



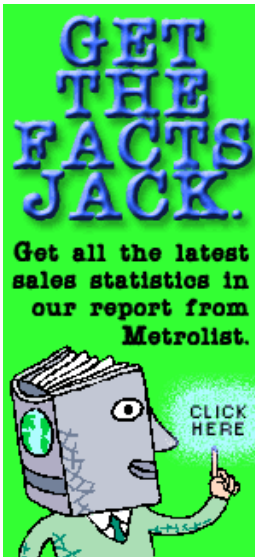
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Our helpful new Education Checklist

Having trouble remembering what class you took when? Here's an easy-to-use form to keep track of your education and the requirements for the Real Estate Commission and membership. **Download it now!** [Word doc](#) | [PDF](#)



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Date	Time	C.E.	Instructor	Course Description	REALTORS®/ non-members
CONTINUING EDUCATION COURSES					
11/3	1-3	2	Wolff	Title Insurance - The Consumer's Choice & the Broker's Educated Recommendation This Commission-approved C.E. course creates a new level of awareness among licensed real estate brokers in how to make an educated recommendation to their clients in selecting the right title company. Gain pertinent knowledge of title insurance coverages, the new DRE-approved settlement services disclosure, industry trends, rules & regulations, cost differences and additional consumer protection coverage essential to safeguarding your clients transaction.	\$15/\$25
11/10	8-Noon	4	Olson	What it Worth? How to Understand and Estimate the Value of a Home by Making Appraisal style Adjustments Have you ever wanted to know what an additional bathroom is worth or what backing to a busy street does to the value of a home? What's the value of a finished basement, or how do you determine what a walk-out basement is worth? Sellers may spend a ton of money upgrading their home, but what will buyers pay for all of these improvements? If you are interested in better understanding value and how to use appraisal valuation techniques, then this is the class for you. Get knowledge and tools to prepare an accurate and effective CMA. Gain the knowledge to make better business decisions by understanding values. <i>Pencil and basic calculator required</i>	\$40/\$55
ETHICS COURSES					
10/6	8-Noon	4	Stazel	New Member Ethics (New member requirement course. May also be taken by AAR members to fulfill Quadrennial Ethics requirements.) Introduction of NAR Code of Ethics requirements. This course must be taken within 120 days of application	\$35/\$50

				by new REALTOR® members and may be used to fulfill NAR membership requirements.	
11/5	8-Noon	4	Stazel	NAR Ethics Update This is the required course for REALTORS® to maintain membership. It must be completed once every four years.	\$35/\$50
2009 CREC 4-Hour Annual Update Course					
10/8 11/5 12/17	1-5 1-5 1-5	4 4 4	Fronheiser Frascona Frascona	2009 CREC 4-Hour Update Course Recent legislative changes mean that licensees must now complete 12 hours of mandatory 4-Hour Annual Commission Update coursework prior to applying to renew an active license, activate an inactive license or reinstate an expired license to active status.	\$40/\$55
Lunch and Learn					
10/7	11-1	0	Behr	Let's End the Year with an Exclamation Point, Not a Question Mark! Combining education, motivation, and interaction, sales trainer David Behr of Competitive Edge Seminars brings a high-energy workshop to help you start out-positioning and out-selling your competition. You will learn goal setting, time and event management, attitude, and the sales process.	Free
TOOLS OF THE TRADE					
10/14	1-3	2	Rusher	PrimeAccess® Search Learn to conduct specialized system searches. Express Search provides easy data entry and fast results. Power Search provides the most comprehensive criteria list. Understand PrimeAccess® Search Results – review, compare and easily select listings for your clients. Learn how to save, print and e-mail professional PDF reports	Free
11/4	10-Noon	2	Rusher	PrimAccess® CMA Learn to distinguish your presentations and services with a branded, client-tailored Comparative Market Analysis (CMA). Confidently evaluate and recommend pricing based on specific property features. Develop an in-depth analysis of home values with a suggested price range specific to the subject property, using appraisal-style adjustments. Create reports you can save, print and e-mail.	Free

More classes are being added throughout the year.
Check often for new course offerings!

Continuing Education Courses count towards the Masters Club Award for AAR Members.
Call 303-369-5549 for more information. Class schedule is current as published but is subject to change.

Please check with the Association to confirm your class selections. Registrations for all classes at AAR must be in writing. [Course Application Form](#) - Print and fax to 303-369-5524 to enroll! Please include your complete contact info and course titles in e-mail. Questions? Call 303-369-5549.

If two class fees are designated, these are for: REALTORS® / non-members.

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