

What is EdPac?

The EdPac Program is a season ticket program offered by GACAR. For the low cost of \$40 a year, you can attend any or all of the programs listed in this brochure.

Don't delay! Sign up for the 2009 EdPac Program by making your payment to the Association office or by paying online with your dues. The deadline to participate in the 2009 EdPac Program is 1/31/2009.

NOTE: Dates, Topics and Speakers are subject to change.

If you do not purchase the EdPac season ticket, you may still attend any of the seminars listed in this brochure for \$10 per credit hour. Non-members may attend at a cost of \$15 per credit hour.



For information on pre and post-licensing classes, please call the Florida Real Estate Institute at 1-800-638-7040.



iMapp Training Sessions for 2009

~All iMapp Training will be from 9:30 am to 11:00 am~

February 6th
March 6th
April 17th
June 19th
August 14th
October 9th
December 11th

Also available at GACAR in 2009:



CRS Designation

Course Instructor: Robert Morris
June 11th & 12th, 2009

Technologies to Advance Your Business

The course guides students through a process of analyzing the technology needs of their business, enabling them to become more productive, increase their profits, and differentiate themselves in the marketplace. The class combines targeted discussion topics, technology demonstrations, and engaging activities. Upon completion, you earn 1 core unit of credit toward the CRS Designation.

Register by May 27, 2009

\$300 FL Chapter Member/\$325 Non-Member
After May 27th,

\$325 FL Chapter Member/\$350 Non-Member



GRI I

October 20th-22nd & October 27th-29th

GRI designation is the most widely recognized of the national real estate designations. Consisting of 3 courses, each course is taught by experts in their fields. This module consists of Contract Forms, Contract Procedures, Residential Finance and Cultural Diversity & Fair Housing.

Register by September 18, 2009

\$275 Members/\$300 Non-Member
After September 18th,

\$300 Members/\$325 Non-Members
Register through FAR

****CRS and GRI are NOT included in EdPac****

EdPac 2009 Course Schedule



Gainesville-Alachua County Association of Realtors®

Gainesville-Alachua County
Association of REALTORS®
1750 NW 80th Blvd.
Gainesville, FL 32606
Phone: (352) 332-8850
Fax: (352) 331-7911
E-mail: EdPac@GACAR.com

Quadrennial Code of Ethics Training

This course will be offered on the following dates:

February 5, 2009	April 2, 2009
June 4, 2009	August 6, 2009
October 1, 2009	December 3, 2009

3 hrs. CE Specialty Credit

Every Realtor member must complete this course every four years to renew their membership. This four-year cycle begins January 1, 2009 and will end on December 31, 2012. Don't wait until the last minute to fulfill this membership requirement!

~ JANUARY ~

Preparing a Listing Contract

January 29, 2009—9 am to 1 pm

Instructor: Cynthia DeLuca / 4 hrs. CE Specialty Credit

◆ Explain the basics of a listing contract. ◆ Understand the different types of listing agreements and the duties that come with each of them. ◆ Identify the protected classes under fair housing laws. ◆ Understand which fees the seller may or may not be expected to pay on a seller's net proceeds estimate. ◆ Answer typical questions about the expenses and proceeds by a seller. ◆ Prepare a seller's net proceeds estimate. ◆ List other forms and disclosures necessary when listing property for sale.

~ FEBRUARY ~

Self Directed IRA's

February 10, 2009—1 pm to 4 pm

Instructor: Josh Radeker / 3 hrs. CE Specialty Credit

Self Directed Plans allow investors to use retirement funds to purchase nontraditional assets, specifically real estate. Learn how to purchase real estate in your IRA account, the various types of retirement plans, and how to set up an account.

Mortgage Fraud & Identity Theft

February 19, 2009—9 am to 12 pm

Instructor: Grant Simon / 3 hrs. CE Specialty Credit

At the end of this course, the student will be able to: ◆ List six common mortgage fraud schemes. ◆ Explain the differences of occupancy statuses between owner-occupied, second home and investment property. ◆ Identify at least two major red flags of mortgage fraud. ◆ Explain what "Best Practices" should be included when operating as a Mortgage Banker, Realtor or borrower in a transaction. ◆ Explain the potential penalties for violating the mortgage fraud laws enacted in October, 2007. ◆ Identify three suggestions to improve mortgage fraud awareness.

You've Lost That Loving Feeling...

Mediate, Arbitrate, Litigate

February 26, 2009—9 am to 12 pm

Instructor: Panel / 3 hrs. CE Specialty Credit

What happens when the perfect transaction suddenly turns sour? Find out what your options and obligations are. You will also learn the pros and cons of mediation, arbitration and litigation.

~ MARCH ~

Contract Preparation

March 12, 2009—9 am to 12 pm

Instructor: Charles Holden, Attorney

3 hrs. CE Specialty Credit

This program is a comprehensive review of GACAR's Purchase and Sale Agreement, riders and addenda.

Core Law

March 19, 2009—9 am to 12 pm

Instructor: Mark Alfaroni / 3 hrs. CE Core Law Credit

This course is a comprehensive review of changes from the Division of Real Estate, Department of Business and Professional Regulation and Chapter 475 F.S.

Affordable Housing Solutions: What Every Realtor® Should Know

March 26, 2009—9 am to 12 pm

3 hrs. CE Specialty Credit

A great opportunity to learn the importance of affordable homeownership programs that enable more Floridians to realize the American dream.

~ APRIL ~

Get the Whole Story—Reverse Mortgages

April 16, 2009—9 am to 12 pm

Instructor: Marshall Gallop / 3 hrs. CE Specialty Credit

Find out: ◆ Why reverse is "low cost" ◆ Why both FHA & seniors goals align ◆ Why 50% of FHA reverse mortgages have been closed in last two years ◆ New legislation allowing higher limits/home purchase/lower initial costs will increase interest ◆ Unique tax/savings effect ◆ A free addition today to a financial plan, even if never used ◆ Planners, advisors, Realtors who understand will assist their sphere have a more successful "long term plan"

~ MAY ~

Safety Class

May 21, 2009—9 am to 12 pm

Instructor: Andrew Wooten / 3 hrs. CE Specialty Credit

Due to frequent contact with unfamiliar people in private locations, real estate agents face more on-the-job risks than many other business professionals.

Some of the topics discussed in the program are:

◆ Safety Statistics ◆ Personal Safety at Home ◆ Safety in the Office ◆ Safety on the Road/Parking Lot Scenarios ◆ Identity Theft Awareness ◆ Safety at Property Showings and Open Houses ◆ Crime Awareness and Prevention

Self Directed IRA's

May 28, 2009—9 am to 12 pm

Instructor: Josh Radeker / 3 hrs. CE Specialty Credit

Self Directed Plans allow investors to use retirement funds to purchase nontraditional assets, specifically real estate. Learn how to purchase real estate in your IRA account, the various types of retirement plans, and how to set up an account.

~ SEPTEMBER ~

Core Law

September 10, 2009—9 am to 12 pm

Instructor: Mark Alfaroni / 3 hrs. CE Core Law Credit

This course is a comprehensive review of changes from the Division of Real Estate, Department of Business and Professional Regulation and Chapter 475 F.S.

Contract Preparation

September 18, 2009—9 am to 12 pm

Instructor: Charles Holden, Attorney

3 hrs. CE Specialty Credit

This program is a comprehensive review of GACAR's Purchase and Sale Agreement, riders and addenda.

~ OCTOBER ~

Brokerage Relationships

October 15, 2009—9 am to 12 pm

Instructor: Ric Giumenta/3 hrs. CE Specialty Credit

At the end of this program the students will be able to:

◆ Identify the Brokerage relationships allowed by law ◆ List the duties of Transaction Brokers, Single Agents, and No Brokerage Relationship Brokers ◆ Explain the disclosure process and the timing for the disclosures ◆ Name the exemptions from the disclosure process allowed in the law ◆ Explain the difference between Transaction Brokerage and Single Agency.