

**Yakima Association of REALTORS®
2008 Continuing Education Schedule
All classes at YAR unless otherwise noted**

<u>Date</u>	<u>Class</u>	<u>Clock Hrs.</u>
4/10	Current Issues in WA Residential R.E. (CORE) – Pili Meyer. 8:30 – Noon. This is the mandatory curriculum required by the Department of Licensing to renew your real estate license.	3.5
4/10	Do You Mind If I Ask You A Question? – Pili Meyer. 1:00 – 5:00 p.m. A practical look at communication in real estate. From presentations to interviews, this class will provide you with useful tools to apply in every day situations. 5 Steps of Effective Listening and the 4 Learning Styles are the building blocks that will increase your effectiveness.	4.0
5/8	Manufactured & Modular Home. Kathy Powers, 8:30-5:00 p.m. This class is essential for anyone listing and selling Manufactured Housing! Guest instructors will be presenting a variety of great information and life experiences from Appraisal, Financing, Insuring and Compliance issues to availability and construction site prep. Great lineup of guest speakers! This class is also approved for home study, so missed time in class can be easily made up.	7.5
6/12	OSCAR: Outrageously Sloppy Contracts Agents “Right”, 8:30-Noon. Take a light-hearted, but serious, look at real life examples of drafting nightmares. This short-course on contracts covers common drafting errors and how to avoid them.	3.5
6/12	Statewide Forms Class 1:00-5:00 p.m. This class will prepare you to use forms competently to meet the needs of your clients in your residential transactions. This class provides the best opportunity for you to see and understand the forms in a transaction.	4.0
10/9	Pricing Residential Properties: An Appraiser’s Perspective 8:30 – 5:00 p.m. An opportunity to learn and understand the appraisal process, including sales comparisons, cost and income techniques. This class will equip real estate professionals to: <ul style="list-style-type: none"> • Think like the appraiser thinks • Recognize what the appraiser looks for • Avoid costly “appraisal surprises” just before closing • Prepare the homeowner for the appraisal process • Develop an effective marketing strategy in tougher markets • Understand the “concepts of value”, as they apply to residential property • Knowing when and how to “challenge” an appraisal This class is approved for continuing education credit for both Realtors (7.5 hours)and appraisers (7 hours).	7.5

More classes to come! We will let you know about additional classes as they are scheduled.

WA Realtors Classes in Yakima

Register online at www.warealtor.org/education or call 1-800-748-7053

6/17-18	Land 101-Fundamentals of Land Brokerage. Register through WA Realtors. 8:30 – 5:00 In this introduction to the specialty, students learn the basics of land brokerage, such as: the various types of land; the land brokerage process; the importance of the 1031 tax-deferred exchange and how to use it; how to determine market value; what property rights and restrictions are involved; subdivisions and assemblage. The environmental and regulatory issues that land brokers must know and be ready to deal with are also stressed. *This course is required to attain the ALC (Accredited Land Consultant) designation.	15.0
6/19-20	Transitional Land. Register through WA Realtors. 8:30 – 5:00 Land in transition is everywhere: agricultural land is being converted into recreational uses and urban brownfields into commercial and residential uses, just to name a few. This course helps land professionals analyze options and determine the optimum use of a property by learning about financial aspects; physical considerations; and governmental, legal and 3 economic factors that impact land in transition. Upon completion of the course, students will be able to package transitional land for sale and develop a plan that addresses market segmentation, seller counseling and property marketing.	15.0
7/9-11	ABR-Accredited Buyer Representative. Register through WA Realtors. 8:30 – 5:00. Hilton Garden Inn, Yakima	22.5
8/19-22	GRI 100-Graduate Realtor Institute. Register through WA Realtors. 8:30 – 5:00. Set yourself apart. GRI is the #1 N.A.R designation, earn the designation that makes a difference and increases your income. The curriculum is made up of 90 hours of coursework and includes specific information and issues important in your state. You can take the GRI 100, GRI 200 & GRI 300 in any order, but must complete the program within 5 years.	30.0

NEW!! Audio Education CDs!

Earn clock hours while driving in your car, sitting in your office, or relaxing at home. **3-4 clock hours**
Choose from these great CDs: Baby Boomers Bootcamp, World’s Greatest Sales Techniques, Best of the Legal Hotline, The Agent of Tomorrow, Making Sense of Buyer Agency Contracts, Practical Aphorisms for Avoiding Attorneys. Stop by the Yakima Association office to purchase these Audio Education CDs. All are approved for real estate clock hours.

USE THIS FORM TO REGISTER FOR YAR CLASSES ONLY.

FOR WASHINGTON REALTOR CLASSES,
REGISTER ONLINE AT WAREALTOR.ORG/EDUCATION
OR CALL 1-800-748-7053

Yakima Association of REALTORS®

REGISTRATION FORM FOR (CLASS NAME) _____
(Class Date & Name)

Your Name _____ Phone _____ FAX _____

Firm _____ Cell Phone: _____

Mailing Address: _____
City State Zip Code

***Class starts at 8:30 a.m., unless otherwise noted. Check-in begins ½ hour prior.
Attendees missing more than 15 minutes of class time may not earn clock hours.***

COST: Y.A.R. Members: 7.5 clock hours classes \$60 early, \$70 regular, \$85 at the door
½ day classes - \$40 early, \$50 regular, \$60 at the door

Non-Y.A.R. Members: 7.5 clock hour classes \$70 early, \$80 regular, \$95 at the door
½ day classes \$45 early, \$55 regular, \$65 at the door

Make checks payable to Y.A.R. Payments may be mailed to: 2707 River Rd. Yakima, WA 98902

To pay by credit card, please provide the following information: If you prefer, you may phone us with your credit card information 509-457-8191, or FAX us your registration 509-453-9716. VISA OR MASTERCARD ACCEPTED.

Credit Card Number: _____ Expiration Date: _____

Name as it appears on card: _____ 3-digit Code On Signature Panel _____
(Please print legibly)

CC Billing Address _____
Street Address City Zip Code

NOTE: PAYMENT MUST ACCOMPANY REGISTRATION. Mailed registrations must be postmarked by the early registration deadline to receive the "early bird" discount.

CANCELLATION POLICY: Full refund up to 9 days prior to class. 50% refund up to 12:00 noon on the day prior. W.A.R. reserves the right to make instructor substitutions without notification to registrants. Classes may be cancelled due to lack of participation. It is the student's responsibility to confirm Y.A.R. received your registration. **MAKE CHECKS PAYABLE TO Y.A.R.**