

~ SEPTEMBER ~

**Core Law**

September 9, 2010—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 16, 2010—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 ~

**Haunted houses and Other Scary Disclosures**

October 28, 2010—9 am to 12 pm  
Instructor: Panel / 3 hrs. CE Specialty Credit

Learn about Johnson v. Davis & Florida Statute 689.261, Stigmatized Properties, Radon, Molds and the Problem they Present.

**Quadrennial Code of Ethics Training**

This course will be offered on the following dates:

February 4, 2010	April 1, 2010
June 3, 2010	August 5, 2010
October 7, 2010	December 2, 2010

3 hrs. CE Specialty Credit

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

**iMapp Training Sessions for 2010-TBD**

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

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

**Orientation**

This course will be offered on the following dates:

January 7, 2010	July 1, 2010
March 4, 2010	September 2, 2010
May 6, 2010	November 4, 2010

This course is mandatory upon joining GACAR. Members may attend the afternoon MLS training (FREE) for a brush up on basic MLS Functions. Afternoon MLS portion runs from 1:30-4:30

Also available at GACAR in 2010\*:



**CRS Designation\***

Date: May (To Be Determined)

**The Professional Development Committee is working on bringing another CRS course.**

**Look for information coming soon.**

CRS training gives you in-depth knowledge about business planning, making listing presentations, negotiating and closing smoother transactions, working in the buyers' and sellers' best interest and building a referral business.



**GRI 2\***

October 6th-8th & October 13th-14th

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 Seller Services, Buyer Services, Communications Technology and Real Estate Technology. The GRI courses can be taken in any order.

Register by September 18, 2010



**Green Designation\***

March 10th—12th  
NAR's Green Designation

Gain the knowledge edge by understanding how green building principles are being applied in real estate, Walk the talk by learning how to incorporate green principles in your practice, Provide Advocacy by helping spread the word, Stay on top with updates, Develop new business with referrals, consumers, and marketing tools, while earning the only NAR recognized Green designation.



**CCIM 3\*** (waiting for confirmation)

May 3rd —7th

**User Decision Analysis for Commercial Investment Real Estate**

Leases are the engines that drive the value of commercial real estate. Keeping this concept at the forefront, this course explores all pertinent aspects involving the valuation and costs of commercial leasehold interests from the user's perspective.

**\*These Courses are NOT included in EdPac**

# 2010 EdPac Course Schedule



Gainesville-Alachua County Association of Realtors®

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## ~ JANUARY ~

### **Attract More Buyers & Create More Sales**

January 6, 2010—1 pm to 5 pm

Instructor: Jeff Elias / 4 hrs. CE Specialty Credit

Course will show you how a better grasp of financing and real estate tax laws will substantially increase your sales volume and commission income while giving your buyers and sellers exactly what they want.

### **Brokerage Relationships**

January 28, 2010—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.

### **Sales Essentials to Achieve Buyers' and Seller's Goals**

January 28, 2010—1 pm to 5 pm

Instructor: Ric Giumenta/4 hrs. CE Specialty Credit

List the Ten Mindsets for Success, Differentiate between a Feature and a Benefit, Recite the four steps in overcoming objections, List five buying signals, Differentiate between listening to understand vs. listening to reply, Recognize the opportunity to raise a trial closing question, Demonstrate three signs of body language and explain their possible interpretations, Identify and respond to different body language signs, Avoid sending negative messages through their own use of body language, List ten steps to get a listing, Explain the importance of getting the right price, terms and time on the market., List ten steps to a sale, Name five reasons to financially qualify a customer, Explain the Narrow Down and Zero In technique.

## ~ FEBRUARY ~

### **FHA/VA Financing**

February 11, 2010—9 am to 12 pm

Instructor: Grant Simon / 3 hrs. CE Specialty Credit

By learning the basic techniques of government lending, and applying them through practice, the professionals in the real estate field will improve their effectiveness as communicators and as sales representatives. This program focuses on the unique and special concerns and situations faced by the real estate professional. The goal of the program is for the student to develop a clearer understanding on how to improve their

selling skills by learning about possible ways of handling the financing through government programs that are available to almost all buyers.

## ~ MARCH ~

### **Contract Preparation**

March 4, 2010—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 18, 2010—9 am to 12 pm

Instructor: Mark Alfarone / 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.

### **You've Lost That Loving Feeling... Mediate, Arbitrate, Litigate**

March 25, 2010—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.

## ~ APRIL ~

### **Fair Housing**

April 21, 2010—1 am to 4 pm

Instructor: Ric Giumenta / 3 hrs. CE Specialty Credit

The objective of this course is to teach the student how to protect themselves from liability. The student will be able to name two laws that cover fair housing and list the seven protected groups in the fair housing act. They will be able to explain the illegal acts of steering, blockbusting and redlining and also state what answer to give when confronted with a discrimination problem.

## ~ MAY ~

### **Mortgage Fraud & Identity Theft**

May 27, 2010—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.

## ~ JUNE ~

### **Negotiating Skills for Today's Market**

June 24, 2010—9 am to 12 pm

Instructor: Steven David / 3 hrs. CE Specialty Credit

Above all else, real estate is a people business. Once the licensee understands the personal history that the customer brings to the transaction, the solution to closing the deal becomes clearly evident. Students will learn the motivations of the parties in the transaction and learn to funnel those motives toward significantly higher volume of closed transactions.

## ~ JULY ~

### **1031 Tax Exchange**

July 15, 2010—9 am to 12 pm

Instructor: Entrust Group / 3 hrs. CE Specialty Credit

We've all heard of a 1031 Exchanges, but few have actually been involved as a salesperson or Broker. In this course you will learn to: Calculate the depreciated basis, the depreciation recapture and the total depreciation taken of a given property; select from a list, like kind properties; list 3 different types of tax deferred exchanges; Differentiate between an Investor and Dealer status.

### **Got Insurance? Know What You Got!**

July 22, 2010—9 am to 12 pm

Instructor: Panel / 3 hrs. CE Specialty Credit

Learn about stumbling blocks and your E&O Insurance, Shopping Homeowners Insurance, Florida's changing insurance market, avoiding title insurance claims, sinkhole insurance, using GACAR/ FAR Bar Insurance addendums and more.

## ~ AUGUST ~

### **Roadmap to Successful Closing**

August 12, 2010—9 am to 12 pm

Instructor: Cynthia Deluca / 3 hrs. CE Specialty Credit

Upon completion, the student will be able to: provide options in the event of failed inspections for Roof, Termite, Electrical, or Building code deficiencies; differentiate between closing activities of a conventional contract, a cash purchase, and a HUD/VA financed transaction; provide options that would lead to timely closing on a property with a correctable title problem; prepare net sheets for buyers and sellers. Construct a timeline from acceptance to actual closing; list the options a Broker has in the event of an escrow dispute for deposit they are holding.

*Continued...*