



GREATER
NASHVILLE
REALTORS®
SINCE 1891

2018 EDUCATION SCHEDULE

— January —

CODE OF ETHICS REQUIRED BY THE NATIONAL ASSOCIATION OF REALTORS

NEW changes for the *Code of Ethics* mandate!! The National Association of Realtors requires all members of Realtor Associations to complete an approved *Code of Ethics* course between Jan. 1, 2017 and Dec. 31, 2018. NAR's mandate is now a once every two-year requirement for all Realtors whether or not you are a Broker or an Affiliate Broker. You **MUST** take this course even if you are "grandfathered" and the state does not require that you take continuing education. **NOTE:** The *Realtor Code of Ethics* course is NOT the same course as the Tennessee Real Estate Commission's *TREC CORE* course, which is required for real estate license renewal by many agents.

January 17-18; 8:30 a.m. - 4:30 p.m.
Instructor Training Workshop (TREC 4710)
Instructor: Steve Champion, GRI
16 Hours CE • Lunch Provided

Fee: \$235

If you teach or are considering the position of teaching, don't miss this opportunity!

This course meets the Tennessee Real Estate Commissions' requirement for all instructors to attend an Instructor Workshop. This workshop is recommended for doing in-house training for their company, teaching continuing education classes for their local association, or teaching pre-licensing classes.

This program address:

- How to speak and present more effectively.
- How to facilitate classroom activities and exercises more professionally.
- When and how to interject stories, case studies, etc., for greater impact.
- How to use and NOT abuse PowerPoint and other visual aids.
- What to do, and NOT do to increase learning.
- How to make the learning process more fun and enjoyable.

Enrollment will be limited to ensure a good learning experience.

Although development of PowerPoint slides is now covered in a separate workshop, you will learn several tips to make your use of PowerPoints more memorable. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

January 19; 9 a.m. - 5 p.m.

TN Realtors Forms 102 (TREC 6690)

Instructor: Susan Barnette, ABR, CRS, GRI, ePro, HAFA, BPOR, ITI

7 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$60; All Others \$75

Forms, forms, and more forms. Get an in-depth review of the Tennessee Realtors Purchase and Sale Agreement along with an overview of the peripheral forms recommended for use throughout the document and transaction.

Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

January 22; 9 a.m. - Noon

Greater Nashville Realtors New Member Orientation

For Greater Nashville Realtors Applicants Only

January 24; 9 a.m. - 3:30 p.m.

TREC CORE 17/18 (TREC 8136)

Instructor: Bobbie Noreen, ABRM, CRS, GRI, LTG, PMN

6 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$60; All Others \$75

Addresses legal issues and regulations of the Tennessee Real Estate Commission. Mandatory for licensees who are required to complete continuing education to renew their license. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

January 29; 9 a.m. - Noon

Code of Ethics (TREC 2490)

Instructor: Bill Schlueter, GRI, ITI

3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

Meets the National Association of Realtors mandatory ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics

between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

— February —

February 1; 10 a.m. - Noon

2018 TN Realtors Purchase and Sale Contract (8582)

Instructor: Todd Sholar, JD

2 Hours CE

Greater Nashville Realtors Members \$25; All Others \$30

Start the year off strong by reviewing the ins and outs of the 2018 Tennessee Realtors Purchase and Sale Contract along with its ancillary forms. Learn how you can prevent liability for yourself and the public alike. Licensees who understand the TR contract are less likely to make crucial mistakes in a transaction. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

February 7; 9 a.m. - 3:30 p.m.

Property Management: Basic Policies and Procedures (TREC 6995)

Instructor: Scott Abernathy, GRI, RMP

6 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$60; All Others \$75

Provides agents with the skill sets required to manage scattered site real property. Includes TREC requirements, Tennessee Landlord Act, Fair Housing, accounting, security deposit escrow accounts, maintenance, building codes, management contracts, leases, risk management and more. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

February 8; 9 - 10 a.m.



Seven Secrets to What's Taking Flight at BNA 

Join us as Tom Jurkovich, Nashville Metropolitan Airport Authority's Vice President of Strategic Communications and External Affairs, will provide an update on the airport. He'll cover the basics of how the airport is structured and how it operates, as well as talk extensively about the "BNA Vision" - the Authority's dynamic billion-dollar-plus expansion and renovation plan for the Nashville International Airport. RSVP requested. No fee. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

February 9; 9 a.m. - 3:30 p.m.
Commercial TREC CORE 17/18 (TREC 8194)
Instructor: Waddell Wright, CCIM, SIOR
6 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$60; All Others \$75

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February 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

Licensed Real Estate Agents \$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 2 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 showing.

ASP designation information, fees and registration at stagedhomes.com or call 800-392-7161.

February 16; 9 a.m. - 5:30 p.m.



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

Course Fee \$1,795 Subject to change.

(Upgrade from 2-day course for those interested in Staging as a business)

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.

Details and ASP Stager designation information available at stagedhomes.com

February 19; 9 a.m. - Noon

Greater Nashville Realtors New Member Orientation
For Greater Nashville Realtors Applicants Only

February 21; 9 a.m. - 3:30 p.m.
TREC CORE 17/18 (TREC 8136)
Instructor: Bill Schlueter, GRI, ITI
6 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$60; All Others \$75

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February 26; 9 a.m. - Noon
Code of Ethics (TREC 2490)
Instructor: Brian Copeland, CIPS, CRS, e-PRO, GRI
3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

Meets the National Association of Realtors mandatory ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

February 28; Noon - 4 p.m.
Great Choice Mortgage Programs (TREC 7571)
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.

Find out how THDA can help veterans get a reduced mortgage interest rate, provide a free six-month interest rate lock while a home is being constructed, help a buyer get funds to pay for closings costs if the seller does not pay, and help a buyer get money to be used as a down payment on an FHA loan. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

— March —

March 1; 9 a.m. - 1 p.m.

Fundamentals of Commercial Real Estate Closings (TREC 8555)

Instructor: John Rochford, JD

4 Hours CE

Greater Nashville Realtors Members \$40; All Others \$55

For the commercial real estate agent who wants a review of the fundamentals of commercial real estate closings in Tennessee and the residential agent who has an interest in working in commercial real estate. Taught by John Rochford, a graduate of the Vanderbilt University College of Law and a licensed real estate broker who has handled numerous real estate closings. John has taught seminars to train attorneys and closing agents. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

March 5; 9 a.m. - 5 p.m.

TN Realtors Forms 102 (TREC 6690)

Instructor: Susan Barnette, ABR, CRS, GRI, ePro, HAFA, BPOR, ITI

7 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$60; All Others \$75

Forms, forms, and more forms. Get an in- depth review of the Tennessee Realtors Purchase and Sale Agreement along with an overview of the peripheral forms recommended for use throughout the document and transaction. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

March 7; 9 a.m. - Noon

Code of Ethics (TREC 2490)

Instructor: Bill Schlueter, GRI, ITI

3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

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March 8; 9 - 10 a.m.



Seven Secrets Series TBD

A series of one-hour presentations of value to Realtors. Visit the education page at www.greaternashvillerealtors.org for topic details as they develop. RSVP requested. No fee. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

March 10 (Saturday): AWARDS OF EXCELLENCE

Location: Omni Hotel

March 15; 8:30 a.m. - 5 p.m.



NAR's e-PRO Certification Course - Day One (TREC 6585)

**Instructor: Robert Morris, e-PRO, ABR, CRB, CRS, GRI, ITI, LTG, PMN
8 Hours CE • Lunch Provided**

Greater Nashville Realtors Members \$100 All Others \$125

NAR's e-PRO Certification Program teaches you to use cutting-edge technologies and digital initiatives to link up with today's savvy real estate consumer. Course topics for Day 1 include the changing market, creating an online presence and reputation management. Earn 8 hours of CE credit by completing Day 1 in the classroom.

Note: Day 2 is only offered online through NAR's Realtor University. A separate fee is charged for Day 2 which provides hands-on discovery of business tech tools, such as an e-strategy, micro-blogging and NAR resources. Day 2 online program is not approved for Tennessee continuing education credits. However, students will be awarded the e-PRO certification upon completion of both days.

Complete e-PRO designation details are at eproNAR.com. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to

[Donna Wood](#) or [Miriam Reed](#)

March 16; 9 a.m. - 1 p.m.

Putting the Fair Back in Fair Housing; (TREC 3994)

Instructor: Robert Morris, e-PRO, ABR, CRB, CRS, GRI, ITI, LTG, PMN

4 Hours CE

Greater Nashville Realtors Members \$40; All Others \$55

Upon completion of the course the student will be able to identify the essential elements of fair housing practices. The participant will be able demonstrate skills promoting professionalism and reducing risk from legal liabilities associated with them. The student will also construct and develop methods for educating the customer/ client about Equal Opportunity in Housing and the law. The student will be able to identify the Realtor Code of Ethics applicable to fair housing. The student will examine and critique real life fair housing case studies/ scenarios discussed in a video during the course. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

March 21; 8:30 a.m. - 4:30 p.m.



PSA: Pricing Strategy Advisor Certification (TREC 7906)

Instructor: Susan Barnette, ABR, CRS, GRI, ePro, HAFA, BPOR, ITI

7 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$100; All Others \$125

The new Pricing Strategies: Mastering the CMA course covers the nuts and bolts of a comparative market analysis (CMA), including its purpose, key principles of valuation that impact these analyses, and important valuation terminology.

Participants will understand the purpose of appraisals, how they differ from CMAs and the scope of the appraiser's role. After completing the course, real estate professionals will be able to effectively address client concerns about pricing, choose appropriate comparables, prepare and present a superior CMA and generate ideas for working constructively with appraisers.

The Pricing Strategy Advisor (PSA) course counts as one Real Estate Buyer's Agent Council (REBAC) elective course and can be used as an elective for the Accredited Buyer's Rep (ABR) designation.

Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

March 22; 9 a.m. - 3:30 p.m.

TREC CORE 17/18 (TREC 8136)

Instructor: Kristy Hairston, AHWD. CDPE, CRS, e-PRO, GRI, SFR

6 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$60; All Others \$75

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March 26; 5 – 9 p.m. (Night)

**Greater Nashville Realtors New Member Orientation
For Greater Nashville Realtors Applicants Only**

March 28; 10 a.m. - Noon

2018 TN Realtors Purchase and Sale Contract (8582)

Instructor: Todd Sholar, JD

2 Hours CE

Greater Nashville Realtors Members \$25; All Others \$30

Start the year off strong by reviewing the ins and outs of the 2018 Tennessee Realtors Purchase and Sale Contract along with its ancillary forms. Learn how you can prevent liability for yourself and the public alike. Licensees who understand the TR contract are less likely to make crucial mistakes in a transaction. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by

calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

March 29; 9 a.m. - Noon

Code of Ethics (TREC 2490)

Instructor: Robert Morris, e-PRO, ABR, CRB, CRS, GRI, ITI, LTG, PMN

3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

Meets the National Association of Realtors mandatory ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

— April —

April 10; 11:30 a.m. - 1:00 p.m.

MEMBERSHIP LUNCHEON at the Downtown Music City Center

April 11; 9 a.m. - Noon

Code of Ethics (TREC 2490)

Instructor: Bill Schlueter, GRI, ITI

3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

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April 12; 9 - 10 a.m.



Seven Secrets Series TBD

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April 13; 8:30 a.m. - 5 p.m.

Residential Rehab (TREC 7115)

Instructor: Tim Raybon, ABR, CRS

8 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$60; All Others \$75

Learn the basics of becoming a savvy real estate investor. You'll review financial aspects of rehabbing homes, how to get started, Fair Housing, places to find money for your rehab investment, presenting the potential investment to a financial institution, what you need from the lender, contracts, the 'who, where and when' to buy rehabbing homes, what about partners, due diligence,

environmental hazards, building with Green products, financial aspects of selling a rehabbed home, buying and holding rehabbed homes (rentals). Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

GRI Express Bundle: 401, 402 and 403

\$275 REALTOR® Members and Non-Members

For Bundle Registration select the GRI Bundle option through member log-in at greaternashvillerealtors.org or by calling 615-254-7516 or email [Donna Wood](#) or [Miriam Reed](#).

Visit www.tnrealtors.com for complete detailed information on the Graduate REALTOR Institute (GRI) designation.

April 16; 9 a.m. - 4 p.m.



GRI 401: Doing the Right Thing: Ethics and Professionalism (TREC 8262)

Instructor: Steve Champion, GRI

6 Hours CE • Lunch Provided

Single Registration: Members \$110; Non-Members: \$125

Express Bundle: \$275 for both Members and Non-Members

Complete Graduate, Realtor Institute (GRI) designation information from the Tennessee Realtors at tnrealtors.com on the Education page.

Greater Nashville Realtors is the host site for this one-day course covering the Code of Ethics and the broader issue of professionalism in practice, addressing the most troubling ethical challenges and concerns that arise in everyday practice, the effective resolution of conflicts when procuring cause, mediation and arbitration. This course also meets the National Association of Realtors Code of Ethics requirement of 2.5 hours of Ethics every 2 years.

Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

April 17; 9 a.m. - 4 p.m.



GRI 402: Staying in Business and Out of Court (TREC 8261)

Instructor: Steve Champion, GRI

6 Hours CE • Lunch Provided

Single Registration: Members \$110; Non-Members: \$125

Express Bundle: \$275 for both Members and Non-Members

Greater Nashville Realtors is the host site for this one-day Graduate, Realtor Institute course that covers common legal pitfalls of all types that are encountered in real estate practice, the most frequent causes of lawsuits, the often-misunderstood aspects of agency law, compensation issues in light of federal and state laws and several Real Estate Commission rules and regulations. Includes legal and risk reduction topics.

Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

April 18; 9 a.m. - 4 p.m.



GRI 403: Working More Effectively with Buyers (TREC 8264)

Instructor: Bobby Wood, CDPE, GRI

6 Hours CE • Lunch Provided

Single Registration: Members \$110; Non-Members: \$125

Express Bundle: \$275 for both Members and Non-Members

Greater Nashville Realtors is the host site for this one-day Graduate, Realtor Institute course covering the full range of activities involved in serving buyers more productively and effectively, such as: working with new buyers, counseling them effectively, handling and negotiating offers to purchase, helping buyers secure financing, and guiding them through the home inspection, repairs, and settlement procedures.

Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

April 19; 9 a.m. - 1 p.m.

1031 Exchange

Instructor: John Mangham, CPA, MPM

4 Hours CE

Greater Nashville Realtor Members \$50; ALL Others \$65

Learn how to create wealth for yourself and your clients. John Mangham will review the basics of tax code section 1031, touch on a few advanced techniques including the reverse exchange procedure, and offer tips on marketing yourself as an exchange agent. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

April 23; 9 a.m. - Noon

Greater Nashville Realtors New Member Orientation

For Greater Nashville Realtors Applicants Only

April 25; 9 a.m. - 3:30 p.m.

TREC CORE 17/18 (TREC 8136)

Instructor: Bobbie Noreen, ABRM, CRS, GRI, LTG, PMN

6 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$60; All Others \$75

Addresses legal issues and regulations of the Tennessee Real Estate Commission. Mandatory for licensees who are required to complete continuing education to renew their license. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

April 27; 9 a.m. - Noon

Real Estate Safety Matters: Realtor Safety Course (TREC 7864)

Instructor: Chris Garrett, SRS

3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$45

This course is an essential primer on how real estate professionals can limit risk to preserve safety and facilitate positive business outcomes. Includes:

- Risk considerations in the brokerage of real estate
- Safety systems and tools
- Safety protocol for showing properties and listing appointments
- Understanding physical and instinctual response to threats or attacks
- Conceal and carry considerations
- Data security for your business and your clients
- Protecting personal and electronic information

Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

April 30; 9 a.m. - Noon

Code of Ethics (TREC 2490)

Instructor: Robert Morris, e-PRO, ABR, CRB, CRS, GRI, ITI, LTG, PMN

3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

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— May —

May 1; 8:30 a.m. - 5 p.m.



CRS 127: Succession Planning: Building, Valuing, and Selling Your Business (TREC 8312)

Instructor: Chandra Hall, ABR, CRS, GREEN, GRI, SRS

8 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$100; All Others \$125

Creating strong business and succession/retirement plans requires a careful analysis of the market, valuation of your business, the ability to select appropriate selling strategies, and building a long-term referral stream. This course is designed around these key concepts using a process-oriented sequence to move learners through each stage of plan development.

After completing this course, you will be able to:

- Describe the key factors of the current realty market
- Articulate self-needs for a comfortable retirement
- Evaluate the gap between current position and future financial needs

- Describe methods for maximizing value in their database
- Evaluate methods for leveraging their database to achieve financial need.
- Create a succession plan for replacing your position as rainmaker
- Create a plan for building a business team
- Develop a business plan that accounts for each phase of your business process

For complete Certified Residential Specialist designation information go to www.crs.com

Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

May 2-3; 8:30 a.m. - 4:30 p.m.



CRS 210: Building an Exceptional Customer Service Referral Business (TREC 6865)

**Instructor: Chandra Hall, ABR, CRS, GREEN, GRI, SRS
14 Hours CE • Lunch Provided**

Greater Nashville Realtors Members \$275; All Others \$300

Building an Exceptional Customer Service Referral Business is a highly interactive course designed to deliver all the essentials for refocusing the student's business plan to a customer service centered, repeat and referral business. The information provided will help identify the expectations of the "new consumer", the "new behaviors" necessary to meet those expectations and specific systems to make the agent's business more productive, more profitable and more enjoyable.

Course Content:

- Learn to save time AND money working with past clients
- Meeting the expectations of the "new consumer"
- Dialogues and strategies for building a referral database
- Delivery systems to generate a successful referral business

For complete Certified Residential Specialist designation information go to www.crs.com

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May 4; 9 a.m. - 1 p.m.

Contracts 101 (TREC 6711)

**Instructor: Bobbie Noreen, ABRM, CRS, GRI, LTG, PMN
4 Hours CE**

Greater Nashville Realtors Members \$40; All Others; \$55

This updated contracts course will cover the changes that have been made and help resolve common problems on the misconceptions and misunderstandings to the Tennessee Realtors Purchase and Sale Agreement in general. Students will learn how to properly fill out and use the TR Forms and how to explain its various provisions to a buyer and seller. Members may register

through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

May 7

ANNUAL GREATER NASHVILLE REALTORS GOLF TOURNAMENT Held at the Hermitage Golf Course

May 10; 9 - 10 a.m.



The Seven Secrets Series - TBD

A series of one-hour presentations of value to Realtors. Visit the education page at www.greaternashvillerealtors.org for topic details and continuing education approvals. RSVP requested. No fee. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

May 16; 9 a.m. - 3:30 p.m.

TREC CORE 17/18 (TREC 8136)

Instructor: Bill Schlueter, GRI, ITI

6 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$60; All Others \$75

Addresses legal issues and regulations of the Tennessee Real Estate Commission. Mandatory for licensees who are required to complete continuing education to renew their license. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

May 18; 9 a.m. - Noon

Code of Ethics (TREC 2490)

Instructor: Bill Schlueter, GRI, ITI

3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

May 21; 9 a.m. - Noon

Greater Nashville Realtors New Member Orientation For Greater Nashville Realtors Applicants Only

May 30; 9 a.m. - Noon

Code of Ethics (TREC 2490)

Instructor: Robert Morris, e-PRO, ABR, CRB, CRS, GRI, ITI, LTG, PMN

3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

— June —

June 1; 9 a.m. - 1 p.m.

Avoiding Real Estate Lawsuits (TREC 8554)

Instructor: John Rochford, JD

4 Hours CE

Greater Nashville Realtors Members \$40; All Others \$55

Taught by John Rochford, a graduate of the Vanderbilt University College of Law and a license real estate broker who has handled numerous real estate closings. John has taught seminars to train attorneys and closing agents. This course will provide an overview of various legal issues that arise concerning real estate including: title insurance issues, partition suites, suits to quiet title, valuation litigation, land use litigation, and suits to enforce restrictive covenants. The class will further give an overview of the litigation process and what to expect when dealing with a lawsuit. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

June 4; 9 a.m. - 3:30 p.m.

TREC CORE 17/18 (TREC 8136)

Instructor: Brian Copeland, CIPS, CRS, GRI, e-PRO

6 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$60; All Others \$75

Addresses legal issues and regulations of the Tennessee Real Estate Commission. Mandatory for licensees who are required to complete continuing education to renew their license. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

June 6-7; 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

Course Fee \$295 (Subject to change)

Call 1-800-392-7161 to Register or for details visit stagedhomes.com

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.

Course details, fees and ASP designation information available at stagedhomes.com.

June 8; 9 a.m. - 5:30 p.m.



**3-Day Accredited Staging Professional Home Stager Designation
Includes June 6-7 ASP course. Course Fee \$1,795 (subject to change)
(Upgrade from 2-day for those interested in Staging as a business.)**

Call 1-800-392-7161 to Register or for details visit stagedhomes.com

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 June 6-7 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 stagedhomes.com.

June 12; 9 a.m. - Noon

Code of Ethics (TREC 2490)

Instructor: Bill Schlueter, GRI, ITI

3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

June 13; 9 a.m. - 3:30 p.m.

Property Management: Basic Policies and Procedures (TREC 6995)

Instructor: Scott Abernathy, GRI, RMP

6 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$60; All Others \$75

Provides agents with the skill sets required to manage scattered site real property. Includes TREC requirements, Tennessee Landlord Act, Fair Housing, accounting, security deposit, escrow accounts, maintenance, building codes, management contracts, leases, risk management and more. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

June 14; 9 - 10 a.m.



The Seven Secrets Series - TBD

A series of one-hour presentations of value to Realtors. Visit the education page at www.greaternashvillerealtors.org for topic details and continuing education approvals. RSVP requested. No fee. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

June 18; 9 a.m. - Noon

**Greater Nashville Realtors New Member Orientation
For Greater Nashville Realtors Applicants Only**

June 21-22; 8:30 a.m. - 5 p.m.



**Accredited Buyer Representative "ABR" Designation Course
(TREC 7177)**

**Instructor: Robert Morris, ABR, ABRM, CRB, CRS, e-PRO, GRI, LTG, PMN, ITI
16 Hours CE • Lunch Provided
Greater Nashville Realtors \$270; All Others \$300
Audit \$150 (ABR Designees Only)**

Complete ABR designation information at REBAC.net.

The Benchmark of Excellence in Buyer Representation. Covers agency, service delivery, marketing and promotion, negotiation and risk management. Core Accredited Buyer Representative designation course. The ABR designation is conferred by the Real Estate Buyer's Agent Council of the National Association of Realtors.

NOTE: The ABR designation can be used for 16 credits toward the Certified Residential Specialist designation.

Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

June 25; 9 a.m. - Noon

Code of Ethics (TREC 2490)

Instructor: Bill Schlueter, GRI, ITI

3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

— July —

July 16; 9 a.m. - 3:30 p.m.

TREC CORE 17/18 (TREC 8136)

Instructor: Bobbie Noreen, ABRM, CRS, GRI, LTG, PMN

6 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$60; All Others \$75

Addresses legal issues and regulations of the Tennessee Real Estate Commission. Mandatory for licensees who are required to complete continuing education to renew their license. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

July 20; 9 a.m. - Noon

Code of Ethics (TREC 2490)

Instructor: Robert Morris, e-PRO, ABR, CRB, CRS, GRI, ITI, LTG, PMN

3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

July 23; 9 a.m. - Noon

**Greater Nashville Realtors New Member Orientation
For Greater Nashville Realtors Applicants Only**

July 30; 9 a.m. - Noon

Code of Ethics (TREC 2490)

Instructor: Bill Schlueter, GRI, ITI

3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

Meets the National Association of Realtors mandatory quadrennial ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

— August —

August 8; Noon - 4 p.m.

THDA Great Choice Mortgage Programs (TREC 7571)

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. Find out how THDA can help veterans get a reduced mortgage interest rate, provide a free 6-month interest rate lock while a home is being constructed, help a buyer get funds to pay for closing costs if the seller doesn't pay, and help a buyer get money to be used as a down payment on an FHA loan. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

August 9; 9 -10 a.m.



The Seven Secrets Series - TBD

A series of one-hour presentations of value to Realtors.

Visit the education page at www.greaternashvillerealtors.org for topic details and continuing education approvals. RSVP requested. No fee. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

August 14; 9 a.m. - Noon

Code of Ethics (TREC 2490)

Instructor: Bill Schlueter, GRI, ITI

3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

August 15-16; 8:30 a.m. - 5 p.m.

Seller Representative Specialist (SRS) (TREC 7431)

Instructor: Monica Neubauer, ABR, CRS, e-PRO, GREEN, GRI, SRS, SRES

16 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$270; All Others \$300

The 2-day Seller Representative Specialist (SRS) Designation Course provides a comprehensive foundation of skill development, training and resources to help real estate professionals represent the interests of sellers in today's marketplace.

Students learn to:

- Increase listings and grow their business
- Demonstrate and communicate their value package to seller clients
- Understand and apply the Code of Ethics & Standards of Practice
- Understand and comply with state license laws when representing sellers

- Understand and apply methods, tools, and techniques to provide the support and services that sellers want and need

For complete SRS designation details go to [SRS Designation](#)

Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

August 17; 9 a.m. - 3:30 p.m.

TREC CORE 17/18 (TREC 8136)

Instructor: Robert Morris, e-PRO, ABR, CRB, CRS, GRI, ITI, LTG, PMN

6 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$60; All Others \$75

Addresses legal issues and regulations of the Tennessee Real Estate Commission. Mandatory for licensees who are required to complete continuing education to renew their license. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

August 20-21; 8:30 - 5:30 p.m.



CCIM Foundations for Success in Commercial Real Estate

Registration at ccim.com or by calling 800-621-7027.

Additional CCIM designation information at CCIM.com

Instructor: Bill Moss, CCIM

16 Hours CE • Lunch Provided

All Students: \$325

The Certified Commercial Investment Member (CCIM) Institute offers commercial real estate practitioners the opportunity to elevate their business practices through focused education and networking.

This two-day classroom course provides agents, brokers, students, and allied professionals with an understanding of the skills, resources, and business practices that pave the way for success in commercial real estate. Through real-world case studies you will learn how to analyze leases and investment value, and develop a plan to kick-start your career.

After taking this course, you will be able to:

- Access and use demographic information as a decision-making tool
- Differentiate between the needs of the owners and tenants
- Develop a personal marketing plan
- Develop a property marketing plan
- Utilize basic financial analysis tools
- Solve investment problems using a financial calculator
- Perform basic mortgage calculations using compounding and discounting techniques
- Project income and expenses for a real estate property
- Calculate the yield on a potential investment

You will also receive the CCIM Financial Calculator, designed to effectively and efficiently provide investment scenarios for you and your clients.

August 27; 9 a.m. - Noon
Greater Nashville Realtors New Member Orientation
For Greater Nashville Realtors Applicants Only

August 29; 9 a.m. - Noon
Code of Ethics (TREC 2490)
Instructor: Brian Copeland, CIPS, CRS, GRI, e-PRO
3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

— September —

September 6; 9 a.m. - Noon
Code of Ethics (TREC 2490)
Instructor: Bill Schlueter, GRI, ITI
3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

September 13; 9 -10 a.m.



The Seven Secrets Series - TBD

A series of one-hour presentations of value to Realtors.

Visit the education page at www.greaternashvillerealtors.org for topic details and continuing education approvals. RSVP requested. No fee. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

September 14; 9 a.m. - 3:30 p.m.
TREC CORE 17/18 (TREC 8136)
Instructor: Bill Schlueter, GRI, ITI
6 Hours CE • Lunch Provided
Greater Nashville Realtors Members \$60; All Others \$75

Addresses legal issues and regulations of the Tennessee Real Estate Commission. Mandatory for licensees who are required to complete continuing education to renew their license. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

September 17; 9 a.m. - Noon

Real Estate Safety Matters: Realtor Safety Course (TREC 7864)

Instructor: Chris Garrett, SRS

3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$45

This course is an essential primer on how real estate professionals can limit risk to preserve safety and facilitate positive business outcomes. Includes:

- Risk considerations in the brokerage of real estate
- Safety systems and tools
- Safety protocol for showing properties and listing appointments
- Understanding physical and instinctual response to threats or attacks
- Conceal and carry considerations
- Data security for your business and your clients
- Protecting personal and electronic information

Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

September 19; 9 a.m. - 1 p.m.

Contracts 101 (TREC 6711)

Instructor: Bobbie Noreen, ABRM, CRS, GRI, LTG, PMN

4 Hours CE

Greater Nashville Realtors Members - \$40; All Others: \$55

This updated contracts course will cover the changes that have been made and help resolve common problems on the misconceptions and misunderstandings to the Tennessee Realtors Purchase and Sale Agreement in general.

Students will learn how to properly fill out and use the TR Forms and how to explain its various provisions to a buyer and seller. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

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

Residential Rehab (TREC 7115)

Instructor: Tim Raybon, ABR, CRS

8 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$60; All Others \$75

Learn the basics of becoming a savvy real estate investor. You'll review financial aspects of rehabbing homes, how to get started, Fair Housing, places to find

money for your rehab investment, presenting the potential investment to a financial institution, what you need from the lender, contracts, the 'who, where and when' to buy rehabbing homes, what about partners, due diligence, environmental hazards, building with Green products, financial aspects of selling a rehabbed home, buying and holding rehabbed homes (rentals). Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

September 24; 9 a.m. - Noon
Greater Nashville Realtors New Member Orientation
For Greater Nashville Realtors Applicants Only

September 26; 9 a.m. - Noon
Code of Ethics (TREC 2490)
Instructor: Brian Copeland, CIPS, CRS, GRI, e-PRO
3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

— October —

October 1; 8:30 a.m. - 5 p.m.
Real Estate Investing: Build Wealth Representing Investors and
Becoming One Yourself (TREC 8162)
Instructor: Scott Abernathy, GRI, RMP
8 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$100; All Others \$125

This program will cover the fundamentals of real estate investment that practitioners need to know to expand their business services. This course looks at how practitioners can adapt core real estate skills and learn new skills to serve clients who want to invest in single family homes, condos, townhomes, and small multifamily properties. You will learn how to work with investors as they goal set, plan, evaluate, and acquire properties as well as manage them. You will also learn how to “walk the talk” and become a real estate investor yourself.

Course Highlights:

- Why Invest in Real Estate?
- Working with Investor Clients
- Making the Purchase Decision
- Financing Options and Tax Issues
- Owning the Property
- The Real Estate Professional as Investor

Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

October 4; 8:30 a.m. – 5 p.m.



CRS 120: Converting Leads into Closings (TREC 7547)

8 Hours CE • Lunch Provided

Instructor: Monica Neubauer

Greater Nashville Realtors Members \$125; All Others \$145

Whether you are a new agent building your business or an established agent keeping your database fresh, maintaining a flow of potential customers is crucial to your success. Attracting leads is key, but if you don't have effective systems for converting them into closings, you're leaving money on the table. This course highlights both traditional and digital approaches to identifying and closing more customers. After completing this course, you will be able to: Develop systems for capturing, converting, and tracking leads; Implement customer-focused campaigns that highlight consistent touches via various channels; Integrate technical tools to enhance the efficiency and responsiveness of your lead management ...and, Set priorities for lead conversion and create an action plan for achieving them. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to

October 10; 9 a.m. – 11 a.m.

Fundamentals of Residential Real Estate Closings (TREC 8556)

Instructor: John Rochford, JD

2 Hours CE

Greater Nashville Realtors Members \$25; All Others \$35

For the residential real estate agent who wants a review of the fundamentals of residential real estate closings in Tennessee. Topics covered are: (1) Title Insurance – What is it? Why is it so important? Who and what is covered?; (2) The Title Search; and (3) What the agent can do to make for a smoother closing. Taught by John Rochford, a graduate of the Vanderbilt University College of law and a licensed real estate broker who has handled numerous real estate closings. John has taught seminars to train attorneys and closing agents. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

October 11; 9 a.m. – 4:30 p.m.

At Home with Diversity (TREC 2656)

Instructor: Robert Morris, ABR, ABRM, CRB, CRS, e-PRO, GRI, LTG, PMN, ITI

7 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$100; All Others \$125

The At Home with Diversity course is part of a comprehensive cultural diversity outreach program that will help real estate companies diversify their workplaces and improve the industry's ability to serve culturally diverse consumers. NAR

and HUD undertook a joint effort in 1998 to certify real estate professionals who are trained regarding cultural diversity and outreach and have made a commitment to a set of diversity principles. The training, built on the letter and spirit of the Fair Housing Act, provides participants with tools to build diversity outreach into their business plans to best serve a dynamic and growing market. This course is available to all professionals involved in the real estate transaction. The At Home with Diversity (AHWD) course counts as one REBAC elective course to be applied towards the ABR® designation.

For additional information click on: [At Home With Diversity Certification](#)

Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

October 12; 9 a.m. - Noon

Code of Ethics (TREC 2490)

Instructor: Robert Morris, e-PRO, ABR, CRB, CRS, GRI, ITI, LTG, PMN

3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

October 15; 9 a.m. - 3:30 p.m.

TREC CORE 17/18 (TREC 8136)

Instructor: Kristy Hairston, AHWD. CDPE, CRS, e-PRO, GRI, SFR

6 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$60; All Others \$75

Addresses legal issues and regulations of the Tennessee Real Estate Commission. Mandatory for licensees who are required to complete continuing education to renew their license. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

GRI Express Bundle: 401, 402 and 403

\$275 REALTOR® Members and Non-Members

For Bundle Registration select the GRI Bundle option through member log-in at greaternashvillerealtors.org or by calling 615-254-7516 or email

[Donna Wood](#) or [Miriam Reed](#).

Visit www.tnrealtors.com for complete detailed information on the Graduate REALTOR Institute (GRI) designation.

October 17; 9 a.m. - 4 p.m.



GRI 404: Working More Effectively with Sellers (TREC 8263)

6 Hours CE • Lunch Provided

Instructor: Bobby Wood, CDPE, GRI

Single Registration: Members \$110; Non-Members: \$125

Express Bundle: \$275 for both Members and Non-Members

Greater Nashville Realtors is the host site for this one-day Graduate, Realtor Institute course from the Tennessee Realtors that covers the full range of activities involved in serving sellers more productively and effectively: your listing/marketing presentation; researching, pricing and marketing the sellers' property more successfully; communicating with them through the listing period; negotiating on their behalf; and getting them through the home inspection, repairs and closing.

For GRI designation information go to tnrealtors.com.

Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

October 18; 9 a.m. - 4 p.m.



GRI 405: Mastering Forms and Contracts (TREC 8265)

6 Hours CE • Lunch Provided

Instructor: Bobby Wood, CDPE, GRI

Single Registration: Members \$110; Non-Members: \$125

Express Bundle: \$275 for both Members and Non-Members

Greater Nashville Realtors is the host site for this one-day Graduate, Realtor Institute course covering the ins and outs of all of the Tennessee Realtors standard forms (in their current versions) most often needed and used in residential transactions, as well as the most frequent forms-related pitfalls that Realtors encounter in using them. The goal is mastery of - and comfort with - the paperwork, as well as sufficient knowledge to explain various forms to customers and clients.

For GRI designation information go to tnrealtors.com.

Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

October 19; 9 a.m. - 4 p.m.



GRI 406: Tips, Tools and Technologies for Your Business (TREC 8260)

6 Hours CE • Lunch Provided

Instructor: Kristy Hairston, AHWD. CDPE, CRS, e-PRO, GRI, SFR

Single Registration: Members \$110; Non-Members: \$125

Express Bundle: \$275 for both Members and Non-Members

Greater Nashville Realtors is the host site for this one-day Graduate, Realtor Institute course that covers business development and networking strategies, as well as many communications and business tools and technologies that can enhance participants' professional productivity and services.

For GRI designation information go to torealtors.com

Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

October 22; 5 - 9 p.m. (Night)
Greater Nashville Realtors New Member Orientation
For Greater Nashville Realtors Applicants Only

October 24; 9 a.m. - Noon
Code of Ethics (TREC 2490)
Instructor: Bill Schlueter, GRI, ITI
3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

October 25
MIDDLE TENNESSEE REALTORS CONVENTION
Location: Downtown Music City Center

October 29 - November 1; 8:30 a.m. - 5:30 p.m.



CI 101: Financial Analysis for Commercial Investment Real Estate
(TREC 622)

Instructors: Barbara Crane, CCIM and William (Bill) Moss, CCIM

34 Hours CE • Lunch Provided

Call 800-621-7027 or go to CCIM.com to register, confirm fees and learn more about the CCIM designation.

A CCIM (Certified Commercial Investment Member) is a recognized expert in the commercial and investment real estate industry. The designation helps CCIMs and their clients minimize risk, boost credibility, make informed decisions and close more deals.

In CI 101 you will learn to apply the CCIM Cash Flow Model to make your investment decisions based on wise investment fundamentals. Some of the concepts you will explore include IRR, NPV, Cap Rate, Capital Accumulation, and the Annual Growth Rate of Capital. This class will also introduce you to two other important tools—the CCIM Strategic Analysis Model, the fundamentals behind the numbers, and the CCIM Decision-Making Model, a process for analyzing and making real estate decisions.

— November —

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

New Home Construction and Buyer Representation (TREC 7353)

Instructor: Robert Morris, ABR, ABRM, CRB, CRS, e-PRO, GRI, LTG, PMN, ITI

8 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$100; All Others \$125

Revised and updated course. A comprehensive look at the special complexities of working with buyers who are searching for a newly built or yet-to-be built home. Learn where and how to find new home sales business; understand how the development and new-home sales processes work and the type of services the buyer needs.

Counts as one elective course toward the Accredited Buyer's Rep designation.

Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

November 7; 9 a.m. - Noon

Code of Ethics (TREC 2490)

Instructor: Bill Schlueter, GRI, ITI

3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

November 8; 9 - 10 a.m.



The Seven Secrets Series - TBD

A series of one-hour presentations of value to Realtors.

Visit the education page at www.greaternashvillerealtors.org for topic details and continuing education approvals. RSVP requested. No fee. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

November 9; 8:30 a.m. - 4:30 p.m.



PSA: Pricing Strategy Advisor Certification (TREC 7906)

Instructor: Susan Barnette, ABR, CRS, GRI, ePro, HAFA, BPOR, ITI

7 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$100; All Others \$125

The new Pricing Strategies: Mastering the CMA course covers the nuts and bolts of a comparative market analysis (CMA), including its purpose, key principles of valuation that impact these analyses, and important valuation terminology. Participants will understand the purpose of appraisals, how they differ from CMAs and the scope of the appraiser's role. After completing the course, real

estate professionals will be able to effectively address client concerns about pricing, choose appropriate comparables, prepare and present a superior CMA and generate ideas for working constructively with appraisers.

The Pricing Strategy Advisor (PSA) course counts as one Real Estate Buyer's Agent Council (REBAC) elective course and can be used as an elective for the Accredited Buyer's Rep (ABR) designation.

Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

November 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.

Course details, fees and ASP designation information available at stagedhomes.com.

November 16; 9 a.m. - 5:30 p.m.



3-Day Accredited Staging Professional Home Stager Designation

Upgrade from 2-day for those interested in Staging as a business.

Includes Nov. 14-15 ASP course. Course Fee \$1,795 (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 Nov. 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 stagedhomes.com.

November 19; 9 a.m. - Noon

Greater Nashville Realtors New Member Orientation

For Greater Nashville Realtors Applicants Only

November 20; 9 a.m. - 3:30 p.m.

TREC CORE 17/18 (TREC 8136)

Instructor: Bill Schlueter, GRI, ITI

6 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$60; All Others \$75

Addresses legal issues and regulations of the Tennessee Real Estate Commission. Mandatory for licensees who are required to complete continuing

education to renew their license. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

November 26; 9 a.m. - Noon

Code of Ethics (TREC 2490)

Instructor: Bill Schlueter, GRI, ITI

3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

— December —

December 4; 9 a.m. - Noon

Code of Ethics (TREC 2490)

Instructor: Bill Schlueter, GRI, ITI

3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

December 5; 11:30 a.m. - 1 p.m.

MEMBERSHIP LUNCHEON

Location: Downtown Music City Center

December 6; Noon - 4 p.m.

THDA Great Choice Mortgage Programs (TREC 7571)

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. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

December 10; 9 a.m. - Noon
Officers and Directors Training for 2019 (TREC 3698)
Instructor: Bruce Aydt, ABR, ABRM, CRB, SRS

December 10; 1 - 4 p.m.
Ethics Dilemmas and Practices (TREC 3686)
Instructor: Bruce Aydt, ABR, ABRM, CRB, SRS
3 Hours CE

No Charge. Pre-registration required.

Meets the National Association of Realtors mandatory quadrennial ethics training requirement. Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

December 13; 9 a.m. - Noon
Code of Ethics (TREC 2490)
Instructor: Bill Schlueter, GRI, ITI
3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

December 14; 9 a.m. - 3:30 p.m.
TREC CORE 17/18 (TREC 8136)
Instructor: Bobbie Noreen, ABRM, CRS, GRI, LTG, PMN
6 Hours CE • Lunch Provided

Greater Nashville Realtors Members \$60; All Others \$75

Addresses legal issues and regulations of the Tennessee Real Estate Commission. Mandatory for licensees who are required to complete continuing education to renew their license. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

December 17; 9 a.m. - Noon
Code of Ethics (TREC 2490)
Instructor: Robert Morris, e-PRO, ABR, CRB, CRS, GRI, ITI, LTG, PMN
3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

December 28; 9 a.m. - Noon

Code of Ethics (TREC 2490)

Instructor: Robert Morris, e-PRO, ABR, CRB, CRS, GRI, ITI, LTG, PMN

3 Hours CE

Greater Nashville Realtors Members \$30; All Others \$55

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at greaternashvillerealtors.org; or both Members and Others may register by calling Greater Nashville Realtors at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

Visit the Education page at www.greaternashvillerealtors.org for additions to the schedule.

Distance Learning Options Links

Greater Nashville Realtors offers a wide selection of distance learning courses to aid your professional development. All Greater Nashville Realtors courses are approved for continuing education credit by the Tennessee Real Estate Commission. To access online distance learning courses go to www.greaternashvillerealtors.org (no need to login); choose *EDUCATION* found at the top of the page, and then click on the ONLINE CLASSES link.

Online Pre-License Courses

Greater Nashville Realtors has partnered with RECampus to provide the pre-license *60-hour Tennessee Real Estate Principles and the 30-hour Course for New Affiliates*.

To access the courses go to www.greaternashvillerealtors.org (no need to login), choose *EDUCATION* found at the top of the page, click on the GET YOUR REAL ESTATE LICENSE link, then click on the Pre-License Online Course Registration. Once the RECampus homepage appears click on the *Browse Online Courses* button, next choose *Affiliate Broker* license type and click the *select* button.

Greater Nashville Realtors sells courses approved by the Tennessee Real Estate Commission for continuing education credit in a 'paper and pencil' format. All 4-hour courses are specially priced at \$29.