

~ OCTOBER (cont'd) ~

**Home Office: Financial Rewards**

October 23, 2008 / Instructor: Steven David  
3 hrs. CE Specialty Credit

This course will utilize an IRS Schedule C form, and the student will be able to identify those items that are deductible from income. You will also learn how to differentiate between direct and indirect expenses and how to calculate the tax basis of office equipment upon disposition. Also discussed are: computing the exempt capital gains upon the sale of their personal residence and determine the taxable gain of the office portion of the residence, as well as depreciation and auto deductions.

~ NOVEMBER ~

**Self Directed IRAs**

November 20, 2008 / Instructor: Patrick Hagen  
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, how to take control of your future with a self-directed retirement plan, the various types of retirement plans, the assets available for purchase and how to set up an account. The class will focus on specific rules that must be followed when purchasing investments and how to use financing when purchasing assets.

~ DECEMBER ~

**Safety Class**

December 11, 2008 / 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
- Crime Awareness and Prevention
- Safety at Open Houses

## 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 2008 EdPac Program by mailing your payment to the Association office or by paying online with your dues. After 11/30/07 the price increases to \$50. The deadline to participate in the 2008 EdPac Program is 12/31/2007.

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.

# 2008 EdPac 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 7, 2008

April 3, 2008

June 5, 2008

August 7, 2008

October 2, 2008

December 4, 2008

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, 2005 and will end on December 31, 2008. Don't wait until the last minute to fulfill this membership requirement!

### ~ JANUARY ~

#### Customer Satisfaction: Managing Challenging Clients

January 17, 2008 / Instructor: Susan Collins

3 hrs. CE Specialty Credit

As a result of attending the course participants will be able to: Demonstrate a knowledge of basic conflict resolution styles and conflict resolution skills; Identify the different stages of crisis and develop strategies to deal with each stage; Utilize conflict resolution skills to diffuse volatile situations; Develop alternatives for meeting the needs of diverse clients; Increase options for closing more sales agreements by understanding the nature of conflict. The workshop presentation utilizes a combination of PowerPoint presentation, interactive activities, and group discussion.

### ~ FEBRUARY ~

#### Tax Effects of Single/Multi Family Rentals

February 14, 2008 / Instructor: Ira Zlatkin

3 hrs. CE Specialty Credit

By the end of the course the student will be able to: explain the difference between ordinary income and capital gain income; identify items that can and cannot be deducted against gross rental income; state the conditions under which the last month's lease payment is taxable; state the condition under which an insurance premium may be tax deductible; list deductible expenses against gross rents; define capital improvements; state the applicable rules that apply when a rental manager is allowed to live rent free, for

services provided to the landlord; state the appropriate way of handling payments to your children who work for you; state the depreciation allowance on a residential rental; given enough information, calculate the Cash Flow After Tax.

### ~ MARCH ~

#### Core Law

March 13, 2008 / 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.

#### Contract Preparation

March 27, 2008 / 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.

### ~ APRIL ~

#### Fair Housing

April 18, 2008 / 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 ~

#### Real Estate Investing Made Easy

May 8, 2008 / Instructor: Duke Tieman

4 hrs. CE Specialty Credit

The purpose of this course is to simplify the analysis of investment real estate for those not otherwise experienced in this specialty. When you've completed this course, you will be able to calculate cash flow, cash on cash returns, depreciation schedules, and ultimately determine the suitability of a specific building for your purposes.

### ~ JUNE ~

#### FHA/VA Financing

June 12, 2008 / Instructor: Duke Tieman

4 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.

### ~ SEPTEMBER ~

#### Core Law

September 11, 2008 / 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.

#### Contract Preparation

September 18, 2008 / 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 9, 2008 / 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. They will be able to 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.