

MARCH 2010

NEW CLASSES and REDUCED Prices!

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4 & 5	10-Hour New Agent Post License Class	Required for New Licensees	8 am-1 pm	na	Industry Leaders	\$79	na
<p>This two day class fulfills the new licensee first requirement post licensing. This class must be completed within the first twelve month of licensing and reported to the ODRE&PL. This course, taught by top industry leaders, covers business practice issues of significance regarding financing, ownership, fair housing, ethics and contract case law. This course also fulfill the new REALTORS® NAR ethics requirement.</p>							
10	Staging Your Community: Spotlighting Dayton Area	MARKET RELEVANT	9-Noon	3	Mary Sue Kessler Linda McLarty	\$25	E
<p>"Selling the Whole Package" This program is about putting your community in the spotlight! Buyers are not just buying a house , they are buying the community, so can you SELL the community? Become knowledgeable and enthusiastic about introducing your buyers to the BEST the Miami Valley has to offer. Excite and influence prospective buyers and their families. Quality of life is an important aspect in the decision making process and happens to be a one of the areas greatest attributes.</p>							
11	Rapattoni MLS 1: Basic Version 10	Essential	10-Noon	2	John Junker	\$20/25	F LAB
<p>NEWLY UPDATED! If you are a recently licensed agent you should be taking this class! Learn the basics of the Rapattoni MLS system: how to set up the PC, use Internet Explorer to access the system, logging on, change personal preferences, set up personal</p>							
16	Ethics for Commercial Real Estate Professionals	Core Ethics	9-Noon	3*	Belinda Ohlinger	\$30/40	c*
<p>Belinda Ohlinger was the 2003 Certified Residential Broker (CRB) Instructor of the Year. This class will focus on case studies for commercial licensees. Case study reviews will be used to identify ethical and unethical behavior and to determine which articles of the State of Ohio's Canons and the REALTOR'S® Code of ethics were possibly violated. Discussion will address the complaint process and how grievance complaints are handled. In addition arbitration procedures and the opportunity for mediation will be examined to identify the pros and cons of each approach to commission disputes.</p>							
17	State of Real Estate in the Miami Valley: Turning Challenges to Opportunities		9-Noon	3*	NAIOP COMMERCIAL REAL ESTATE DEVELOPMENT ASSOCIATION	\$39	E*
<p>In keeping with established relevance, this annual presentation will provide segments on: Core of the Community, Four Redevelopments, Financial & Legal Issues, our Inter-modular Advantage and Overview & Trends. You'll hear from the most knowledgeable and connected representatives and leaders available about the projects, turn-arounds, attractors, ideas and announcements affecting our entire region. Challenges that are being turned into opportunities that will define our future. Details forthcoming soon.</p>							
18	Maintaining the Integrity of MLS Data	NEW!	9-10 am	1*	Dave Kingston	nc	F*
<p>This class is specifically designed to review the importance and obligation of reporting accurate and complete data in the MLS system to assure full disclosure and correct representation of real property information to licensee and consumers. All of the pertinent categories of property description will be included: photos, contract dates, financial inducements, licensee information, room sizes and count, property tax/parcel ID, fair housing compliance, co-op compensation, address and showing procedures. Licensee will receive information on the I-Check system and how to avoid penalties.</p>							
19	Maintaining the Integrity of MLS Data	NEW!	1-2 pm	1*	Dave Kingston	nc	
<p>This class is specifically designed to review the importance and obligation of reporting accurate and complete data in the MLS system to assure full disclosure and correct representation of real property information to licensee and consumers. All of the pertinent categories of property description will be included: photos, contract dates, financial inducements, licensee information, room sizes and count, property tax/parcel ID, fair housing compliance, co-op compensation, address and showing procedures. Licensee will receive information on the I-Check system and how to avoid penalties.</p>							
24	Changes in Mortgage Lending- Essential to Know	\$10 Monthly CE SPECIAL	9-Noon	3	Kavanaugh, Maxwell & Romano	\$10	E
<p>Review the Housing and Economic Recovery Act and the Home Ownership and Equity Protection Act and how these laws impact the lending process and require a positive shift in our business culture. Designed to create a more transparent, level and fairly regulated industry and to prevent lending practices that are deceptive and to create consistency from lender to lender, these laws will provide more protection to the consumer while affording them better understanding lending process. Some of the most important details include the timing of the closing with respect to initial disclosures, 3-day borrower review, fee collection and Truth-in-Lending disclosures. Effective July 30, 2009</p>							
25	Rapattoni MLS 2: Intermediate Version 10	Essential	10-Noon	2	John Junker	\$20/25	F LAB
<p>NEWLY UPDATED! Following on Rapattoni MLS 1, this class will delve into MLS Parcel mapping, creating reports, emailing and generating statistics from search results and setting up auto-prospecting for finding property that match prospective buyer's criteria.</p>							

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Schedule continued below

7	CONTRACTS 1: Services for Selling	UPDATED	9-Noon	3	Nick Popadyn	\$20/25	E
<p>Take all 4 for \$60/80! NEWLY UPDATED! Begin with a thorough discussion of contracts in general and review the critical aspect of creating agreements. Review the EXCLUSIVE RIGHT TO SELL CONTRACT and be able to explain and answer questions important to your seller. Learn the best ways to discuss required issues as benefits to the seller: agency disclosure, offers of compensation, what's negotiable, exclusive agency vs. exclusive right, the listing period, determining listing price, brokerage fees, cooperation with other brokers, potential for dual agency, disclosure of defects, housing inspections, broker's and buyer's obligations, terminal period, compensation, retainer, and company policy disclosure..</p>							
8	Launching a New Era of Fair Housing Opportunity- Cultural Diversity and Fair Housing MOCK TRIAL	Fair Housing Workshop	8:30-11:30 am	3*	Attorney	\$23EB \$30	G*
<p>Join fellow REALTORS® and other Community Leaders for the Annual Fair Housing Month Commemoration on Thursday, April 8, 2010 at Sinclair Conference Center Educational Workshops begin at 8:30 am with Luncheon beginning at 11:45 am (\$23 thru March 14, then \$30) Keynote Speaker: John Trasviña, Assistant Secretary for Fair Housing & Equal Opportunity-U.S. Dept. of Housing & Urban Development Attend both workshops & luncheon (\$52 thru March 14, then \$59), or pick and choose which works best for your schedule.</p>							
9	CONTRACTS 2: Services for Buying	UPDATED	9-Noon	3	Nick Popadyn	\$20/25	E
<p>Take all 4 for \$60/80! NEWLY UPDATED! Why is representing buyers by written agreements smart and profitable? What is the value added to representation when you do use a written agreement? Exactly what commitments are you and the buyer making to one another and why? Who do you really represent and how is that expressed in constructing an offer to purchase and presenting it? Examine in detail and discuss the BUYER AGENCY AGREEMENT-EXCLUSIVE RIGHT TO REPRESENT. Find out how you can formalize your relationship with your buyers and show them how you bring unique services to their home buying pursuit. Secure your representation, your relationship and your commission. STOP taking the risk of loosing your buyers.</p>							



DABR Professional Development/Continuing Educat

urses approved or * submitted for continuing education credit are designated by the following letters in the certification number:

Appraisal-A, Ethics-C, Core Law-D, Elective-E, Computer RE Specific-F, Civil Rights-G and Mortgage Broker-MB

As of March 01, 2010-Subject to change.



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PLEASE PAGE DOWN FOR MORE CLASSES

- 14 Power Up Success by Gaining Internet Knowledge** *Is ePro for You?* 10:30-Noon na Shelia Bell NC

LEARN: Best practices for email communications and online marketing; Legal and ethical standards for conducting real estate on the internet; How to create and maintain your internet marketing and practice plan. **ALL-NEW:** Take an in-depth look at Web 2.0 concepts and how they apply to your online real estate presence including social networking, blogging, RSS, widgets and more. **PLUS:** Learn more about e-Pro, the only technology certification course recognized and offered by NAR
- 15 Rapattoni MLS 3: Advanced Version 10** *Essential* 10-Noon 2 John Junker \$20/25 F LAB

NEWLY UPDATED! Following Rapattoni MLS 1 & 2, learn to create a complete CMA package using results from a radius search, how to customize searches, search results & exports and how to generate advanced statistical reports
- 16 CONTRACTS 3: Creating a Purchase Agreement** *UPDATED* 9-Noon 3 Nick Popadyn \$20/25 E

Take all 4 for \$60/80! **NEWLY UPDATED!** Learn and understand in detail the CONTRACT TO PURCHASE REAL ESTATE. Examine the significance and importance of: property identification, what stays and what goes, price, financing terms and deadlines, type of deed and title insurance, tax proration, seller representations, possession, damages, acceptance, closing, earnest money and deposit receipt and the importance of personally presenting the offer. Learn how to construct an agreement that reflects a true "meeting of the minds" between buyer and seller in complete compliance with your fiduciary duties while minimizing your exposure and liability. Find out how to offer your buyer services beyond the status-quo in securing the home they want. Find out how to protect your seller. Learn what it takes to get your offer accepted.
- 16 Electronic Transaction Management** *How To!* 10-Noon 2 David Kingston \$5 F

Learn about the need for this web based transaction management system and how to begin using eTM. You will be guided through the basic steps and provided with an understanding of how this system can benefiteveryone involved in a real estate transaction.
- 19 CONTRACTS 4: Handling Inspections, Contract to Closing** *UPDATED* 9-Noon 3 Nick Popadyn \$20/25 E

Take all 4 for \$60/80! **NEWLY UPDATED!** The INSPECTION ADDENDUM and the POST INSPECTION AGREEMENT are highly structured forms with very specific responsibilities and timetables that savvy agents know inside and out. Review and discuss: buyers' concerns, choosing inspectors, attending inspections, whole house vs. individual inspections; agent's responsibilities, environmental red flags, what constitutes a defect, renegotiating, right to cancel, accountability in timely delivery, release of earnest money, home warranties, and residential property disclosure form. Learn fundamental principles that guide you through the use of these addenda. Find out how to avoid deal-killing inspections and commission contributions for curing them. Also quickly review the OCCUPANCY ADDENDUM and the new CONDO ADDENDUM and more!
- 20 Credit Reporting and Scoring** *ESSENTIAL* 6-9 pm 3 Jeffrey Shaffer \$30/40 E

Receive a thorough understanding of the history and regulation of credit reporting and credit scoring. Examine the agencies, consumer credit ,collection of credit information and the basis of credit reports. Examine the basis of credit scores and insurance scores. Find out the latest developments regarding non-traditional credit data, meta payments and the new Vantage Score.
- 21 Title, Underwriting and Hot Legal Topics** *Core Law* 9-Noon 3 Jeff Gammell & Tom Kendo \$30/40 D

CORE LAW Attorneys Tom Kendo and Jeff Gammell will keep you focused and involved while reviewing the importance of title examination as related to pertinent statutory and case law. Understand the legal distinctions between opinions, guarantees and title insurance. Review the new Contract to Purchase language.
- 22 Reinsight Public Record System, Tax Roll** *Essential* 10-Noon 2 John Junker \$20/25 F LAB

Property Record Information: Fidelity Tax Rolls. Become familiar with the new property record system. Learn how to interface with the MLS and how to use it independently from the MLS. Learn how to have well defined search results for labels, CMAs and much more. Database currently includes six local counties: Montgomery, Greene, Preble and Miami.
- 23 Working with the eeee-Buyer** *WCR/CRS Networking* 2-4 pm 2* Alec Hagerty \$10 E*

\$10 Monthly CE SPECIAL

Join the local chapter of Women's Council of REALTORS and the Council of Residential Specialists (WCR/CRS) for an excellent CE class followed by networking and socializing. The growing use of technology has spawned a more knowledgeable consumer who can find, research, preview, price and property and can analyze mortgage information and much more. Gone are the days when the real estate agent is the "gatherer, keeper & distributor" of all the pertinent information! this class will show you new ways to bring value to today's savvy buyers and sellers and how to become the consumer's "trusted advisor". Add in "generational differences" and agents find themselves in need of new levels of training to increase their strengths and value to the consumer.
- 27 OutSmart Phone the Competition** *Cutting Edge* 9-11 am 2* Aaron Gray and Travis Brown, Cincinnati Bell \$20 E

How can a Blackberry or other Smart Devices enhance your communication with clients over and above the typical cell phone? In today's society and business being able to communicate via text messaging, email and multimedia messaging is as vital as by voice and in some cases, even in person. Information to be presented includes: Blackberry Basics & Specifications; Comparing current lineup of Smart Devices; Emailing, Text messaging and Multimedia Messaging; BIS and BES service, what's the difference; Tethering, what is it and what purpose does it serve; Connecting to the MLS: Third Party Applications such as Document2Go, Maps, Berry411, Financial calculator and; Palm Treo, HTC, Motorola Q, Samsung BlackJack and I-Phone

2010 Continuing Education Discounts

- Board Expert CE Discount:** CE class taught by DABR staff: Half-priced- \$15.00 or less- Register in advance
- MONTHLY SPECIAL FEATURED CE Discount:** Monthly SPECIAL-FEATURED CE: \$10- Register in advance of the day of the class
- Ten in 2010 for \$50:** Any 10 Hours DABR-CE: Sign up ALL-AT-ONCE, pay and attend for \$50.00
- CORES for \$50:** Sign-up ALL-AT-ONCE, pay and attend three core classes/ 9 Hours for \$50
- COMPANY 15 Discount:** For \$225 paid by company: 15 advanced registrations (\$15 each additional)
- \$20 CE Discount Coupon:** Membership renewal perk, applies to regular price

You will be afforded the best discount possible from those offered above but discounts cannot be combined.

Cancellation Policy: Full credit or refund will be issued if cancellation is received before a CE class begins. Computer LAB cancellations must be received by NOON the day before class. To receive a completion certificate you must be present 90% of the classroom time. There is a \$5.00 additional charge for any second certificate for the same course, i.e. real estate, appraisal and mortgage broker credit.

DABR CONTINUING EDUCATION REGISTRATION FORM

Name: _____ Daytime Phone _____

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Payment of \$ _____ Bill my DABR Account Check # _____ Master Card VISA Disc

Credit Card # _____ 3-Digits _____ Expires _____

Signature _____ Date _____ Thank YOU!

Fax to 937-223-0900 or send an email message to CRegistration@dabr.com