.seniorsrealestate.com](http://www.seniorsrealestate.com) or call 800-500-4564.

Lunch is provided at this SRES class.

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

**October 19-20, 2011; 8:30 a.m. – 5 p.m.**

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

16 Hours Continuing Education Credit

GNAR Members \$200; All Others \$262.50

# E-PRO CERTIFICATION COURSE

e-Pro is a certification of the National Association of Realtors. For more information about the e-PRO designation go to [www.epronar.com](http://www.epronar.com). Or call 877-397-3132.

The evolution of e-PRO was developed through a partnership of the National Association of Realtors (NAR) and the Social Media Marketing Institute to familiarize today's agents with the latest technology and social media tools to enhance their business and help them engage with customers and other real estate professionals.

The new e-PRO certification provides a roadmap to help you serve the hyper-connected consumers of today and tomorrow. Course topics for Day 1 include the changing market, how to connect with consumers, the online conversation, and reputation management.

Day 2 provides hands on discovery of business tech tools, such as an e-strategy, mobile office, micro-blogging, rich media and NAR resources.

Day 1 will be available in both the classroom and online in 2011. Day 2 will be available only online.

***When continuing education credit is approved for online delivery, GNAR will then schedule Day 1 for the classroom.***

*Use e-PRO as an elective for the ABR and CRS designations.*

# SHORT SALES AND FORECLOSURE RESOURCE CERTIFICATION

The Real Estate Buyer's Agent Council (REBAC) of the National Association of REALTORS® (NAR) has been offering its Short Sales and Foreclosures Course since the fall of 2006. In October 2009, REBAC and NAR unveiled a completely revised course and launched the **Short Sales & Foreclosure Resource (SFR) Certification**, for which the Short Sales and Foreclosures Courses from REBAC and the Council of Residential Specialists (CRS), an affiliate of NAR, are considered qualifying education. Over 51,000 REALTORS® have earned the SFR certification in less than a year.

For more information about the SFR certification go to [www.realtorsfr.org](http://www.realtorsfr.org) or call 877-510-7855.

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

**February 23, 2011; 8:30 a.m. – 5 p.m.**

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

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