



GRI I: Standards of Practice*

April 13-15 & 20-22, 2011

The 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 everything from effective closing techniques to fair housing and agency issues.

Approved for 11 hours of specialty CE credit and 3 hours of Core Law. It also meets the requirements for the 45-0hour Sales Associate Post Learning Credits.

The GRI courses can be taken in any order, but must be completed within 5 years.

Register by March 11, 2011

***This course is NOT included in the EdPac program.**



FREE! MLS Training Sessions

Advanced MLS Training

March 31st - 9am to Noon

June 30th - 9am to Noon and 1-4pm

September 22nd - 9am to Noon

December 15th - 9am to Noon and 1-4pm

MLS "Train the Trainer" will be held from 1 to 4pm

March 31st

September 22nd

Quadrennial Code of Ethics Training

This course will be offered on the following dates:

March 3, 2011

May 5, 2011

September 1, 2011

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!

New Member Orientation

This course will be offered on the following dates:

February 3, 2011

April 7, 2011

June 2, 2011

August 4, 2011

October 6, 2011

December 1, 2011

This course is mandatory upon joining GACAR.

All members are invited to attend the afternoon MLS training (FREE) for a brush up on basic MLS Functions.

Afternoon MLS portion runs from 1:00-4:00



FREE! iMapp/IRIS Training Sessions

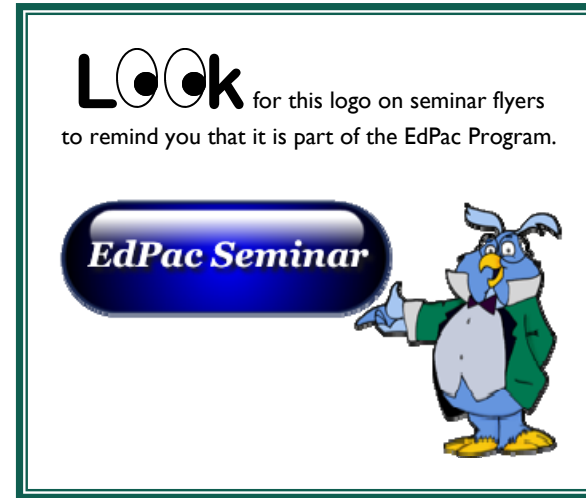
All iMapp Training will be held from 10:30 am to Noon

March 11th

June 10th

September 9th

December 9th



Look for this logo on seminar flyers to remind you that it is part of the EdPac Program.



2011 EDPAC COURSE SCHEDULE



Gainesville-Alachua County Association of Realtors®



Gainesville-Alachua County Association of Realtors®

Gainesville-Alachua County Association of REALTORS®

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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 2011 EdPac Program by making your payment to the Association office or by paying online with your dues. The deadline to participate in the 2011 EdPac Program is 1/31/2011.

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.

*NOTE: Dates, Topics and Speakers are subject to change. The cost to participate increases to \$50 on January 1st.

~ **JANUARY** ~

The Art of Controlling The Sale

January 20, 2011
9 am to 12 pm
Instructor: Kim Dickey
3 CE Specialty Credits

This course is about controlling the “sales process”. You will learn the language that makes a prospect right, smart and want to take action by doing business with you. You will learn how to create urgency, seamlessly embed powerful negotiating ground rules and techniques and understand what goes on in the head of a for sale by owner.

Using Email in Your Business and Etiquette with Consumers

January 27, 2011
9 am to 12 pm
Instructor: Craig Grant
3 CE Specialty Credits

Why is email the most important tool for Realtors? It’s easy to use, immediate, pervasive, effective & versatile and most importantly is the most powerful way to satisfy many of the legal communication requirements one must abide by. This class is intended to help any Realtor, no matter what their tech knowledge or skill level, learn how to properly utilize and leverage email in their personal and business lives in a fast paced, yet fun & easy to follow environment.

By the end of this course each student will be able to understand how to better utilize email programs & tools to maximize their time online, improve their communications with their internal & external customers and more.

~ **February** ~

**Generational Financing:
Home Finance Options for Every Buyer**

February 10, 2011
9 am to 12 pm
Instructor: Grant Simon
3 CE Specialty Credits

Every generation of home buyer is different. Their history, their values, their financial needs and resources greatly varies from one buyer to the next. Each has a unique perspective. Understanding generational financing will help you with the “know how” to tailor finance options to resonate with each customer and to meet their needs. You will gain insight into each of the four generations and understand why various financing options are generally ideal for each. The more you understand your customer and their financing needs, the more “success” you will experience with each transaction and the more referrals you will generate.

Contract Preparation

February 17, 2011
9 am to 12 pm
Instructor: Charles Holden, Attorney
3 CE Specialty Credits

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

**HOA Seminar
Don’t Assume, Cover your Association**

February 24, 2011
9 am to 12 pm
Instructors: Attorneys Dennis Eisinger, Robert Doan, Brent Baris
3 CE Specialty Credits

Do you have more questions than answers about Condominiums and Home Owners Associations? Then this seminar is for you! Listen to a panel of attorneys on a host of topics related to HOAs with plenty of time at the end to answer any questions not answered during the seminar. You won’t want to miss this one!

~ **March** ~

Core Law

March 10, 2011
9 am to 12 pm
Instructor: Mark Alfaroni
3 CE Core Law Credits

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.

Sales Essentials to Achieve Buyers and Sellers Goals

March 24, 2011
9 am to 12 pm
Instructor: Ric Giumenta
3 CE Specialty Credits

Making sales is a learned skill. It is not anything difficult, but the techniques involved are intricate in detail and critical for success. Without technique, the sale doesn’t happen. Use the techniques offered in this course to establish good listing and sales presentations. Knowledge plus perfect practice and preparation plus implementation equals success.

~ **April** ~

At Home with Diversity: One America

April 28, 2011
9 am to 4 pm
Instructor: Chuck Bonamer
6 CE Specialty Credits

This training, built on the letter and spirit of the Fair Housing Act,

provides participants with information about working with buyers of different minority groups, cultures, and ethnic backgrounds. The one-day course focuses on increasing diversity awareness, building cross-cultural skills, and developing a diversity business plan.

~ **May** ~

Identity Theft: Protecting Your Customer

May 26, 2011
9 am to 12 pm
Instructor: Andrew Wooten
3 CE Specialty Credit

At the end of this course, the student will be able to identify steps to take to keep your office secure, list ways to keep their customer’s personal information secure in their office, conduct a background check on a potential buyer or renter for one of their customers, list steps to take to keep themselves, their customers and customer’s personal information safe during an open house, list ways to keep their personal information (contained in their wallet or purse) safe, identify the elements of identity theft and show their customers how not to be victimized, identify scams and cons and describe how to avoid them, and list steps to take should they or their customer become a victim.

~ **June** ~

**First Time Home Buyer Workshop
That Really Works**

June 23, 2011
9 am to 12 pm
Instructor: Patti Ketchem
3 CE Specialty Credits

This course provides the tools and techniques needed by Realtors to present a Home Buyer Workshop that will really work. This course was written by Patti Ketchem and was awarded the “Best Practices Award” from HUD. The course material is easy to understand and has proven the test of time. The students will learn how to provide the highest level of information to clients without totally turning them off and overwhelming them.

~ **July** ~

**BUSINESS PLANNING
FOR THE MARKET REBOUND**

July 28, 2011
9 am to 12 pm
Instructor: Cynthia DeLuca
3 CE Specialty Credits

In this program Cynthia reviews: causes for Real Estate Market hyper-activity, the concept of supply and demand in the real estate market and the impact it had on the current crisis, the concept of being “upside down” on a real estate property, and four elements to include in a solid real estate business plan. She will also explain the concept on sustainable income through real estate purchases

and the financial considerations to be included in a real estate business plan.

~ **August** ~

Tax Law Changes

August 17, 2011
1 pm to 4 pm
Instructor: Joe Ponds
3 CE Specialty Credit

This course will teach the real estate student tax law changes that are in effect now. You will be instructed on the specific requirements in dealing with tax-deferred exchanges. Also discussed are: errors in filing tax returns that affect the real estate marketplace, investment interest as a deduction, audit problems involving the mortgage interest deduction, tax form changes and reasons for those changes and a question and answer period.

~ **September** ~

Core Law

September 8, 2011
9 am to 12 pm
Instructor: Mark Alfaroni
3 CE Core Law Credits

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.

**Property Management
for the Real Estate Practitioner**

September 22, 2011
1 pm to 4 pm
Instructor: Cynthia DeLuca
3 CE Specialty Credit

This course was designed primarily for the residential real estate agent. There will be instances in your career where you may be asked to either manage or rent a home, apartment or condominium unit. This course provides the basic knowledge of why you’re needed, what will be expected of you, the operation of a management office, the legal environment and ideas on where to obtain management clients and prospective tenants.

~ **November** ~

Contract Preparation

November 3, 2011
9 am to 12 pm
Instructor: Charles Holden, Attorney
3 CE Specialty Credits

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