


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



Quadrennial Code of Ethics Training
This course will be offered on the following dates:

January 5, 2012
March 1, 2012
May 3, 2012
September 6, 2012
November 1, 2012

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 Decem-

New Member Orientation

This course will be offered on the following dates:

February 2, 2012 August 2, 2012
April 5, 2012 October 4, 2012
June 7, 2012 December 6, 2012

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 12:00-4:00



**2012
EDPAC
COURSE SCHEDULE**



FREE! iMapp/IRIS Training Sessions

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

February 17th
May 18th
August 17th
November 16th



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 \$60 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 2012 EdPac Program is 1/31/2012 .

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 \$75 on February 1st.



FREE! MLS Training Sessions

"How to Improve Your Business with MLS"

April 26th - 9am to Noon & 1-4 pm
September 27th - 9am to Noon & 1-4 pm

~ JANUARY ~

Title Insurance HUD-I Settlement Statement

January 26, 2012
1 pm to 4 pm
Instructor: Susan Tilman
3 CE Specialty Credits

This course is about the HUD –I Settlement Statement and will help you understand the recent HUD-I changes.

~ FEBRUARY ~

Tech Toolbox

February 8, 2012
1 pm to 5 pm
Instructor: Craig Grant
4 CE Specialty Credits

This course explores understanding the changing needs and habits of today's consumer and how REALTORS can use technology to find new business, grow and nurture their circle of influence, become more efficient in their daily lives and provide better service to consumers. Plus the legal, risk management and online safety concerns a REALTOR needs to be aware of in the technical world. This course also covers how and what products to buy, how REALTORS can market themselves online, how to use social networking, blogging, listing syndication, smart phone, e-fax and more.

FR/BR Residential Contract

February 23, 2012
9 am to 12 pm
Instructor: Charles Holden, Attorney
3 CE Specialty Credits Pending

This program is a comprehensive review of the FR/FB Residential Contract for Sale and Purchase, riders and addenda.

~ MARCH ~

Core Law

March 15, 2012
9 am to 12 pm
Instructor: Mark Alfarone
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.

Got Insurance? Know What You Got!

March 8, 2012
9:00-12:00 pm
Instructor: Panel
3 CE Specialty Credits

Learn about stumbling blocks and your E & O insurance, shopping for homeowners insurance, Florida's changing insurance market, avoiding title insurance claims, and sinkhole insurance.

1031 Exchange

March 22, 2012
1 pm to 4 pm
Instructor: Dave Owens, Entrust Group
3 CE Specialty Credits

We've all heard of a 1031 Exchange, but few have actually been involved as a salesperson or broker. In this course you will learn to: Calculate the depreciated basis, depreciation recapture and 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.

~ APRIL ~

Goal Setting

April TBD
1pm to 4 pm
Instructor: Cynthia DeLuca
3 CE Specialty Credits

Many people think of their goals loosely, without a strategic approach to what they mean and how they can be attained. Without tactical goals, REALTORS are simply led by situations and events, rather than proactively creating circumstances that will allow them to hit their target. This course will help students truly understand what a goal is - how is it defined? What does it mean? It will then guide students towards calculating realistic yet optimistic goals for themselves. Finally it will prepare and motivate them to structure their day around their goals, allowing them to prioritize and work smarter.

~ MAY ~

The Power of Relationship Selling

May 23, 2012
9 am to 12 pm
Instructor: Kim Dickey
3 CE Specialty Credits

You will learn to build and maintain compelling relationships, communicate and demonstrate value and guide the prospect or client through the buying and selling process. You will also learn that every response needed to be successful has already been written you just have to make the commitment to know your next line. This training will empower, inspire and provide the tools to be successful in any market.

~ JUNE ~

Fundamentals of Land Series

June TBD
9 am to 12 pm
Instructor: Jib Davidson
3 CE Specialty Credits Pending

This course is about Flood Zones and Wetlands, What you can build on Wetlands, Timberland: Stand dynamics and forest products, Mill locations, Timber valuations, How to make money in timber.

~ JULY ~

No Classes Scheduled

~ AUGUST ~

FR/BR Residential Contract

August TBD
9 am. to 12 pm.
Instructor: Charles Holden, Attorney
3 CE Specialty Credit Pending

This program is a comprehensive review of the FR/FB Residential Contract for Sale and Purchase, riders and addenda.

~ AUGUST ~

Generation-ize Your Approach to Communicating

August 15, 2012
1:00-4:00
Instructor: Cherolyn Fogarty
3 CE Specialty Credits

This new program discusses why some customers can prove to be more...challenging than others to understand and communicate with. As Realtors, you will leave with tips and insights to help you market yourself as well as bridge the generation gap between you and your customers.

~ SEPTEMBER ~

Core Law

September 20, 2012
9 am to 12 pm
Instructor: Mark3 Alfarone
3 CE Core Law Credits

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

~ OCTOBER ~

Haunted Houses & Other Scary Disclosures

October 18, 2012
9 am to 12 pm
Instructors: Attorney Panel
3 CE Specialty Credits|

Learn about Johnson v. Davis & Florida Statue 689.261., Stigmatized Properties, Radon, Molds and the problems they present.

~ NOVEMBER ~

Investing In Real Estate with IRA

November 29, 2012
1 pm to 4 pm
Instructor: Dave Owens, Entrust Group
3 CE Specialty Credit

Learn how to buy and sell real estate using \$3.7 trillion of IRA funds. Learn how to promote this great strategy to your clients and how to do it for yourself. prices have got investors buying. — Let Entrust help you .Learn how easy it is to use our Tax Free Strategies.