RPCRA 2026 EDUCATION COURSE GUIDE

Never Stop Learning

Q4: October - December



SUMMERLIN COMMONS EDUCATION CENTER

5265 Summerlin Commons Blvd
Fort Myers, FL 33907

REGISTER TODAY

Scan the QR code, or visit:
www.dashboardmls.com
(click "Education")

GET THE MOST FROM YOUR MEMBERSHIP

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.

EDUCATION PASSPORT

The Real Estate Advanced Learning Passport is one of the most convenient services and best values offered to Members. For an annual fee of $50, Members can take required Core Law and NAR Ethics classes, CE and Non-CE classes, Specialty Programs and informational seminars for FREE or at a reduced rate.

IF YOU SEE THE NEED, TAKE THE LEAD

Your Association needs YOU: Be a leader and volunteer to become an
EDUCATION AMBASSADOR

Email education@rpcra.org for more

October 2026

COURSE GUIDE

To register for courses, visit your dashboard at www.dashboardmls.com (click "Education")

5265 Summerlin Commons Blvd
Fort Myers, FL 33907

Thursday, October 1
11:00 AM to 3:00 PM
0 CE
$ Passport: Free
Members: Free
Non-Members: $10
Summerlin Ed. Center

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

Instructor: *Annette Haber*

Per your request, during this interactive session 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.

Friday, October 2
12:00 PM to 1:00 PM
0 CE
$ Passport: Free
Members: Free
Non-Members: $10
Summerlin Ed. Center

Lunch and Learn: - New Construction 101 for Real Estate Agents

Instructor: *Michael Bone*

Join us for a Lunch & Learn: Ask the Experts with Michael Bone from Christopher Alan Homes. Learn how new construction homes are built in Southwest Florida, from permits through completion, and gain the knowledge and confidence to answer buyer questions, guide clients through the process, and build trust with buyers and builders. Lunch will be included!

Monday, October 5
12:00 PM to 4:00 PM
0 CE
$ Passport: Free
Members: Free
Non-Members: $25
Summerlin Ed. Center

Contract Addenda

Instructor: *Annette Haber*

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!

Tuesday, October 6 &
Wednesday, October 7
8:00 AM to 5:00 PM
$ Passport: $69
Members: $109
Non-Members: $149
Summerlin Ed. Center

GRI 301: It's More Than Just Sales!

Instructor: *Brian Woods*

The GRI designation helps real estate professionals build their skills, attract new business, and stand out as trusted experts. Through in-depth training in legal and regulatory issues, technology, professional standards, and sales, the GRI demonstrates a commitment to professional excellence.

Thursday, October 8
9:00 AM to 12:00 PM
3 CE
$ Passport: Free
Members: Free
Non-Members: $40
Summerlin Ed. Center

Core Law - Minimize Legal Risk

Instructor: *John Ledley*

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, October 8
1:00 PM to 4:00 PM
2 CE
$ Passport: Free
Members: Free
Non-Members: $15
Summerlin Ed. Center

Be the Change- Fair Housing and You

Instructor: *John Ledley*

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.

This class covers the NAR fair housing requirement.

Thursday, October 8
1:00 PM to 4:00 PM
3 CE
$ Passport: Free
Members: Free
Non-Members: $40
Webinar

Duty Calls: Navigating Florida's Brokerage Relationships with Confidence

Instructor: *Cynthia Deluca*

Master Florida's brokerage relationship laws through real-world scenarios and practical applications. Learn the key differences between relationship types, understand your obligations, and gain actionable strategies to protect your clients and build a compliant, successful practice.

RPCRA
ROYAL PALM COAST REALTOR® ASSOCIATION

October 2026

COURSE GUIDE

5265 Summerlin Commons Blvd
Fort Myers, FL 33907

To register for courses, visit your dashboard at www.dashboardmls.com (click "Education")

Monday, October 12 & Tuesday, October 13
8:00 AM to 5:00 PM
Passport: $69
Members: $109
Non-Members: $149
Summerlin Ed. Center

GRI 302: Thinking Outside the Box!

Instructor: *Caroline Boland*

The GRI designation helps real estate professionals strengthen their skills, attract new business, and stand out as trusted experts. Through in-depth training in legal and regulatory issues, technology, professional standards, and the sales process, the GRI demonstrates a commitment to professional excellence and providing the highest level of service to clients.

Friday, October 16
12:00 PM to 1:00 PM
0 CE
Passport: Free
Members: Free
Non-Members: Free
Summerlin Ed. Center

Lunch and Learn : Unlock More Opportunities for your Buyers

Instructor: *Elizabeth Kent*

Expand your knowledge and better serve today's diverse homebuyers with this informative Lunch & Learn focused on Foreign National Financing and Down Payment Assistance. Learn about financing options for international buyers, available grants and assistance programs, eligibility requirements, and strategies to help buyers overcome common barriers to homeownership. Walk away with practical insights you can immediately apply to your business and the confidence to help more clients achieve their homeownership goals.

Tuesday, October 20
9:00 AM to 12:00 PM
3 CE
Passport: Free
Members: Free
Non-Members: $40
Summerlin Ed. Center

Code of Ethics

Instructor: *Megan Eister*

This course explores the difference between real estate law and REALTOR® ethics. Learn how Chapter 475 governs relationships with consumers, while the REALTOR® Code of Ethics sets higher standards for professional conduct and interactions with fellow licensees. Gain practical insight into handling the legal, moral, and ethical challenges faced in everyday real estate practice.

Wednesday, October 21
9:00 AM to 12:00 PM
0 CE
Passport: Free
Members: Free
Non-Members: $25
Webinar

Scams, Fraud & Predatory Lending

Instructor: *Patricia Sherman*

Learn how to recognize and prevent predatory lending, scams, and fraud that can financially and emotionally impact your clients. This course will help Realtors understand how these schemes work, identify potential red flags, and provide practical guidance to protect their clients and avoid serious consequences.

Thursday, October 22
9:00 AM to 11:00 AM
2 CE
Passport: Free
Members: Free
Non-Members: $10
Webinar

Doing Good Deeds: How to Take Title to Residential and Commercial Real Estate in Florida

Instructor: *Ned Hale*

Learn how different ways of taking title to Florida real estate can impact homestead, estate planning, asset protection, privacy, and taxes. In this 2 CE hour Zoom class, board-certified real estate attorney Ned Hale will explain the pros and cons of common title options, including joint tenancy, tenancy by the entirety, trusts, LLCs, and more, helping you better guide your customers through the process.

Tuesday, October 27
9:00 AM to 1:00 PM
4 CE
Passport: Free
Members: Free
Non-Members: $40
Summerlin Ed. Center

Overview of Lending Policy and Practices

Instructor: *Dawn Pemberton*

Ever wondered why lenders do the things they do? This Mortgage 101 course gives Realtors a practical look at lending policies and practices from start to finish. Learn how lending decisions impact buyers, understand the mortgage process, and gain valuable knowledge to better guide your clients through closing.

November 2026

COURSE GUIDE

To register for courses, visit your dashboard at www.dashboardmls.com (click "Education")

5265 Summerlin Commons Blvd
Fort Myers, FL 33907

Monday, November 2
9:00 AM to 5:00 PM
6 CE
$ Passport: $59
Members: $99
Non-Members: $129
Summerlin Ed. Center

At Home with Diversity

Instructor: *Brian Woods*

At Home with Diversity® (AHWD) is a NAR certification program designed to help REALTORS® succeed in today's increasingly diverse real estate market. Learn how cultural diversity impacts the industry, build trust with clients from all backgrounds, understand fair housing considerations, and develop strategies to effectively serve a multicultural clientele while minimizing risk.

Tuesday, November 3
9:00 AM to 12:00 PM
3 CE
$ Passport: Free
Members: Free
Non-Members: $40
Webinar

Code of Ethics

Instructor: *Valerie Barber*

This course explores the difference between real estate law and REALTOR® ethics. Learn how Chapter 475 governs relationships with consumers, while the REALTOR® Code of Ethics sets higher standards for professional conduct and interactions with fellow licensees. Gain practical insight into handling the legal, moral, and ethical challenges faced in everyday real estate practice.

Tuesday, November 3
9:00 AM to 11:00 PM
0 CE
$ Passport: Free
Members: Free
Non-Members: $10
Summerlin Ed. Center

Contract Series Session I - Listing Agreements

Instructor: *Annette Haber*

Join us for a detailed discussion of the Listing Agreement. 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.

Tuesday, November 3
1:00 PM to 4:00 PM
3 CE
$ Passport: Free
Members: Free
Non-Members: $15
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.

Wednesday, November 4
1:30 PM to 4:30 PM
0 CE
$ Passport: Free
Members: Free
Non-Members: $10
Summerlin Ed. Center

Contract Series Session II

Instructor: *Annette Haber*

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, November 5
9:00 AM to 12:00 PM
0 CE
$ Passport: Free
Members: Free
Non-Members: $10
Summerlin Ed. Center

Contract Series Offer Session III

Instructor: *Annette Haber*

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, November 5
10:00 AM to 12:00 PM
2 CE
$ Passport: Free
Members: Free
Non-Members: $10
Webinar

Real Estate Prospecting, Farming, and Marketing with RPR

Instructor: *Howard Klahr*

Prospecting, farming, and marketing are key to the success of your business. RPR offers incredible resources to help you be more effective so you can branch out to the best of your ability! In this course you will learn how to target potential sellers, market your sphere of influence, and utilize social media for powerful results.

RPCRA
ROYAL PALM COAST REALTOR® ASSOCIATION

November 2026

COURSE GUIDE

To register for courses, visit your dashboard at www.dashboardmls.com (click "Education")

5265 Summerlin Commons Blvd
Fort Myers, FL 33907

Thursday, November 5
1:00 PM to 4:00 PM
2 CE
$ Passport: Free
Members: Free
Non-Members: $15
Summerlin Ed. Center

Through the Looking Glass- A Guide to Future Land Use

Instructor: *Howard Klahr*

Have you ever had a customer ask, "What will happen to that vacant land?"
Understanding how future land use decisions are made can set you apart as a Realtor who is both a local market expert and effectively engaged in the local community. This course explores several tools that govern both current and future land user and how these will affect buyers and sellers.

Friday, November 6
1:30 PM to 4:30 PM
0 CE
$ Passport: Free
Members: Free
Non-Members: $10
Summerlin Ed. Center

Contract Series Offer Session IV

Instructor: *Annette Haber*

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.

Tuesday, November 10
1:30 PM to 4:00 PM
0 CE
$ Passport: Free
Members: Free
Non-Members: $10
Summerlin Ed. Center

Contract Series Timelines Part V

Instructor: *Annette Haber*

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.

Wednesday, November 11
9:00 AM to 12:00 PM
3 CE
$ Passport: Free
Members: Free
Non-Members: $25
Webinar

Confidently Challenge an Appraisal

Instructor: *Kim Bell*

Whether you are prepping for an appraisal appointment, or have it back and the value came in lower than contract, you should be ready to show support of the contract amount. Be proactive and learn an effective method of requesting a Reconsideration of Value by proving that the contract is fully supported by closed, historical, factual data from the subject marketplace. Learn to think like an appraiser, and increase your chances of success when submitting a Reconsideration of Value, or effectively challenging an appraisal.

Thursday, November 12
9:00 AM to 5:00 PM
7 CE
$ Passport: $39
Members: $89
Non-Members: $109
Summerlin Ed. Center

Short Sales and Foreclosures Resources (SFR)

Instructor: *Cynthia DeLuca*

NAR's Short Sales and Foreclosure Certification helps real estate professionals navigate distressed property transactions from both the buyer and seller perspectives. Learn how to assist distressed sellers, qualify and prepare short sales, identify buyer opportunities, protect clients, and safeguard your commission.

Friday, November 13
9:30 AM to 12:30 PM
3 CE
$ Passport: Free
Members: Free
Non-Members: $40
Webinar

Building Your Business with Social Media

Instructor: *Ivan Hernandez*

Discover how Instagram, TikTok, and YouTube can help you grow your real estate business and strengthen your local presence. Learn how to target your audience, create engaging content, and use platform analytics to measure and improve your success.

Monday, November 16 &
Tuesday, Novmeber 17
9:00 AM to 5:00 PM
0 CE
$ Passport: $15
Members: $25
Non-Members: $40
Summerlin Ed. Center

Agent Road Map to Success

Instructor: *TBD*

Build a strong foundation for your real estate career with this two-day training designed for new and growing agents. Learn essential skills in business organization, finances, MLS, prospecting, branding, marketing, working with clients, and risk awareness while gaining practical strategies to grow your business. Networking opportunities and insights from experienced professionals will help you build the knowledge and confidence to move your career forward. Lunch will be provided.

RPCRA
ROYAL PALM COAST REALTOR® ASSOCIATION

November 2026

COURSE GUIDE

5265 Summerlin Commons Blvd
Fort Myers, FL 33907

To register for courses, visit your dashboard at www.dashboardmls.com (click "Education")

Wednesday, November 18
9:00 AM to 12:00 PM
3 CE
$ Passport: Free
Members: Free
Non-Members: $40
Summerlin Ed. Center

Core Law - Minimize Legal Risk

Instructor: *Mark Batchelor*

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.

Wednesday, Novmeber 18
10:00 AM to 12:00 PM
2 CE
$ Passport: Free
Members: Free
Non-Members: $10
Webinar

From Boomer to Zoomer: Navigating Generational Differences in Real Estate

Instructor: *Neil Bridgers*

Understanding generational differences is essential for building strong client relationships and successful teams. This interactive course explores the characteristics, values, and communication styles of generations from Baby Boomers to Generation Z. Learn practical strategies to bridge generational gaps, improve communication, build trust, and better serve clients and colleagues in today's multigenerational real estate industry.

Wednesday, November 18
12:30 PM to 4:30 PM
4 CE
$ Passport: Free
Members: Free
Non-Members: $40
Summerlin Ed. Center

Residential Community Associations: Issues, Impact and Relevance

Instructor: *Mark Batchelor*

Community associations are a significant slice of the housing market in this state. And yet, many people have very little knowledge about community associations, even if they intend to purchase property in a community association. Take this course and receive an overview of some important topics related to Residential Community Associations.

RPCRA
ROYAL PALM COAST REALTOR® ASSOCIATION

December 2026

COURSE GUIDE

To register for courses, visit your dashboard at www.dashboardmls.com (click "Education")

5265 Summerlin Commons Blvd
Fort Myers, FL 33907

Wednesday, December 2
9:00 AM to 11:00 PM
2 CE
$ Passport: Free
Members: Free
Non-Members: $15
Summerlin Ed. Center

Be the Change- Fair Housing and You

Instructor: *Amy Reinholdt*

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.

This class covers the NAR fair housing requirement.

Wednesday, December 2
10:00 AM to 12:00 PM
2 CE
$ Passport: Free
Members: Free
Non-Members: $15
Webinar

Conquering Social Media And AI

Instructor: *Todd Colthorp*

Unlock the keys to online success with this high-energy class covering the latest digital marketing strategies for real estate professionals. Learn how to use ChatGPT and other AI platforms, master social media best practices, create effective Stories and Reels, leverage Facebook advertising, and improve your SEO and blogging skills.

Thursday, December 3
11:00 AM to 3:00 PM
0 CE
$ Passport: Free
Members: Free
Non-Members: $10
Summerlin Ed. Center

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

Instructor: *Annette Haber*

Per your request, during this interactive session 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 (included).

Thursday, December 3
1:00 PM to 3:00 PM
2 CE
$ Passport: Free
Members: Free
Non-Members: $15
Summerlin Ed. Center

Your Safety as A Realtor- Choosing the Right Self Defense Tool

Instructor: *TBD*

Real estate professionals face unique safety risks every day, making personal safety an essential part of the business. This course will help you develop a personal safety plan, recognize potential risks, and learn how to choose appropriate self-defense tools for your needs.

Tuesday, December 8
10:00 AM to 12:00 PM
2 CE
$ Passport: Free
Members: Free
Non-Members: $15
Summerlin Ed. Center

FR/BAR As-Is Contract in 2 Hours

Instructor: *Annette Haber*

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. Ned, whose teaching motto is, "if a student is bored in a class, then that's the instructor's fault, not the student's," will make sure you are not bored.

Tuesday, December 8
1:00 PM to 4:00 PM
3 CE
$ Passport: Free
Members: Free
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, December 10
9:00 AM to 12:00 PM
3 CE
$ Passport: Free
Members: Free
Non-Members: $40
Webinar

Code of Ethics

Instructor: *Valerie Barber*

This course explores the difference between real estate law and REALTOR® ethics. Learn how Chapter 475 governs relationships with consumers, while the REALTOR® Code of Ethics sets higher standards for professional conduct and interactions with fellow licensees. Gain practical insight into handling the legal, moral, and ethical challenges faced in everyday real estate practice.

RPCRA
ROYAL PALM COAST REALTOR® ASSOCIATION

December 2026

COURSE GUIDE

5265 Summerlin Commons Blvd
Fort Myers, FL 33907

To register for courses, visit your dashboard at www.dashboardmls.com (click "Education")

Thursday, December 10
10:00 AM to 12:00 PM
3 CE
$ Passport: Free
Members: Free
Non-Members: $25
Summerlin Ed. Center

Conflict Resolution for Realtors

Instructor: *Leanne Powell*

Learn practical strategies for managing and resolving conflict in the workplace. This course will help Realtors® improve communication, navigate disagreements, strengthen relationships with clients and coworkers, and find mutually acceptable solutions in the people-centered world of real estate.

Tuesday, December 15
10:00 AM to 12:00 PM
2 CE
$ Passport: Free
Members: Free
Non-Members: $15
Webinar

ACE Business Building & Time Management: How to Plan, Manage & Advertise a Strong Real Estate Business

Instructor: *Josh Cadillac*

Build a stronger real estate business with practical strategies for time management, goal setting, accountability, advertising, and staying motivated. Learn how to create effective systems and work more efficiently for long-term success.

Thursday, December 17
10:00 AM to 12:00 PM
2 CE
$ Passport: Free
Members: Free
Non-Members: $15
Webinar

A Real Estate Pro's Guide to Possible Roadblocks

Instructor: *Kristi Nowrouti*

In this class you will learn on the ability to anticipate possible roadblocks and create solutions to avoid pitfalls during the purchase and financing process.

Thursday, December 17
12:00 PM to 4:00 PM
0 CE
$ Passport: Free
Members: Free
Non-Members: $25
Summerlin Ed. Center

Contract Addenda

Instructor: *Annette Haber*

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!