



# RPCRA 2024 EDUCATION COURSE GUIDE

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Q3 JULY – SEPTEMBER

## Never Stop Learning

One of the greatest ways we offer value for our members is continuing education. Our courses feature highly knowledgeable and award winning instructors to help our members constantly learn, improve, become more effective, strengthen their reputation, and ultimately get more contracts signed.

## RPCRA EDUCATION CENTERS:



Fort Myers Ed Center  
4081 Center Pointe Dr  
Fort Myers, FL 33916



Cape Coral Ed Center  
918 SE 46th Ln  
Cape Coral, FL 33904

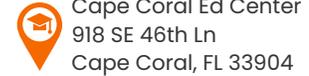
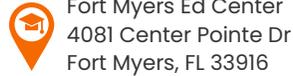
**REGISTER TODAY TO CONTINUE YOUR  
LEARNING JOURNEY!**

**VISIT: [WWW.DASHBOARDMLS.COM](http://WWW.DASHBOARDMLS.COM) (CLICK "EDUCATION")**

# July 2024

## COURSE GUIDE

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📅 Wednesday, July 3  
🕒 9:00 AM - Noon  
🎯 3 CE  
💰 Passport: \$15  
Members: \$25  
Non-Members: \$40  
📍 Webinar

### Core Law- Avoiding the Danger Zone

Instructor: *Star Williams*

Understanding real estate law is part of every real estate licensee's business. The more a licensee knows, the better he or she can work with customers and safeguard them from legal complications. Buying and selling property requires a lot of legal paperwork. Today, more than ever, it's important to know the laws governing the practice of real estate. This material will provide a "red flag notice" of when participants are potentially going into a danger zone—the unlicensed practice of law.

📅 Monday, July 8  
🕒 11:00 AM - Noon  
🎯 3 CE  
💰 Passport: Free  
Members: Free  
Non-Members: Free  
📍 Webinar

### MLS Monday: Your Listing Exposure and Data Driven Results

Instructor: *Jason Jakus*

In the competitive world of real estate, keeping your sellers informed and satisfied is paramount. This comprehensive class is designed to equip real estate agents with the essential tools and techniques to collect and analyze data on their active listings. Learn how to leverage powerful tools like List Reports and Reverse Prospecting generate detailed reports and demonstrate your proactive marketing efforts to your clients.

📅 Tuesday, July 9  
🕒 8:00 AM - 4:00 PM  
🎯 No CE  
💰 Passport: Free  
Members: \$25  
Non-Members: N/A  
📍 Fort Myers Ed Center

### New Agent Academy

Instructors: *Annette Haber, Esq., Michael Faulkner, Dylan Zsebe and Jason Jakus*

Congratulations on earning your real estate license! Are you ready to begin your journey as a new Realtor®? Do you want to know more about how to protect yourself while growing your earning potential? If the answer is "yes," then this training program is for you! Plan to attend the New Agent Academy, a one-day comprehensive training program designed to prepare you for your new career in real estate. You'll learn fundamentals of success in the profession, establish meaningful relationships with other new agents, and expand your personal and professional network.

📅 Thursday, July 10  
🕒 9:00 AM - Noon  
🎯 3 CE  
💰 Passport: \$15  
Members: \$25  
Non-Members: \$40  
📍 Fort Myers Ed Center

### Code of Ethics

Instructor: *Megan Eister*

This course takes a unique look at REALTOR® ethics by beginning with a review of Chapter 475 standards of conduct and discussing the differences between LAW versus ETHICS. Real estate licensees are dealing every day with challenging legal and moral problems. Relationships with buyers, sellers, landlords, tenants, and business owners must be handled with legal care. But what about moral and ethical issues? Each member of the REALTOR® Association is held to the law, and also a higher degree of ethics than the law requires.

📅 Thursday, July 11  
🕒 1:00 - 4:00 PM  
🎯 3 CE  
💰 Passport: \$15  
Members: \$25  
Non-Members: \$40  
📍 Webinar

### Communication Skills for Realtors®

Instructor: *Stephanie White*

A refresher "must" for Real Estate professionals! Nearly every aspect of a Realtors® day involves communication. Conversations with buyers, sellers, brokers and other agents are at the core of Realtors® interactions. This course provides students with the ability to not only learn, but to practice techniques that are research based and field tested.

📅 Monday, July 15  
🕒 11:00 AM - Noon  
🎯 No CE  
💰 Passport: Free  
Members: Free  
Non-Members: Free  
📍 Webinar

### MLS Monday: Mastering Domus Analytics & Sunstats

Instructor: *Jason Jakus*

Welcome to "Mastering Domus Analytics & Sun Stats," a course designed for real estate professionals seeking to harness the full potential of cutting-edge market statistics and analytics. This course is an in-depth exploration of Domus Analytics, a revolutionary tool that represents over three decades of academic statistical knowledge, enterprise-grade data analytics, modern technology, and professional consulting.

📅 Tuesday, July 16  
🕒 9:00 AM - 5:00 PM  
🎯 No CE  
💰 Passport: \$50  
Members: \$99  
Non-Members: \$129  
📍 Fort Myers Ed Center

### Resort & Second Home Property Specialist (RSPS)

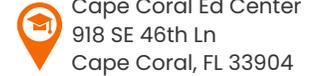
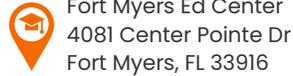
Instructor: *Carla Rayman*

RSPS is recognized as an official NAR Certification, and allows buyers and sellers to have confidence in the ability of a REALTOR® who specializes in buying, selling or management of properties for investment, development, retirement, or second homes in a resort, recreational and/or vacation destination, to assist them with their search.

# July 2024

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- 📅 Wednesday, July 17
- 🕒 8:00 AM – Noon
- 🎯 4 CE
- 💰 Passport: Free  
Members: Free  
Non-Members: Free
- 📍 Fort Myers Ed Center

### The ACE Lister

Instructor: *Josh Cadillac*

The ACE Lister: How to get the Listing (4hr). This class teaches you how to get listings signed by a top listing agent. These are all the tricks and tactics to take your listing presentations to the next level. We cover a wide range of topics and give you the details to be able to do it yourself. This class is focused on teaching you the things you need to know to jump your listing presentation up to the next level. We use real properties and real exercises to set prices and get past the nervousness to close the deal.

- 📅 July 17 – 18
- 🕒 9:00 AM – 5:00 PM
- 🎯 No CE
- 💰 Passport: \$109  
Members: \$129  
Non-Members: \$179
- 📍 Cape Coral Ed Center

### Senior Real Estate Specialist (SRES)

Instructor: *Carla Rayman & Patricia Tan*

The SRES Designation Course helps real estate professionals develop the business-building skills and resources for specialization in the 50+ real estate market by expanding knowledge of how life stages impact real estate choices, connecting to a network of resources, and fostering empathy with clients and customers.

- 📅 Wednesday, July 17
- 🕒 1:00 PM – 5:00 PM
- 🎯 4 CE
- 💰 Passport: Free  
Members: Free  
Non-Members: Free
- 📍 Fort Myers Ed Center

### The ACE Negotiator

Instructor: *Josh Cadillac*

Are you tired of being scared of negotiating? Are you worried that someone on the other side of the table is going to make you look bad because they know how to negotiate better than you? Are your customers lying to you? Are you just tired of feeling like you are being taken advantage of by folks that know how to play the game better than you? Maybe you just want to improve in a field where you already excel. Well then it is time to start becoming an elite negotiator.

- 📅 Friday, July 19
- 🕒 Noon – 1:00
- 🎯 No CE
- 💰 Passport: Free  
Members: Free  
Non-Members: Free
- 📍 Fort Myers Ed Center

### Lunch & Learn: State Insurance USA

Instructor: *Blake Chapman*

Join us for this Lunch & Learn: Ask the Experts! Series, where you will learn all about the update in Florida Insurance. Florida Insurance UPDATE 2024  
Why are there so many large increases, cancellations, non-renewals, and carriers leaving the market? How can we make sure we are getting the best coverage and value? How to insure smart in a hard insurance market? When will it get better for consumers?

**Lunch Included.**

- 📅 Monday, July 22
- 🕒 Noon – 1:00
- 🎯 No CE
- 💰 Passport: Free  
Members: Free  
Non-Members: Free
- 📍 Webinar

### MLS Monday: Harnessing Remine For Success

Instructor: *Jason Jakus*

This course introduces students to Remine, a cutting-edge platform that offers an extensive array of tools and resources tailored for Real Estate Professionals. The course focuses on understanding and applying Remine's functionalities, such as public record marketplace, search filters, Remine Pro features, Remine Mobile, to maximize opportunities, client interaction and profitability in your real estate business.

- 📅 Tuesday, July 23
- 🕒 9:00 AM – Noon
- 🎯 3 CE
- 💰 Passport: Free  
Members: Free  
Non-Members: Free
- 📍 Webinar

### Understanding Buyers Agreements and How to Implement Them w/ FR

Instructor: *Patti Ketcham*

Have you ever felt like saying "Buy from me or get out of my car". Loyalty seems to be at an all-time low. The internet helps buyers gain tons of information and we as licensees have to prove our worth and value even more today. Why should a buyer pick one agent to work with and be loyal? Is there a way a buyer can do that? We ask sellers to commit to one brokerage with an agreement so why don't we ask buyers for the same commitment? Let's find out how.

- 📅 Tuesday, July 23
- 🕒 10:00 AM – Noon
- 🎯 2 CE
- 💰 Passport: Free  
Members: \$10  
Non-Members: \$15
- 📍 Webinar

### Keys to Completing an Accurate CMA Value

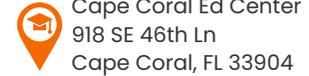
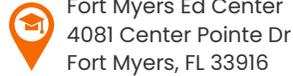
Instructor: *Hameed Siddiq*

In this course, attendees will learn how to choose the correct comparable, make the proper adjustments and weight properties correctly in comparison to their subject property. The skills learned in this class will allow attendees to effectively complete a CMA value using CMA software platform.

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 Tuesday, July 23  
 1:00 – 2:00 PM  
 No CE  
 Passport: Free  
Members: Free  
Non-Members: Free  
 Webinar

### Drill Down & Zone in with RPR Property Searches

Instructor: Hameed Siddiq  
Buyers are looking for ideal homes in ideal locations. RPR's search tools help you save time by zoning in on the neighborhoods and locations that best meet your buyers' needs. We'll show you the top techniques for refining your searches so you can give your buyers just what they're looking for. And we'll wrap it up by turning those results into user-friendly reports to share with your clients.

 Wednesday, July 24  
 9:00 AM – Noon  
 3 CE  
 Passport: \$15  
Members: \$25  
Non-Members: \$40  
 Fort Myers Ed Center

### How AI & ChatGPT are Transforming Real Estate

Instructor: *Craig Grant*  
Artificial Intelligence or AI has been around for a long time, but with the emergence of OpenAI's ChatGPT & Dalle. Google Gemini, Microsoft Co-Pilot and others, plus so many other tool we already use and love like Office, Docs, Canva, Adobe, Grammarly and more incorporating AI into their offerings, it has finally reached the masses. In this session, we will explore what AI is, how it can be used in your real estate business and everyday life, the legal & ethical implications and much more.

 Wednesday, July 24  
 1:00 – 3:00 PM  
 2 CE  
 Passport: Free  
Members: \$10  
Non-Members: \$25  
 Fort Myers Ed Center

### Create Awesome Marketing Materials & Content with Generative

Instructor: *Craig Grant*  
One of the strengths of generative Artificial Intelligence (AI) looks like ChatGPT, Dalle-2, MidJourney, etc. is that they are incredible at creating written, audio, or even visual content. In this session we will explore many different ways you can use this tech to come up with ideas &/or generate content and the tools to pull it off.

 Thursday, July 25  
 10:00 AM – Noon  
 2 CE  
 Passport: Free  
Members: \$10  
Non-Members: \$15  
 Webinar

### Contracts & Forms

Instructor: *Julianna Giordano*  
By the end of this class, students will be able to: source the necessary forms, addenda and documents required to present or receive an offer. How to fill out the forms, and how to monitor the danger zone scattered throughout.

 Thursday, July 25  
 1:00 PM – 3:00 PM  
 2 CE  
 Passport: Free  
Members: \$10  
Non-Members: \$15  
 Webinar

### Branding and Marketing

Instructor: *Julianna Giordano*  
By the end of this class, students will be able to create their own identity within the industry, while having a clear understanding of the laws and rules that must be in place at all junctures. Branding and marketing play a quintessential role in real estate. In one part, it is how we are selling. In some cases, it is the very reason why a property owner hired you in the first place. *This is a webinar, and cameras are required to be on.*

 Monday, July 29  
 11:00 AM – 12:30 PM  
 No CE  
 Passport: Free  
Members: Free  
Non-Members: Free  
 Webinar

### MLS Monday: Enhancing Your Rental Business With Rentspree

Instructor: *Jason Jakus*  
Join us for an informative session on how Rentspree can revolutionize your rental business. This class is designed to equip real estate professionals with the knowledge and tools to streamline the rental application process, enhance tenant screening, and ultimately grow their rental portfolio with ease.

 Saturday, July 27  
 9:00 AM – Noon  
 3 CE  
 Passport: Free  
Members: Free  
Non-Members: Free  
 Fort Myers Ed Center

### Understanding Buyer Broker Agreements and How to Implement Them

Instructor: *Jason Jakus*  
In response to the recent Sitzer lawsuit verdict and evolving dynamics in our industry, the Royal Palm Coast Realtor® Association is pleased to offer a complimentary course that provides 3 Continuing Education (CE) hours. This course focuses on understanding and implementing Exclusive Buyer Broker Agreements.

# July 2024

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Fort Myers, FL 33916

 Cape Coral Ed Center  
918 SE 46th Ln  
Cape Coral, FL 33904

To register for courses, visit your dashboard at [www.dashboardmls.com](http://www.dashboardmls.com) (click "Education")

 Tuesday, July 30

 9:00 AM - Noon

 3 CE

 Passport: Free  
Members: Free  
Non-Members: Free

 Fort Myers Ed Center

### Understanding Buyer Broker Agreements and How to Implement Them

Instructor: *Caroline Boland*

In response to the recent Sitzer lawsuit verdict and evolving dynamics in our industry, the Royal Palm Coast Realtor® Association is pleased to offer a complimentary course that provides 3 Continuing Education (CE) hours. This course focuses on understanding and implementing Exclusive Buyer Broker Agreements.

 Wednesday, July 31

 1:00 PM - 2:30 PM

 No CE

 Passport: Free  
Members: Free  
Non-Members: Free

 Fort Myers Ed Center

### Florida Realtors® Forms Review

Instructor: *Ned Hale*

In response to recently released Florida Realtors® Forms, RPCRA is hosting this class to review the compensation agreements and modification forms and to field any questions you may have. Join us as we learn how the forms aim to provide maximum flexibility to compensation arrangements in the transaction and are designed to allow the participants in a real estate transaction to memorialize compensation arrangements.

# August 2024

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4081 Center Pointe Dr  
Fort Myers, FL 33916



Cape Coral Ed Center  
918 SE 46th Ln  
Cape Coral, FL 33904

Thursday, August 1

9:00 AM – 11:00 AM

2 CE

Passport: Free  
Members: \$10  
Non-Members: \$15

Fort Myers Ed Center

### FR/BAR As-Is Contract in 2 Hours

Instructor: *Ned Hale*

Need to learn the Florida Realtors®/Florida Bar contract but don't want to sit in class for hours and hours? This class is for you. Invest just 2 hours of your time and Board Certified Real Estate Attorney Ned Hale will make you a FR/BAR As-Is contract expert. Ned, who has been teaching the FR/BAR to licensees for 20 years, will explain only the most important aspects of the contract and a few key addenda. You will not be disappointed.

Thursday, August 1

11:30 AM – 1:30 PM

2 CE

Passport: Free  
Members: \$10  
Non-Members: \$15

Fort Myers Ed Center

### Who Owns that Property? A Guide to Wills, Trust and Probate

Instructor: *Ned Hale*

Chances are if you haven't experienced a seller who is getting a divorce, recently passed away, or has their ownership in a trust, you will soon. Florida is a retirement center for many throughout the world, so it's common to run across many forms of ownership like some of the ones we will be discussing. In addition, circumstances arise for the need to sell a house in many divorce cases. But who really owns the house? And what rights do the survivors and spouses have? Let's dive deeper and explore.

Monday, August 5

9:00 AM – 10:30 AM

No CE

Passport: Free  
Members: Free  
Non-Members: Free

Cape Coral Ed Center

### Florida Realtors® Forms Review

Instructor: *Sam Saad*

In response to recently released Florida Realtors® Forms, RPCRA is hosting this class to review the compensation agreements and modification forms and to field any questions you may have. Join us to learn how the forms aim to provide maximum flexibility to compensation arrangements in the transaction and are designed to allow the participants in a real estate transaction to memorialize compensation arrangements.

Tuesday, August 6

9:00 AM – Noon

3 CE

Passport: \$15  
Members: \$25  
Non-Members: \$40

Fort Myers Ed Center

### Code of Ethics

Instructor: *Megan Eister*

This course takes a unique look at REALTOR® ethics by beginning with a review of Chapter 475 standards of conduct and discussing the differences between LAW versus ETHICS. Real estate licensees are dealing every day with challenging legal and moral problems. Relationships with buyers, sellers, landlords, tenants, and business owners must be handled with legal care. But what about moral and ethical issues? Each member of the REALTOR® Association is held to the law, and also a higher degree of ethics than the law requires.

Wednesday, August 7

11:00 AM – 3:00 PM

No CE

Passport: \$15  
Members: \$25  
Non-Members: \$40

Cape Coral Ed Center

### Time to Practice & Play- FR/BAR As-Is Contract Form

Instructor: *Annette Haber, Esq.*

Attorney Annette Haber will work with you and share some suggestions and pointers to draft and review and Offer using the FR/BAR As-Is Contract Form. You'll learn how to read, interpret, and complete the Form in an interactive group setting of your peers, and then conclude with question and answers period with open discussion. \*Includes two (2) hours of instruction and working lunch. **Lunch Included!**

Thursday, August 8

9:00 AM – Noon

3 CE

Passport: \$15  
Members: \$25  
Non-Members: \$40

Webinar

### Closing Deals with Property Inspections

Instructor: *Cesar Costa*

Realtors® will learn how property inspections fit into real estate transactions and how to make the most of them. We will explore different types of inspections, required ancillary services for each property, negotiation techniques for handling results and strategies to prevent deal losses due to home inspections. Additionally, Realtors® will gain insight into selecting and recommending inspection companies, understanding the limitations of home inspections, addressing common concerns, and exploring pre-listing inspections.

Thursday, August 8

1:00 – 4:00 PM

3 CE

Passport: \$15  
Members: \$25  
Non-Members: \$40

Webinar

### Creating Passive Income with Real Estate

Instructor: *Cesar Costa*

Upon the completion of this course, Realtors® will be able to harness the power of real estate to not only secure their financial futures but also assist clients in creating passive income streams and retirement plans. Covering an array of topics, including retirement planning, passive income, real estate investing, leverage, taxes, and alternative investment options such as syndication, this course empowers participants with the tools to make informed investment decisions.

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Fort Myers, FL 33916

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Cape Coral, FL 33904

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 Tuesday, August 13

 9:00 AM - Noon

 3 CE

 Passport: \$15  
Members: \$25  
Non-Members: \$40

 Webinar

### Core Law - Minimize Legal Risk

Instructor: *Dan Lopez*

The Florida real estate industry continues to experience dramatic changes in the marketplace and in the regulatory realm. This course will discuss the recent changes in the laws as well as refresh your memory on some old standards that rarely change. It examines recent statutory and rule changes that affect not just the license law but real estate law in general. In addition, the course discusses how to maintain your license and generally operate within the law on a daily basis.

 Thursday, August 15

 1:00 - 5:00 PM

 4 CE

 Passport: \$15  
Members: \$25  
Non-Members: \$40

 Cape Coral Ed Center

### Contract Addenda

Instructor: *Annette Haber, Esq.*

In this class you will learn about the various contract addenda currently used with the FR/BAR contract for sale and purchase. A discussion of the most important FAR forms outside of the contracts will also be included. You will also review listing agreements, deposit release forms, and the independent contractor agreement form between broker and salesperson. Don't miss this!

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Fort Myers, FL 33916



Cape Coral Ed Center  
918 SE 46th Ln  
Cape Coral, FL 33904

Tuesday, September 3

Noon - 2:00 PM

2 CE

Passport: Free

Members: \$10

Non-Members: \$15

Fort Myers Ed Center

### Be the Change- Fair Housing and You

Instructor: *Roy Cabalo*

The purpose of this class is to provide real estate professionals working in today's diverse real estate environment with the knowledge and information they need to understand the importance of fair housing laws and ensure they are responsibly practicing real estate in a nondiscriminatory fashion.

Thursday, September 5

9:00 AM - Noon

3 CE

Passport: \$15

Members: \$25

Non-Members: \$40

Fort Myers Ed Center

### Who Pays for that? Common Environment Issues

Instructor: *Jennifer Warner*

Buyers and Sellers of Commercial and Residential real estate are often conflicted over what constitutes an "environmental issue."

While this course will not make you an environmental specialist, it will help you learn how to identify potential environmental issues, which you can then convey to your customer/clients, so they may seek the counsel of an environmental professional.

Thursday, September 5

9:00 AM - 5:00 PM

3 CE

Passport: \$15

Members: \$25

Non-Members: \$40

Webinar

### Core Law - Minimize Legal Risk

Instructor: *Dan Lopez*

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Thursday, September 5

1:00 - 3:00 PM

2 CE

Passport: Free

Members: \$10

Non-Members: \$15

Fort Myers Ed Center

### Are You Grandfathered In a Guide to Zoning, Non Conforming Use and More?

Instructor: *Jennifer Warner*

Maybe you've heard the term before. Maybe you had a seller who said it applied to them. So what does being "grandfathered in" really mean? Together, let's explore how this affects our sellers when they choose to sell, how this will affect the buyers who purchased the property, and how we can protect ourselves from potential liability with disclosures and verifications. Let's look further into the statement: "But I'm grandfathered in".

September 9 - 10

9:00 AM - 5:00 PM

14 CE

Passport: \$59

Members: \$99

Non-Members: \$129

Fort Myers Ed Center

### 14-Hour CE Renewal Bundle

Instructor: *Caroline Boland*

Do you need to renew your license but don't have a lot of time? This course satisfies your 14-Hour requirement for license renewal. Courses cannot be taken separately, and you must attend all four sessions to fulfill the 14-hour requirement. Your hours will be promptly recorded with DBPR. Get your CE credits at RPCRA! **\* Both days cover the required 14 Hours for license renewal (3 Hours Core Law, 3 Hours Code of Ethics & 8 Hours Specialty)**  
**\*\* You must attend BOTH days to receive credit.**

Wednesday, September 11

9:00 AM - Noon

3 CE

Passport: \$15

Members: \$25

Non-Members: \$40

Webinar

### Online Real Estate Auctions

Instructor: *Hameed Siddiq*

Understand the ins and outs of online real estate auctions. Realtors® will be able to confidently present these properties to their homebuyers or investors. Learn how to set up Realtor® accounts with online real estate auction companies, understand how to identify the correct property type for your customers and understand how you can get and protect your commission.

Friday, September 13

9:00 AM - Noon

3 CE

Passport: \$15

Members: \$25

Non-Members: \$40

Fort Myers Ed Center

### Code of Ethics

Instructor: *Megan Eister*

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918 SE 46th Ln  
Cape Coral, FL 33904

Friday, September 13

9:30 AM - 12:30 AM

3 CE

Passport: \$15  
Members: \$25  
Non-Members: \$40

Webinar

### Core Law - Avoiding the Danger Zone

Instructor: *Manuela Hendrickson*

The Florida real estate industry continues to experience dramatic changes in the marketplace and in the regulatory realm. This course will discuss the recent changes in the laws as well as refresh your memory on some old standards that rarely change. It examines recent statutory and rule changes that affect not just the license law but real estate law in general. In addition, the course discusses how to maintain your license and generally operate within the law on a daily basis.

Tuesday, September 17

9:00 - 11:00 AM

2 CE

Passport: Free  
Members: Free  
Non-Members: \$10

Cape Coral Ed Center

### Contract Series Listing Agreement

Instructor: *Annette Haber, Esq.*

This session will assist you in getting comfortable with this vital contract, help you learn the steps to take to correctly complete it and gain confidence in doing so. We will also discuss resources from where you can reference owner and property information and how to utilize those resources to best represent the transaction for your customer.

Wednesday, September 18

9:00 AM - Noon

3 CE

Passport: \$15  
Members: \$25  
Non-Members: \$40

Fort Myers Ed Center

### Professional Success Transaction By Transaction

Instructor: *Valerie Barber*

We've all seen it, MLS listings with no pictures, no room sizes, and no comments. You have to wonder, is this licensee just listing the property or trying to sell it? Licensees showing properties can be just as guilty; not leaving a business card, or not following up with the listing agent on how the showing appointment went! For far too long, licensees have been compared to bottom feeders. Let's move up the food chain by using professional behavior in every transaction and with everyone we come in contact with during a transaction.

Wednesday, September 18

1:00 PM - 3:00 PM

2 CE

Passport: Free  
Members: \$10  
Non-Members: \$15

Fort Myers Ed Center

### Your Safety as A Realtor® Choosing the Right Self Defense Tool

Instructor: *Valerie Barber*

The mere nature of the real estate business puts agents at risk on a daily basis making Real Estate professionals a prime target for criminals. It may be time for you to develop your own Personal Safety Program. Take this course and learn ways to decide which self defense tool you should choose.

Wednesday, September 18

1:30 - 4:30 PM

No CE

Passport: Free  
Members: Free  
Non-Members: \$10

Cape Coral Ed Center

### Contract Series Session II

Instructor: *Annette Haber, Esq.*

Session II, III and IV are an intense compilation of line-by-line through explanation of the most current FR/BAR Standard purchase and Sale Contract form. After completion of instruction of the Standard purchase and Sale Contract, instruction transitions to demonstration of the distinction of the As-is Contract form deviations and participation to determine which for to use.

Thursday, September 19

9:00 - Noon

No CE

Passport: Free  
Members: Free  
Non-Members: \$10

Cape Coral Ed Center

### Contract Series Offer Part III

Instructor: *Annette Haber, Esq.*

Session II, III and IV are an intense compilation of line-by-line through explanation of the most current FR/BAR Standard purchase and Sale Contract form. After completion of instruction of the Standard purchase and Sale Contract, instruction transitions to demonstration of the distinction of the As-is Contract form deviations and participation to determine which for to use.

Friday, September 20

1:30 - 4:00 PM

No CE

Passport: Free  
Members: Free  
Non-Members: \$10

Cape Coral Ed Center

### Contract Series Offer Part IV

Instructor: *Annette Haber, Esq.*

Session II, III and IV are an intense compilation of line-by-line through explanation of the most current FR/BAR Standard purchase and Sale Contract form. After completion of instruction of the Standard purchase and Sale Contract, instruction transitions to demonstration of the distinction of the As-IS Contract form deviations and participation to determine which for to use.

# September 2024

## COURSE GUIDE

To register for courses, visit your dashboard at [www.dashboardmls.com](http://www.dashboardmls.com) (click "Education")



Fort Myers Ed Center  
4801 Center Pointe Dr  
Fort Myers, FL 33916



Cape Coral Ed Center  
918 SE 46th Ln  
Cape Coral, FL 33904

Monday, September 23

9:00 AM - 1:00 PM

No CE

Passport: \$  
Members: \$  
Non-Members: \$

Fort Myers Ed Center

### How Do We Navigate This Post-Settlement World

Instructor: *Cynthia DeLuca*

Navigating Post-Settlement Realities is designed to equip Realtors® with the essential strategies and knowledge in the post NAR lawsuit settlement. Participants will learn to articulate their value to transactions effectively, understand their legal and ethical responsibilities to buyers, and conduct productive buyer meetings. The course also covers the significance of establishing written customer service standards, explores the different methods of compensation options and protections post-settlement changes.

Tuesday, September 24

1:30 - 3:30 PM

No CE

Passport: Free  
Members: Free  
Non-Members: \$10

Cape Coral Ed Center

### Contract Series Timelines

Instructor: *Annette Haber, Esq.*

This final session concludes the series with hands on lecture and interactive exercise in learning how to prepare and customize a timeline form to manage a transaction from contract to closing.