

~ JANUARY ~

Know Your Numbers
January 18, 2017
9: am to 12 pm
Instructor– Grant Simon
3 hrs. CE Specialty Credit

Helpful tips to discussing Payments, Cash to Close, Appreciation, Depreciation, Interest Rates, The Economy and Statistics. It is designed to turn you into a walking, talking, real estate machine and help you generate another transaction in 30-60– days.

~ FEBRUARY ~

Core Law
February 16, 2017; 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.

~ MARCH ~

Communication Skills
March 15, 2017; 9 am to 12 pm
Instructor: Patti Ketcham
3 hrs. CE Specialty Credit

This course will help students develop the most professional and effective business style possible by fine tuning how they communicate with others in their roles as Realtors.

Contract Preparation
March 22, 2017; 9 am to 12 pm
Instructor: Charles Holden
3 hrs. CE Specialty Credit

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

~ APRIL ~

Pricing in a Competitive Market
Date: April 26, 2017; 9 am to 12 pm
Instructor: Cynthia Deluca
4 hrs. CE Specialty Credit

Participants will be able to define pricing, valuation, appraisals & CMA, define (3) methods or approaches to value, identify challenges to pricing properties, estimate supply & demand.

~ MAY ~

Cyber Security Program
May TBD, 2017
10 am-12 pm
Instructor– Jason Jakus
2 hrs CE Specialty Credit

Avoiding the Hack - Cyber Security Measures for Your Customers and Yourself

~ AUGUST ~

Survive & Thrive in Real Estate
Date: August 9, 2017; 9 am to 12 pm
Instructor: Jason Jackus
3 hrs. CE Specialty Credit

What is the secret to success in real estate? Integrity, Competency and Caring. Generating a business plan to connecting with your inner techie he will shoe you a step by step plan to generate more success in your real estate practice, whether you are brand new or a 20 year veteran.

~ SEPTEMBER ~

Contract Preparation
Date: TBD; 9 am to 12 pm
Instructor: Charles Holden, Attorney
3 hrs. CE Specialty Credit

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

Core Law
September 14, 2017; 9 am to 12 pm
Instructor: Mark Alfarone
3hrs. 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.

~ OCTOBER ~

Title Insurance 101
October 25, 2017; 1:00–4:00
Instructor: JoAnn Koontz
3 hrs. CE Specialty Credit

Learn the importance and impact of title insurance in your transactions. What does it cover, how is it priced, what do closing agents do to clear title and why does it affect you. Is it worth the money. Keep your transactions on track.

VIRTUAL CLASSES WITH CEU'S

March 2, 2017

**Realtor Safety
1:00-3:00 pm**

Instructor: Andy Tolbert

May 11, 2017

**Newly Licensed Now What
1:00-5:00 pm**

Instructor: Denise Oyler

September 8, 2017

**Contract for Residential Sale &
Purchase**

9:00-1:00 pm

Instructor: Diane Pittman

**All the classes above will be held
at GACAR**

Code of Ethics Training

This course will be offered on the following dates:

February 1, 2017
April 5, 2017
June 7, 2017
August 2, 2017
October 4, 2017
December 6, 2017

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

Every Realtor member must complete this course every four years to renew their membership. This two-year cycle runs Jan-1-2017 –Dec- 31-2018

Buy an Event Pass & Save!

The Event Pass is a season ticket program offered by GACAR. For the low cost of \$60 a year, you can attend any or all of the events listed at no additional charge (with advanced registration).

Don't delay! Buy your Event Pass today by making your payment to the Association office or by paying online with your dues. After 12/31/16 the price increases to \$75. The deadline to purchase your Event Pass is 1/31/2017.

If you do not purchase the Event Pass you 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.

2017 Events

General Membership Evening Event

January 17, 2017 5:00-8:30 pm

District I Conference

Date: & Time: TBD

General Membership Breakfast

March 8, 2017 9:00 am - 10:30 pm

General Membership Luncheon

April 12, 2017 Time: 11:30-1:30 pm

General Membership Luncheon

June 21, 2017 11:30-1:00 pm

General Membership Mixer-Fundraiser

July 19, 2017 5:30 pm - 8:30 pm

General Membership Luncheon

(Annual Meeting)

September 20, 2017 11:30 am - 1:00 pm

General Membership Mixer-Horseshoes

October 18, 2017 5:30 pm - 8:30 pm

General Membership Luncheon

November 15, 2017 11:30 am - 1:00 pm

Holiday Party

December 7, 2017 5:00 am - 8:30 pm

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Save!**

2017 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 12/31/16 the price increases to \$75. The deadline to participate in the 2017 EdPac Program is 1/31/2017. You can still attend without a EdPac season ticket for \$10.00 per credit