



# 2010 EDUCATION SCHEDULE

GNAR welcomes all sales agents to enroll in classes. Classes are held at the GNAR Education Center, 4540 Trousdale Dr., Nashville, TN 37204 unless otherwise noted. For additions to the schedule or to register online visit <http://www.gnar.org/> (choose “Education” then “Course Registration”). GNAR members can choose the “Members Only” link on the GNAR home page, log in using your NRDS number, then go to the Education section and open the “Sign up New Class” section. Each class will require a separate registration. You may cancel a post-license class without charge with a faxed cancellation notice to 615-256-1353 at least three business days in advance. (Keep your confirmation that fax was sent.)

*NOTE: All classes are approved by the Tennessee Real Estate Commission. To earn credit hours (noted with each course) you must arrive on time!*

Snacks and lunch (at daylong classes) are our treat. Lots of free parking too!

## — July —

**July 23; 9 a.m. - 1 p.m.**  
**TREC CORE 09/10 (TREC 5906)**  
**Instructor: Bill Schlueter, GRI, ITI**  
**4 Hours CE**  
**GNAR Members \$40; All Others \$55**

TREC CORE 09/10 is a specific four-hour course required by the Tennessee Real Estate Commission of certain licensees in order to renew a license.

**July 26; 8:30 a.m. - 5 p.m.**  
**GNAR New Member Orientation (TREC 2467 and 2490)**  
**6 Hours CE • Lunch Provided**  
**For GNAR Applicants Only**

**July 27; 9 a.m. - 1 p.m.**

**First Time Home Ownership (TREC 2525)**

**Instructor: Debbie Reeves**

**4 Hours CE**

**All Students \$30**

Learn about the Tennessee Housing Development Agency's (THDA) First Time Homebuyer programs. THDA is a state agency created in 1973 to provide safe, sanitary, decent and affordable housing. Includes criteria for THDA home ownership programs, application process and documentation requirements.

## — August —

**August 5; 5:30 - 9:30 p.m.**

**TREC CORE 09/10 (TREC 5906)**

**Instructor: Paul Gaddes, ABR, e-PRO, ITI**

**4 Hours CE**

**GNAR Members \$40; All Others \$55**

TREC CORE 09/10 is a specific four-hour course required by the Tennessee Real Estate Commission of certain licensees in order to renew a license.

### **SPECIAL PRICING! REGISTER NOW AND SAVE \$25**

**August 17, 18, 24, 25; 8:30 a.m. - 5 p.m.**

**Office and Brokerage Mgt. Course (TREC 2040)**

**Instructors: Jack Dugger, CRS, GRI, ITI**

**Dave Floyd, GRI, ITI, Bill Schlueter, GRI, ITI**

**GNAR Members \$175; All Others \$185**

**• Lunch Provided**

Required course prior to taking the Broker's licensing exam. You must attend all 4 days.

### **NEW PRICING! REGISTER NOW AND SAVE \$30**

**August 19 - 20; 8:30 a.m. - 5 p.m.**

**CRS 202: Effective Buyer Sales Strategies for the Residential Specialist (TREC 3321)**

**Instructor: Gee Dunsten, CRS\***

**16 Hours CE • Lunch Provided**

**GNAR Members ~~\$275~~ NOW \$245; All Others ~~\$300~~ NOW \$270**

Audit \$150 (CRS designees only)

Top sales associates enjoy a competitive advantage because they understand what motivates and influences customers. Learn the strategies that make sales quick and efficient. Students will learn how to work with today's new buyer through counseling, salesmanship and negotiation. \*Instructor subject to change.

#### **Course Content:**

Understanding buyer motivation / Eliminating sales resistance / Creating trust and loyalty from buyers / Negotiating skills.

Go to [www.crs.com](http://www.crs.com) for CRS designation details.

Two units toward the Certified Residential Specialist designation.

**August 23; Noon - 4 p.m.**  
**TREC CORE 09/10 (TREC 5906)**  
**Instructor: Bill Schlueter, GRI, ITI**  
**4 Hours CE**

**GNAR Members \$40; All Others \$55**

TREC CORE 09/10 is a specific four-hour course required by the Tennessee Real Estate Commission of certain licensees in order to renew a license.

**August 26; 9 a.m. - 4 p.m.**  
**Accelerated Broker's Exam Review**  
**Instructor: Dave Floyd, GRI, ITI**  
**GNAR Members \$65; All Others \$75**  
**No CE • Lunch Provided**

An accelerated review session to prepare for the Broker's exam. Note, this course does NOT replace the Office and Brokerage Mgt. Course.

**August 30; 8:30 a.m. - 5 p.m.**  
**GNAR New Member Orientation (TREC 2467 and 2490)**  
**6 Hours CE • Lunch Provided**  
**For GNAR Applicants Only**

## **— September —**

**September 1, 2, 29, 30; 8:30 a.m. - 5 p.m.**  
**Investment in Excellence**  
**Facilitator: Don Klein**  
**GNAR Members \$400; All Others \$450**  
**No CE • Lunch Provided**

Investment in Excellence is The Pacific Institute's powerful flagship curricula, delivering the tools for growth and change in a variety of media formats. Investment in Excellence, featuring Lou Tice and facilitated by GNAR Chief Executive Officer Don Klein, provides concepts and tools to allow you to move from potential to performance. Contains information on how personal beliefs and attitudes affect an organization's culture. Course originator Lou Tice teaches via video to the "whole person," presenting how the curriculum concepts affect not only the individual, but the family, workplace, community, nation and the world.

**September 13; Noon - 4 p.m.**  
**TREC CORE 09/10 (TREC 5906)**  
**Instructor: Bill Schlueter, GRI, ITI**  
**4 Hours CE**

**GNAR Members \$40; All Others \$55**

TREC CORE 09/10 is a specific four-hour course required by the Tennessee Real Estate Commission of certain licensees in order to renew a license.

**September 14 - 15; 9 a.m. - 5:30 p.m.**

**2-Day Accredited Staging Professional Real Estate Designation (For Licensed Agents Only) (TREC 4478)**

**16 Hours CE • Lunch Provided**

**Call 1-800-392-7161 to Register**

**Course Fee \$295 (Subject to change)**

First impressions are a big deal in real estate. Learn how to set a home free of clutter, staleness and claustrophobia. Get your ASP Real Estate Agent designation and start selling homes faster and for more money through the power of Staging. You can earn your ASP designation by simply attending this 2-day course.

Includes: How to improve your listing presentation; overcoming client objections to Staging; Staging techniques detailed lecture, marketing ideas, slide shows of before and after photos of what can be accomplished in Staging; group discussion, questions, and business planning skills. Day two includes the experience of Staging a home on the market with other class participants. Agents will be able to market Staging to their clients and provide better suggestions of ways to improve the home for listing presentation.

Course details and ASP designation information available at [www.stagedhomes.com](http://www.stagedhomes.com)

**September 16; 9 a.m. - 5:30 p.m.**

**3-Day Accredited Staging Professional Home Stager Designation (Includes Sept. 14-15 ASP course.)**

**Course Fee \$1,795 (upgrade from 2-day for those interested in Staging as a business. Subject to change.)**

**Call 1-800-392-7161 to Register**

If you are interested in charging for your Staging services or building a Home Staging business, you are required to attend the full three-day course to become an ASP Home Stager. Attend the Sept. 14-15 Accredited Staging Professional course, then receive a full day's instruction on how to successfully start and operate your own Staging business (day three). Two-day tuition will be deducted for all upgrades.

Details and ASP Stager designation information available at [www.stagedhomes.com](http://www.stagedhomes.com)

**September 20 - 24; 8:30 a.m. - 5:30 p.m.**

**CI 103: User Decision Analysis for Commercial Investment Real Estate (TREC 2860)**

**Instructors: Richard Fulton, CCIM and Joe Larkin, CCIM**

**38 Hours CE • Lunch Provided**

**Candidate: \$1,140**

**Non-candidate: \$1,395**

Prerequisite: CI 101. Immerse yourself in the world of leases, the engine that drives the value of commercial investment real estate. Become an expert at leasing terminology and techniques, and gain the skills and knowledge that will help you understand user needs. Visit [www.ccim.com](http://www.ccim.com) for more information about the CCIM program.

**September 27; 8:30 a.m. - 5 p.m.**  
**GNAR New Member Orientation (TREC 2467 and 2490)**  
**6 Hours CE • Lunch Provided**  
**For GNAR Applicants Only**

**— October —**

**CANCELLED**  
**October 4; 10 a.m. - Noon**  
**21 Ways to Lose Your License (TREC 6001)**

**CANCELLED**  
**October 4; 1 - 3 p.m.**  
**Competition, Antitrust and the Real Estate Professional (TREC 4748)**

**CANCELLED**  
**October 5; 9 a.m. - 1 p.m.**  
**The Purchase and Sale Agreement (TREC 4747)**

**October 13; 9 a.m. - 1 p.m.**  
**TREC CORE 09/10 (TREC 5906)**  
**Instructor: Paul Gaddes, ABR, e-PRO, ITI**  
**4 Hours CE**  
**GNAR Members \$40; All Others \$55**  
TREC CORE 09/10 is a specific four-hour course required by the Tennessee Real Estate Commission of certain licensees in order to renew a license.

**October 18 - 19; 9 a.m. - 4 p.m.**  
**Green Designation Core Course (TREC 5944)**  
**Instructor: Curtis Hall, ABR, CRS, GREEN**  
**12 Hours CE • Lunch Provided**  
**GNAR Members \$275; All Others \$300**  
The National Association of Realtor's Green Designation Core Course provides real estate professionals with knowledge and awareness of green building principles applied in residences, commercial properties, developments, and communities. Includes marketing to green consumers, financial advantages of eco friendly properties, significance of LEED, Energy Star and other rating systems, regulatory issues, land planning and more.

To earn the Green Designation, successfully complete the Green Designation 2-day Core Course and one of three elective courses: Green Residential Real Estate, Green Commercial Real Estate, Green Property Management. Go to [www.GreenREsourceCouncil.org](http://www.GreenREsourceCouncil.org) for Green designation details.

Successful completion of this two-day course counts as credit toward earning NAR's Green designation; meets the elective requirement for REBAC's ABR designation and is approved for two CRS designation elective credits.

**October 20; 9 a.m. - 4 p.m.**

**Green Designation Residential Elective (TREC 5945)**

**Instructor: Curtis Hall, ABR, CRS, GREEN**

**6 Hours CE • Lunch Provided**

**GNAR Members \$125; All Others \$140**

The National Association of Realtors Green Designation Residential Elective Course provides real estate professionals with knowledge and awareness of green building principles applied in residences so that they can guide buyer-clients in purchasing and retrofitting green homes as well as help sellers by listing and marketing green properties. The course encourages the real estate professional to be an advocate for green principles in the design and use of homes and a positive force for creating sustainable communities.

Go to [www.GreenREsourceCouncil.org](http://www.GreenREsourceCouncil.org) for Green designation details.

**October 21; 9 a.m. - 4 p.m.**

**Innovative Marketing Techniques for Buyer's Reps (TREC 3489)**

**Instructor: Curtis Hall, ABR, CRS, GREEN**

**6 Hours CE • Lunch Provided**

**GNAR Members \$125; All Others \$140**

Approved ABR elective. One of the reasons for only modest success of licensees is their inability to focus on the consumer's needs and to market their services accordingly. With a clear vision of the consumer's needs, an awareness of marketing principles, and a solution oriented approach the practitioner can better serve his or her clients and enjoy a greater level of career success. For more information about the Accredited Buyer Representative (ABR) designation visit [www.REBAC.net](http://www.REBAC.net).

**October 25 - 26; 5 - 9 p.m. (Night)**

**GNAR New Member Orientation (TREC 2467 and 2490)**

**6 Hours CE • Snack Dinner Provided**

**For GNAR Applicants Only**

**October 27; 8:30 a.m. - 5 p.m.**

**Ninja Business Systems (Ninja Selling III) (TREC 6260)**

**Instructor: Zan Monroe, CRS**

**8 Hours CE • Lunch Provided**

**GNAR Members \$129; All Others \$150**

This course has been developed to supply the student with a self analysis of the business that is available to them, regardless of market conditions. It provides actual tools and formulas that are used to self analyze, in the classroom, the licensee's actual business in today's marketplace. After taking this course, the student will be able to easily keep in touch with their entire database, know what to do on a daily, weekly, and monthly base. From Monday morning activities to life goals, this class provides the benefits of a solid, well planned, real estate career by utilizing the principles of Ninja Selling. Approved CRS elective.

Go to [www.crs.com](http://www.crs.com) for CRS designation details.

One elective unit toward the Certified Residential Specialist designation.

**October 28 - 29; 8:30 a.m. - 5 p.m.**

**CRS 201: Effective Listing Strategies for the Residential Specialist (TREC 628)**

**Instructor: Zan Monroe, CRS**

**16 Hours CE • Lunch Provided**

**GNAR Members \$275; All Others \$300**

**Audit \$150 (CRS Designees Only)**

Listing Strategies provides students with the important skills necessary to conduct successful listing presentations, price a home to sell, close the transaction and market and promote effectively. Includes absorption rate pricing. The course takes students through an actual listing presentation that helps them understand the key steps in this process and create a system for success.

Go to [www.crs.com](http://www.crs.com) for CRS designation details.

Two units toward the Certified Residential Specialist designation.

## — November —

**November 9 - 10; 8:30 a.m. - 5 p.m.**

**(SRES) Seniors Real Estate Specialist**

**Designation Course (TREC 5389)**

**Instructor: Frank Mears, ABR, CRB, GRI, SRES, SRS**

**16 Hours CE • Lunch Provided**

**GNAR Members \$275; All Others \$300**

This course was developed by the SRES Council specifically for those real estate practitioners who are interested in focusing on 50+ real estate clients and consumers. The SRES Designation course seeks to instill knowledge and understanding of and empathy for 50+ real estate clients and customers as it provides the business building skills and resources needed for specialization in the 50+ real estate market.

Earn the SRES designation by: successful completion of the two-day SRES Designation course, including an 80% passing grade on the exam; maintain active membership in the National Association of Realtors; maintain active membership in the SRES Council. Counts as one elective toward the ABR and RSPS designations. Approved for two CRS designation elective units. Details at [www.sres.org](http://www.sres.org) or call 800-500-4564.

Note: First year membership in the SRES Council is included in the SRES Designation course fee. Every year thereafter will require payment of annual dues of \$99.

**November 11; 9 a.m. - Noon**

**Foreclosures, REO's and Short Sales (TREC 5752)**

**Instructor: Frank Mears, ABR, CRB, GRI, SRES, SRS**

**3 Hours CE**

**GNAR Members \$30; All Others \$45**

One of today's hottest topics. Helps students identify the foreclosure, and pre-foreclosure process, the circle of influence that surrounds Real Estate Owned (REO) properties and the best practices and steps involved in working with lenders on REO and short sale properties. **(Note: this course cannot be used for NAR's Short Sales and Foreclosure Resource certification.)**

**November 11; 1 - 4 p.m.**

**How to Master Listing Real Estate (TREC 4297)**

**Instructor: Frank Mears, ABR, CRB, GRI, SRES, SRS**

**3 Hours CE**

**GNAR Members \$30; All Others \$45**

As an integral part of real estate, a proper listing presentation is essential. Learn how to find listings, get the appointment, choose the location, put together a pre-listing presentation, make a presentation, explain the sales process and service the listing.

**November 15 - 19; 8:30 a.m. - 5:30 p.m.**

**CI 104: Investment Analysis for Commercial Investment Real Estate (TREC 2772)**

**Instructors: Gene Trowbridge, CCIM and**

**Martin Edwards, CCIM**

**43 Hours CE • Lunch Provided**

**Candidate: \$1,140**

**Non-candidate: \$1,395**

Prerequisite CI 101. Develop the skills and experience that will allow you to become a trusted resource for investors. This course provides you with the knowledge needed to make sound decisions regarding the acquisition, ownership, and disposition of commercial investment property. You'll learn to use hands-on tools that can be used to help minimize risk and maximize return for investors. Apply these concepts to every type of investment real estate, including multifamily, office, retail, and industrial. Visit [www.ccim.com](http://www.ccim.com) for more information about the CCIM program.

**November 22; 8:30 a.m. - 5 p.m.**

**GNAR New Member Orientation (TREC 2467 and 2490)**

**6 Hours CE • Lunch Provided**

**For GNAR Applicants Only**

See page 5 for details.

**November 23; 9 a.m. - 1 p.m.**

**TREC CORE 09/10 (TREC 5906)**

**Instructor: Paul Gaddes, ABR, e-PRO, ITI**

**4 Hours CE**

**GNAR Members \$40; All Others \$55**

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**November 30; Noon - 4 p.m.**

**First Time Home Ownership (TREC 2525)**

**Instructor: Debbie Reeves**

**4 Hours CE**

**All Students \$30**

Learn about the Tennessee Housing Development Agency's (THDA) First Time Homebuyer programs. THDA is a state agency created in 1973 to provide safe, sanitary, decent and affordable housing. Includes criteria for THDA home ownership programs, application process and documentation requirements.

— December —

**December 6; Noon - 4 p.m.**

**TREC CORE 09/10 (TREC 5906)**

**Instructor: Paul Gaddes, ABR, e-PRO, ITI**

**4 Hours CE**

**GNAR Members \$40; All Others \$55**

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**December 13; 9 a.m. - Noon**

**Instructor: Bruce Aydt, ABR, ABRM, CRB, SRS**

**2011 Officers and Directors Training (TREC 3698)**

Meets NAR Quadrennial Ethics course requirement.

**December 13; 1 - 4 p.m.**

**Instructor: Bruce Aydt, ABR, ABRM, CRB, SRS**

**Ethics Dilemmas and Practices (TREC 3686)**

**3 Hours CE**

No Charge. Pre-registration required.

Meets NAR Quadrennial Ethics course requirement.

**December 28; Noon - 4 p.m.**

**TREC CORE 09/10 (TREC 5906)**

**Instructor: Paul Gaddes, ABR, e-PRO, ITI**

**4 Hours CE**

**GNAR Members \$40; All Others \$55**

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**Visit the Education page at [www.gnar.org](http://www.gnar.org) for additions to the schedule and links to distance learning courses.**

**The GNAR Realtor Store sells the TREC CORE and several other courses approved by the Tennessee Real Estate Commission for continuing education credit in a 'paper and pencil' format.**