

~ JANUARY ~

Working with the Bank's Appraiser and the Consumer

January 23, 2019: 1 pm to 5 pm
Instructor: Patricia Reass
4 Hrs CE Specialty Credit

Improve your appraisal techniques and prepare a better CMA to better serve clients. Learn to use correct information towards success as a sales negotiator.

~ MARCH ~

Core Law

March 6, 2019: 9am to 12pm
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

March 13, 2019: 9 am to 12 pm
Instructor: John Roscow
3 Hrs CE Specialty Credit

This program is a comprehensive review of FR/BR Purchase and Sale Agreement, riders and addenda.

~ APRIL ~

Navigating the Maze of Residential Construction

April 10, 2019: 1 pm to 5pm
Instructor: Patricia Sherman
4 Hrs CE Specialty Credit

Name the basic components of construction drawings and identify major structural components of a single family structure.

~ MAY ~

Overview of Lending Policy and Practices

May 15, 2019: 1 pm to 5 pm
Instructor: Andy Tolbert
4 Hrs CE Specialty Credit

An introduction to mortgage lending policy and practices with FHA, VA and Conventional loans. Will also address appraisals, market value and credit scoring.

~ JUNE ~

Contract Preparation

June 12, 2019: 9 am to 12 pm
Instructor: John Roscow
3 Hrs CE Specialty Credit

This program is a comprehensive review of FR/BR Purchase and Sale Agreement, riders and addenda.

Personal Assistants & the Law

Date and Time—TBD
Instructor: Patti Ketcham
3 Hrs CE Specialty Credit

Understand how a Personal Assistant can and cannot help you according to law with regards to legal, financial and sensitive items. This course will also help you recognize policies and procedures surrounding hiring & employing an assistant.

~ JULY ~

Boot Camp

July 17, 2019: 1 pm to 5 pm
Instructor: Bee Powell
4 Hrs CE Specialty Credit

Welcome to real estate Boot Camp! This course is great for newly licensed agents to jump-start their career as well as getting long time licensees out of the rut they often run into.

~ AUGUST ~

Master Your Market with Metrics

August 8th, 2019: 10 am to 12 pm
Instructor: Cynthia Deluca
2 Hrs CE Specialty Credit

Comprehending and communicating market matrix and how data is used. Communicate the meaning and discuss market conditions.

Property Management for the Real Estate Practitioner

August 8th, 2019: 1 pm to 4 pm
Instructor: Cynthia Deluca
3 Hrs CE Specialty Credit

Want to know more about Property Management without jumping in head first? This course is an introduction walking you through reasons why property management is needed, what they do, and what they can expect from a legal standpoint.

Core Law

August 28, 2019: 9am to 12pm
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.

~ SEPTEMBER ~

Contract Preparation

September 4, 2019: 9 am to 12 pm
Instructor: John Roscow
3 Hrs CE Specialty Credit

This program is a comprehensive review of FR/BR Purchase and Sale Agreement, riders and addenda.

Social Media at Risk

September 12, 2019: 9 am to 12 pm
Instructor: Jason Jakus
3 Hrs CE Specialty Credit

Gain a better understanding of Social Media in business; manage your online profile, copyright law, blogging for business and avoiding conflicts of interest.

No Hitting Allowed

September 18, 2019: 9 am to 12 pm
Instructor: Joanne Chando
3 Hrs CE Specialty Credit

Students will learn how each generation views negotiating and how to help get to the "yes" while staying within license law.

Newly Licensed? Now What?

September 18, 2019: 1 pm to 4 pm
Instructor: Joanne Chando
3 Hrs CE Specialty Credit

Gain an understanding of Real Estate terms, benefits of a business plan, guiding customers through the financing, inspection and title processes.

~ DECEMBER ~

Contract Preparation

December 11, 2019: 9 am to 12 pm
Instructor: John Roscow
3 Hrs CE Specialty Credit

This program is a comprehensive review of FR/BR Purchase and Sale Agreement, riders and addenda.

2019 Code of Ethics Training (required for license renewal)

This course will be offered on the following dates:

February 6th
April 3rd
June 5th
August 7th
October 2nd
December 4th

3 hrs. CE Specialty Credit
Class Times: 1:30 pm to 4:30 pm

Every Realtor member must complete this course every two years to renew their membership. This two year cycle runs Jan-1-2019 – Dec- 31-2020.

GRI Series 100

Are you interested in obtaining your GRI designation? GACAR will be offering the following GRI classes in 2019. The GRI Series 100 includes three modules, 101-103.

GRI 101

October 16—October 17

GRI 102

October 23—October 24

GRI 103

October 30—October 31

Each module in this Series provides 8 hours of continuing education credits or 15 hours of sales associate post licensing credit. The 100 Series meets the 45 hour post-license requirement.

The GRI designation is recognized nationwide as the gold standard for real estate professional achievement. Earning this designation sets you apart from the competition.

*** GRI courses are not included in the EdPac or Event Pass and must be paid for separately.**

2019 Events

January

General Membership Luncheon

March

General Membership Horseshoe Social

April

General Membership Breakfast

May

General Membership Luncheon

July

General Membership Bowling Fundraiser

September

Affiliate Expo
and

General Membership Annual Meeting

October

General Membership "GACAR's Got Talent"

December

Holiday Party / Installation

Buy an Event Pass & Save!

For the low cost of \$80 a year, you can attend any or all of the events listed at no additional charge.

After 12/31/18 the price increases to \$95. The deadline to purchase is 1/31/2019. If you do not purchase the Event Pass, members may still attend any of the events listed above for \$10 per event with advanced registration.

NOTE: Dates, Times, and Venues are subject to change.

2019 EdPac Course Schedule



Gainesville-Alachua County Association of Realtors®

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 seminars listed in this brochure. After 12/31/18 the price increases to \$75. The deadline to participate in the 2019 EdPac Program is 1/31/2019. You can still attend without an EdPac season ticket for \$10.00 per credit hour or \$15.00 per credit hour for non-members.