

20  
18

# POWERHOUSE

## LISTING POWERHOUSE

### Completing The Foundation To Work Your Business:

**REALTOR SAFETY:**  
JAN. 3; APR. 27; SEPT. 17

**TN REALTOR FORMS:**  
JAN. 10; FEB. 1; MAR. 28

**FORMS 102:**  
JAN. 19; MAR. 5

**CODE OF ETHICS:**  
JAN. 29; FEB. 26; MAR. 7 & 29; APR. 11 & 30;  
MAY 18 & 30; JUN. 12 & 25; JULY 20 & 30;  
AUG. 14 & 29; SEPT. 6 & 26; OCT. 12 & 24;  
NOV. 7 & 26; DEC. 4, 13, 17 & 28

**STAGING HOMES:**  
FEB. 14-15; JUN. 6-7; NOV. 14-15

**E-PRO:**  
MAR. 15

**FAIR HOUSING:**  
MAR. 16

**PSA - PRICING STRATEGY ADVISOR:**  
MAR. 21; NOV. 9

**RESIDENTIAL REHAB:**  
APR. 13; SEPT. 20

**GRI 401 - DOING THE RIGHT THING:**  
APR. 16

**GRI 402 - STAYING IN BUSINESS AND OUT OF COURT:**  
APR. 17

**CONTRACTS 101:**  
MAY 4; SEPT. 19

**AVOIDING REAL ESTATE LAWSUITS:**  
JUN. 1

**SRS - SELLERS REPRESENTATIVE SPECIALIST:**  
AUG. 15 - 16

**CRS 120 - CONVERTING LEADS INTO CLOSINGS:**  
OCT. 4

**RESIDENTIAL REAL ESTATE CLOSINGS:**  
OCT. 10

**AT HOME WITH DIVERSITY:**  
OCT. 11

**GRI 404 - WORKING MORE EFFECTIVELY WITH SELLERS:**  
OCT. 17

**GRI 405 - MASTERING FORMS AND CONTRACTS:**  
OCT. 18

**GRI 406 - TIPS, TOOLS AND TECHNOLOGY:**  
OCT. 19

**NEW HOME CONSTRUCTION:**  
NOV. 5

## PROFESSIONAL POWERHOUSE

### Excelling In Your Business:

**REALTOR SAFETY:**  
JAN. 3; APR. 27; SEPT. 17

**TN REALTOR FORMS:**  
JAN. 10; FEB. 1; MAR. 28

**SEVEN SECRETS:**  
JAN. 11; FEB. 8; MAR. 8; APR. 12; MAY 10;  
JUN. 14; AUG. 9; SEPT. 13; NOV. 8

**LCI - INSTRUCTOR TRAINING WORKSHOP:**  
JAN. 17-18

**FORMS 102:** JAN. 19; MAR. 5

**TREC CORE:**  
JAN. 24; FEB. 21; MAR. 22; APR. 25; MAY 16;  
JUN. 4; JUL. 16; AUG. 17; SEPT. 14; OCT. 15;  
NOV. 20; DEC. 14

**CODE OF ETHICS:** JAN. 29; FEB. 26; MAR. 7 & 29;  
APR. 11 & 30; MAY 18 & 30; JUN. 12 & 25;  
JULY 20 & 30; AUG. 14 & 29; SEPT. 6 & 26; OCT. 12 & 24;  
NOV. 7 & 26; DEC. 4, 13, 17 & 28

**BASIC PROPERTY MANAGEMENT:**  
FEB. 7; JUN. 13

**STAGING HOMES:**  
FEB. 14-15; JUN. 6-7; NOV. 14-15

**THDA-GREAT CHOICE PROGRAMS:**  
FEB. 28; AUG. 8; DEC. 6

**E-PRO:** MAR. 15

**PSA - PRICING STRATEGY ADVISOR:**  
MAR. 21; NOV. 9

**RESIDENTIAL REHAB:**  
APR. 13; SEPT. 20

**GRI 401 - DOING THE RIGHT THING:**  
APR. 16

**GRI 402 - STAYING IN BUSINESS AND OUT OF COURT:**  
APR. 17

**GRI 403 - WORKING MORE EFFECTIVELY WITH BUYERS:**  
APR. 18

**1031 EXCHANGE:** APR. 19

**CRS 127 - BUILDING, VALUING AND SELLING YOUR BUSINESS:** MAY 1

**CRS 210 - BUILDING AND EXCEPTIONAL CUSTOMER SERVICE:** MAY 2-3

**CONTRACTS 101:** MAY 4; SEPT. 19

**AVOIDING REAL ESTATE LAWSUITS:** JUN. 1

**ABR - ACCREDITED BUYER REPRESENTATIVE:**  
JUN. 21-22

**SRS - SELLERS REPRESENTATIVE SPECIALIST:**  
AUG. 15 - 16

**REAL ESTATE INVESTING: BUILDING WEALTH:**  
OCT. 1

**CRS 120 - CONVERTING LEADS INTO CLOSINGS:**  
OCT. 4

**RESIDENTIAL REAL ESTATE CLOSINGS:** OCT. 10

**AT HOME WITH DIVERSITY:** OCT. 11

**GRI 404 - WORKING MORE EFFECTIVELY WITH SELLERS:** OCT. 17

**GRI 405 - MASTERING FORMS AND CONTRACTS:** OCT. 18

**GRI 406 - TIPS, TOOLS AND TECHNOLOGY:**  
OCT. 19

**CCIM CI 101 - FINANCIAL ANALYSIS FOR COMMERCIAL REAL ESTATE:** OCT. 29 - NOV. 1

**NEW HOME CONSTRUCTION:** NOV. 5

## BUYER POWERHOUSE

### Mastering The Buyer's Agent That You Are:

**TN REALTOR FORMS:** JAN. 10; FEB. 1; MAR. 28

**FORMS 102:** JAN. 19; MAR. 5

**CODE OF ETHICS:** JAN. 29; FEB. 26; MAR. 7 & 29;  
APR. 11 & 30; MAY 18 & 30; JUN. 12 & 25;  
JULY 20 & 30; AUG. 14 & 29; SEPT. 6 & 26; OCT. 12 & 24;  
NOV. 7 & 26; DEC. 4, 13, 17 & 28

**THDA-GREAT CHOICE PROGRAMS:**  
FEB. 28; AUG. 8; DEC. 6

**FAIR HOUSING:** MAR. 16

**PSA - PRICING STRATEGY ADVISOR:**  
MAR. 21; NOV. 9

**RESIDENTIAL REHAB:** APR. 13; SEPT. 20

**GRI 401 - DOING THE RIGHT THING:** APR. 16

**GRI 402 - STAYING IN BUSINESS AND OUT OF COURT:** APR. 17

**GRI 403 - WORKING MORE EFFECTIVELY WITH BUYERS:** APR. 18

**AVOIDING REAL ESTATE LAWSUITS:** JUN. 1

**ABR - ACCREDITED BUYER REPRESENTATIVE:**  
JUN. 21-22

**REAL ESTATE INVESTING: BUILDING WEALTH:**  
OCT. 1

**GRI 405 - MASTERING FORMS AND CONTRACTS:** OCT. 18

**GRI 406 - TIPS, TOOLS AND TECHNOLOGY:**  
OCT. 19

**AT HOME WITH DIVERSITY:** OCT. 11

**NEW HOME CONSTRUCTION:** NOV. 5

## COMMERCIAL POWERHOUSE

### Expanding Your Horizons:

**COMMERCIAL TREC CORE:**  
FEB. 9

**FUNDAMENTALS OF COMMERCIAL REAL ESTATE CLOSINGS:**  
MAR. 1

**1031 EXCHANGE:** APRIL 19

**FOUNDATIONS FOR SUCCESS:**  
AUG. 20 - 21

**CCIM CI 101 - FINANCIAL ANALYSIS FOR COMMERCIAL REAL ESTATE:**  
OCT. 29 - NOV. 1

## INVESTING POWERHOUSE

### Expanding Your Wealth

**BASIC PROPERTY MANAGEMENT:**  
FEB. 7; JUN. 13

**PSA - PRICING STRATEGY ADVISOR:**  
MAR. 21; NOV. 9

**1031 EXCHANGE:** APR. 19

**REAL ESTATE INVESTING: BUILDING WEALTH:**  
OCT. 1

## YPN FastTrack

**REALTOR SAFETY:** JAN. 3; APR. 27; SEPT. 17

**TN REALTOR FORMS:** JAN. 10; FEB. 1; MAR. 28

**FORMS 102:** JAN. 19; MAR. 5

**TREC CORE:** JAN. 24; FEB. 21; MAR. 22;  
APR. 25; MAY 16; JUN. 4; JUL. 16; AUG. 17;  
SEPT. 14; OCT. 15; NOV. 20; DEC. 14

**BASIC PROPERTY MANAGEMENT:**  
FEB. 7; JUN. 13

**THDA-GREAT CHOICE PROGRAMS:**  
FEB. 28; AUG. 8; DEC. 6

**E-PRO:** MAR. 15

**FAIR HOUSING:** MAR. 16

**PSA - PRICING STRATEGY ADVISOR:**  
MAR. 21; NOV. 9

**RESIDENTIAL REHAB:** APR. 13; SEPT. 20

**GRI 401 - DOING THE RIGHT THING:** APR. 16

**GRI 402 - STAYING IN BUSINESS AND OUT OF COURT:** APR. 17

**GRI 403 - WORKING MORE EFFECTIVELY WITH BUYERS:** APR. 18

**CRS 127 - BUILDING, VALUING AND SELLING YOUR BUSINESS:** MAY 1

**CRS 210 - BUILDING AND EXCEPTIONAL CUSTOMER SERVICE:** MAY 2-3

**CONTRACTS 101:** MAY 4; SEPT. 19

**AVOIDING REAL ESTATE LAWSUITS:** JUN. 1

**ABR - ACCREDITED BUYER REPRESENTATIVE:**  
JUN. 21-22

**SRS - SELLERS REPRESENTATIVE SPECIALIST:**  
AUG. 15 - 16

**FOUNDATIONS FOR SUCCESS:** AUG. 20 - 21

**REAL ESTATE INVESTING: BUILDING WEALTH:**  
OCT. 1

**CRS 120 - CONVERTING LEADS INTO CLOSINGS:**  
OCT. 4

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**GRI 406 - TIPS, TOOLS AND TECHNOLOGY:**  
OCT. 19

**CCIM CI 101 - FINANCIAL ANALYSIS FOR COMMERCIAL REAL ESTATE:**  
OCT. 29 - NOV. 1

**NEW HOME CONSTRUCTION:**  
NOV. 5

