

~ FEBRUARY ~

Contract Preparation

February 1, 2018: 9 am to 12 pm
Instructor: John Roscow
3 hrs. CE Specialty Credit

So You Want to Be A Broker

February 8, 2018: 9 am to 12 pm
Instructor: Steven David
3 hrs. CE Specialty Credit

Are you ready to go to the next level and become a broker? This course presents the considerations, possibilities and the practicalities of owning your own real estate brokerage firm. With the power of preparation and you can succeed, and this course will show you how.

Home Staging

February 21, 2018: 1 pm to 4 pm
Instructor: June Carter
3 hrs. CE Specialty Credit

After attending this course, agents will be familiar with home staging as a tool to sell homes faster and for more money. Each attendee receives the designation Certified Staging Advocate (CSA).

~ MARCH ~

Contract Preparation

March 22, 2018: 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.

Tax Strategies

March 14, 2018: 1 pm to 4 pm
Instructor: JoAnne Kuntz
3 hrs. CE Specialty Credit

Working hard and wanting to minimize your tax liability? This course will address your business structure from a legal and tax perspective. Keep more of your money you earn and reduce your liability.

Core Law

March 21, 2018: 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.

~ APRIL ~

Boot Camp

April 11, 2018: 8 am to 12 pm
Instructor: Rick Giumenta
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.

Brokerage Relationships

April 11, 2018: 1 pm to 4 pm
Instructor: Rick Giumenta
3 hrs. CE Specialty Credit

Learn about brokerage relationships allowed by law, the disclosure process and timing for disclosures. Identify the difference between Transaction Brokerage and Single Agency.

~ MAY ~

If You Can't List You Can't Last

May 2, 2018: 9 am to 12 pm
Instructor: Angela Territo
3 hrs. CE Specialty Credit

No matter how much you prepare, practice and rehearse, one thing is certain; when you first try something new, you may experience failures. You have to tell yourself, "I am going to make it, no matter what it takes. I will become a "Listing Specialist"!

~ JUNE ~

The Art of Networking

June 20, 2018: 9 am to 12 pm
Instructor: Linda Olson
3 hrs. CE Specialty Credit

Most Realtors® agree that networking is critical to long-term success in real estate. You'll leave here with solid strategies and techniques (that we'll practice in class) that will allow you to feel more comfortable.

~ AUGUST ~

Goal Setting

August 8, 2018 9 am—12 pm
Instructor: Cynthia Deluca
3 hrs. CE Specialty Credit

This course is designed to help Realtors® truly understand what a goal is. It will guide students towards calculating realistic yet optimistic goals for themselves.

~ SEPTEMBER ~

Meeting the Needs of Challenging Clients

September 12, 2018 9 am to 12 pm
Instructor: Patti Ketcham
3hrs. CE Specialty Credit

This course will help Realtors® diffuse conflict, engage in active listening, and produce solutions for their client without becoming mired down with conflict and misunderstanding

Core Law

September 20, 2018 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.

Contract Preparation

September 5, 2018: 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.

VIRTUAL CLASSES WITH CEU'S

October 11, 2018: 1:00 pm to 3:00 pm

Introduction to International Real Estate

Instructor: Pat Tan

December 6, 2018: 1:00 pm to 4:00 pm

Code of Ethics

Instructor: Deb Diesing

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

Code of Ethics Training

This course will be offered on the following dates:

January 4, 2018
March 1, 2018
May 3, 2018
September 6, 2018
October 4, 2018
November 1, 2018
December 13, 2018

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-1-2017 – Dec- 31-2018.

GRI 2 & 3

Are you interested in obtaining your GRI designation? GACAR will be offering the following GRI classes in the upcoming 2018 year.

GRI 201

April 18 - April 19

GRI 202

April 25 - April 26

GRI 301

October 24 - October 25

GRI 302

October 17 - October 18

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.

2018 Events

General Membership Dinner Theatre

February 21, 2018 5:30 pm - 8:30 pm

General Membership Breakfast

March 28, 2018 8:30 am - 10:00 am

General Membership Awards Luncheon

May 23, 2018 11:30 am - 1:00 pm

Affiliate Tradeshow

June 14, 2018 5:30 pm - 8:30 pm

General Membership Bowling Fundraiser

July 25, 2018 5:30 pm - 8:30 pm

General Membership Annual Meeting

September 26, 2018 11:30 am - 1:00 pm

General Membership Horseshoe Social

October 26, 2018 5:30 pm - 8:30 pm

General Membership Breakfast

November 8, 2018 8:30 am - 10:00 am

Holiday Party / Installation

December 6, 2018 5:30 pm - 8:30 pm

Buy an Event Pass & Save!

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).

After 12/31/17 the price increases to \$75. The deadline to purchase is 1/31/2018. 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 change.

2018 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 12/31/17 the price increases to \$75. The deadline to participate in the 2018 EdPac Program is 1/31/2018. You can still attend without a EdPac season ticket for \$10.00 per credit hour or \$15.00 per credit hour for non-members.