

RPCRA 2026 EDUCATION COURSE GUIDE

Never Stop Learning

Q1: January - April



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.



RPCRA
ROYAL PALM COAST REALTOR ASSOCIATION



SUNRISE EDUCATION CENTER

12381 S. Cleveland Ave.
Suite 500
Fort Myers, FL 33907



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IF YOU SEE THE NEED, TAKE THE LEAD

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

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2026

COURSE GUIDE

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Sunrise Office Center
12381 S. Cleveland Ave
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Important Notes for 2026

Classes will be available in-person, as well as online when applicable, to accommodate your busy schedules. Stay tuned for registration details and a course schedule!

Fee Updates

To maintain the high-quality services and resources you've come to expect from RPCRA, the Board has approved the following fees for 2026:

- **No Show Fee** - *Given class size and individuals who register and then fail to attend with no advance notice, a "No-Show" fee of \$50 will be assessed to any member or registrant who fails to cancel their registration the day prior to the class by 5:00 pm. This fee will be added to your MLS Dashboard and will be required to be paid immediately.*
- **Education Passport Fee** - *The Education Passport will continue to be offered with pricing to remain at 2025 rates - \$50 for the full year (January - December) and \$25 for a half year (July - December.) The value of this program is reduced pricing from our already low member rates for certification, designation, and specialty course offerings. To purchase your 2026 Education Passport, go to your MLS Dashboard, click the "**Education**" icon, then select the "**Subscription**" option at the top banner. From there you can choose full year Passport and begin saving money!*

We are committed to transparency and balancing operational costs while continuing to deliver value to our members.

What This Means for You

With these updates, you'll enjoy greater opportunities for professional development and growth and enhanced resources that empower you to succeed in the dynamic real estate market.

Our educational staff members are available to answer any questions you may have. Feel free to contact them at education@rpcra.com or call **239.936.3537** and ask for **Judith or Erica**.

Thank you for your continued support and dedication to excellence in real estate. We look forward to a productive and rewarding 2026!

January 2026

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Thursday, January 8

10:00 AM to 12:00 PM

2 CE

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

Sunrise Ed Center

Sweet Home Florida: Homestead Exemption

Instructor: *Hale, Ned*

Florida is known for more than sunshine and beaches, it is known for building homes. One of the biggest advantages for homeowners is Florida's powerful homestead law. In this first of its kind seminar, Board Certified Real Estate Attorney Ned Hale breaks down everything you need to know, from initial qualification and Save Our Homes to portability and creditor protection. Learn why Florida is considered a debtor friendly state and why, here, your home truly is your castle. The better your customers understand homestead benefits, the more confident they will feel buying a home.

Thursday, January 8

1:00 PM to 3:00 PM

2 CE

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

Sunrise Ed Center

Be the Change- Fair Housing and You

Instructor: *Boland, Caroline*

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, January 15

9:00 AM to 12:00 PM

3 CE

Passport: Free
Members: Free
Non-Members: \$40

Sunrise Ed Center

Code of Ethics

Instructor: *Eister, Megan*

This course takes a fresh look at REALTOR ethics by first reviewing Chapter 475 standards of conduct and examining the difference between law and ethics. Real estate professionals face legal and moral challenges every day and must navigate both with care. While Chapter 475 and FAC 61J2 outline responsibilities to consumers, the REALTOR Code of Ethics sets an even higher standard, especially in dealings with other licensees. This class breaks down how those legal and ethical expectations work together in real-world practice.

Thursday, January 15

1:00 PM to 4:00 PM

3 CE

Passport: Free
Members: Free
Non-Members: \$40

Sunrise Ed Center

Core Law - Avoiding the Danger Zone

Instructor: *Sal Di Stefano*

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, January 20

9:00 AM to 11:00 AM

0 CE

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

Sunrise Ed Center

Contract Series Session I - Listing Agreements

Instructor: *Haber, Annette*

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!

Wednesday, January 21

1:30 PM to 4:30 PM

0 CE

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

Sunrise Ed Center

Contract Series Session II

Instructor: *Haber, Annette*

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, January 22

9:00 AM to 12:00 PM

0 CE

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

Sunrise Ed Center

Contract Series Offer Session III

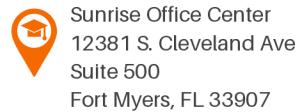
Instructor: *Haber, Annette*

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.

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Friday, January 23

1:30 PM to 4:00 PM

0 CE

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

Sunrise Ed Center

Contract Series Offer Session IV

Instructor: *Haber, Annette*

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, January 27

1:30 PM to 3:30 PM

0 CE

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

Sunrise Ed Center

Contract Series Timelines Part V

Instructor: *Haber, Annette*

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, January 28

Building Your Business with Social Media

Instructor: *Keck, Krystal*

While many licensees are familiar with Facebook and Twitter for low or no cost social media marketing, you may not be as familiar with three of the most popular and fastest growing social media platforms- TikTok, and Youtube. These apps can pay huge dividends by raising your profile in your local market.

Sunrise Ed Center

Thursday, January 29

Analyzing Commercial Investment Property

Instructor: *Pelayo, Joe*

This entry level course on analyzing commercial investment property will help you define your clients motivation to generate wealth by investing in real estate. Many of the techniques learned in this course are applicable to your own desire to hedge against inflation, have positive cash flow and build your personal estate for future generations.

Sunrise Ed Center

Thursday, January 29

Commercial Leases

Instructor: *Pelayo, Joe*

Adding commercial real estate to your skillset is an excellent way to grow your business. Before you can truly add commercial real estate to your resume, you need to know the "ins and outs" of commercial leasing! This course will help aspiring commercial realtors foundational knowledge and guidance when choosing to tackle a new field. Additionally, this course is an excellent review for agents specializing in commercial transactions. This course will provide you with the necessary skills to truly excel in the commercial real estate market!

February 2026

COURSE GUIDE

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Tuesday, February 3 & Wednesday, February 4	Accredited Buyer's Representative (ABR) Instructors: <i>Lopez, Dan</i> This two-day course is the first step toward becoming an ABR designee. You'll learn methods, tools and techniques to provide the support and services that buyers want. Course Goals: Understand and demonstrate your value to today's buyer. Acquire the skills and resources to succeed as a buyer's agent in a dynamic real estate market. Help buyers find the right property at the right terms and price in both buyer's and seller's market.
9:00 AM - 5:00 PM	
8 CE	
Passport: \$39 Members: \$89	
Sunrise Ed Center	
Thursday, February 5	Time to Practice and Play- FR/BAR As-Is Contract Form
11:00 AM to 3:00 PM	Instructor: <i>Haber, Annette</i> 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.
0 CE	
Passport: Free Members: Free Non-Members: \$10	
Sunrise Ed Center	
Friday, February 6	Clarifying Service Animals
9:30 AM to 12:30 PM	Instructor: <i>TBD</i> Have you ever been in the situation where tenants are looking to rent a house with a no pet policy, or you have a buyer looking to purchase a condo in an association with a no pet policy, or maybe you had a short-term tenant bring their animal on vacation where no pets are allowed? If you haven't chances are you will! Take this course and learn how to handle situations like this or similar, appropriately and keep yourself out of trouble.
3 CE	
Passport: Free Members: Free Non-Members: \$40	
Webinar	
Tuesday, February 10	Code of Ethics
9:00 AM to 12:00 PM	Instructor: <i>Ledley, John</i> This course takes a fresh look at REALTOR ethics by first reviewing Chapter 475 standards of conduct and examining the difference between law and ethics. Real estate professionals face legal and moral challenges every day and must navigate both with care. While Chapter 475 and FAC 61J2 outline responsibilities to consumers, the REALTOR Code of Ethics sets an even higher standard, especially in dealings with other licensees. This class breaks down how those legal and ethical expectations work together in real-world practice.
3 CE	
Passport: Free Members: Free Non-Members: \$40	
Sunrise Ed Center	
Tuesday, February 10	Core Law - Minimize Legal Risk
1:00 PM to 4:00 PM	Instructor: <i>Ledley, John</i> 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.
3 CE	
Passport: Free Members: Free Non-Members: \$40	
Sunrise Ed Center	
Wednesday, February 11	Vacant Land Contracts: Handling the Real Estate Transaction
9:00 AM to 12:00 PM	Instructor: <i>Khan, Nishad</i> This course will discuss the nuances of buying or selling vacant land. We will touch on the differences between vacant land and other real property and discuss how to prepare a vacant land contract. The class will go into due diligence, construction and other issues related to vacant land property. Whether you are interested in learning about new residential construction or multi-family/commercial construction, this class will teach you all you need to know about vacant land properties.
3 CE	
Passport: Free Members: Free Non-Members: \$40	
Webinar	
Thursday, February 12	Mastering Buyer Brokerage
9:00 AM to 1:00 PM	Instructor: <i>Sal Di Stefano</i> Unlock the secrets to becoming a true advocate for your buyer clients with our comprehensive "Mastering Buyer Brokerage" course. Designed to elevate your expertise and position you as an indispensable partner, this course delves into the art of effectively communicating your value proposition, ensuring your clients understand the depth of your commitment to their best interests.
4 CE	
Passport: Free Members: Free Non-Members: \$40	
Sunrise Ed Center	

February 2026

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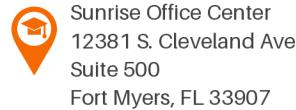
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Tuesday, February 17	Build Listing Inventory with RPR (Commercial)
10:00 AM to 12:00 PM	Instructor: <i>Siddiq, Hameed</i>
3 CE	Looking to build your listing inventory? Many Realtors are using RPR as a great resource for prospecting.
Passport: Free	Join us for this class where you will learn effective ways to leverage RPR to target potential sellers and
Members: Free	build commercial inventory.
Non-Members: \$40	
Webinar	
Tuesday, February 17	Contract Addenda
1:00 PM to 5:00 PM	Instructor: <i>Haber, Annette</i>
0 CE	In this class you will learn about the various contract addenda currently used with the FR/BAR contract
Passport: Free	for sale and purchase. A discussion of the most important FAR forms outside of the contracts will also be
Members: Free	included. You will also review listing agreements, deposit release forms, and the independent contractor
Non-Members: \$10	agreement form between broker and salesperson. Don't miss this!
Sunrise Ed Center	
Wednesday, February 18 & February 19	GRI 101 Professionalism & Law
8:00 AM to 5:00 PM	Instructor: <i>Mejia, Gonzalo</i>
Passport: \$49	In GRI 101 Realtors® will learn just what sets them apart from real estate licensees. Professional Standards
Members: \$89	will guide you through the National Association of Realtors® Code of Ethics, and the expectations and
Sunrise Ed Center	requirements of the Florida Real Estate Commission. GRI 101 is a 15 hour course with a 1.5 hour exam
	approved for 8 hours of CE Specialty Credit+ 3 hours of Core Law credit+ 3 hours of Ethics. OR 15 hours of
	Sales Associate Post Licensing Credit per module.
Tuesday, February 24	Gold Key Certification Course
8:00 AM to 5:00 PM	Instructor: <i>Zola Szerencses</i>
8 CE	The mere nature of the real estate business puts agents at risk on a daily basis making Real Estate
Passport: \$39	professionals a prime target for criminals. It may be time for you to develop your own Personal Safety
Members: \$89	Program. Take this course and learn ways to decide which self defense tool you should choose.
Sunrise Ed Center	
Wednesday, February 25 & Thursday, February 26	GRI 102 Starting Your Business
8:00 AM to 5:00 PM	Instructor: <i>Boland, Caroline</i>
Passport: \$49	Real estate contracts are the most used, yet most misunderstood documents in the profession. But in GRI
Members: \$89	102, Contacts to Contracts will provide you with the key to understanding the fundamentals of contract
Sunrise Ed Center	law, including the process of offer, counteroffer, and acceptance.
	GRI 102 Module is a 15 hour course with a 1.5 hour exam approved for 8 hours of CE specialty credit OR
	15 hours of Sales Associate Post Licensing Credit per module.

March 2026

COURSE GUIDE

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



Tuesday, March 3
 9:00 AM to 12:00 PM
 3 CE
 Passport: Free
Members: Free
Non-Members: \$40
 Sunrise Ed Center

Code of Ethics

Instructor: *Elster, Megan*

This course takes a fresh look at REALTOR ethics by first reviewing Chapter 475 standards of conduct and examining the difference between law and ethics. Real estate professionals face legal and moral challenges every day and must navigate both with care. While Chapter 475 and FAC 61J2 outline responsibilities to consumers, the REALTOR Code of Ethics sets an even higher standard, especially in dealings with other licensees. This class breaks down how those legal and ethical expectations work together in real-world practice.

Tuesday, March 3
 1:00 PM to 4:00 PM
 3 CE
 Passport: Free
Members: Free
Non-Members: \$40
 Sunrise Ed Center

Core Law - Avoiding the Danger Zone

Instructor: *Sal Di Stefano*

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, March 4 & Thursday, March 5
 8:00 AM to 5:00 PM
 Passport: \$49
Members: \$89
 Sunrise Ed Center

GRI 103 Maximizing Your Profit

Instructor: *Manuela Hendrickson*

After completing this course, your customers and your community will view you as a highly respected professional and as someone they can call upon for all of their real estate needs. This course will equip you with the tools and knowledge for establishing relationship with fellow REALTORS®, affiliated business partners, and customers that will last a lifetime. Professionalism and quality services are the key to success in the real estate industry, so be sure to attend and add this CERTIFICATION to the top of your achievement.

Wednesday, March 4
 9:00 AM to 12:00 PM
 0 CE
 Passport: Free
Members: Free
Non-Members: \$10
 Webinar

Complete Credit & Credit Repair Guide

Instructor: *Simon, Grant*

Credit scores can have a significant impact on your consumer's financial life. Lenders rely on scores extensively in decision making, including the initial decisions of whether to lend and what loan terms to offer, for most types of credit, including mortgages. This program provides the real estate professional with a deeper understanding of Credit, Credit Scores and the new loan price adjustment. You'll learn what steps your customers need to take in order to achieve better credit, or repair existing bad credit.

Monday, March 9 & Tuesday, March 10
 9:00 AM to 5:00 PM
 14 CE
 Passport: \$39
Members: \$89
 Sunrise 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 will satisfy your 14-Hour requirement for license renewal. Courses cannot be taken separately, and you must attend all four sessions to full the 14-hour requirement. Your hours will be promptly recorded with DBPR. Renew Your License

Thursday, March 12
 10:00 AM to 12:00 PM
 2 CE
 Passport: Free
Members: Free
Non-Members: \$10
 Sunrise Ed Center

Six Layered Strategy for Effective Social Media Content

Instructor: *Krystal Keck*

According to the Bureau of Labor and Statistics, Health Care, followed by Technology are the industries that are currently propelling America's economy. What does that mean to you? It means the impact of the tech industry has affected nearly every sector of our lives. This includes the way you communicate with customers about your business. Your communication needs to be current and readily available 24 hours a day, 7 days a week. In the day, your target audience was the homeowners living in your farm area. Not any more.. You can reach the masses globally and now the entire globe opens up to you!

Friday, March 13
 10:00 AM to 12:00 PM
 2 CE
 Passport: Free
Members: Free
Non-Members: \$10
 Sunrise Ed Center

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

Instructor: *Hale, Ned*

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.

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- Tuesday, March 17
- 9:00 AM to 11:00 AM
- 0 CE
- Passport: Free
Members: Free
Non-Members: \$10
- Sunrise Ed Center

Contract Series Session I - Listing Agreements

Instructor: *Annette Haber, Esq.*

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.

- Wednesday, March 18
- 1:30 PM to 4:00 PM
- 0 CE
- Passport: Free
Members: Free
Non-Members: \$10
- Sunrise 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, March 19
- 9:00 AM to 12:00 PM
- 0 CE
- Passport: Free
Members: Free
Non-Members: \$10
- Sunrise Ed Center

Contract Series Offer Session 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, March 20
- 1:30 PM to 4:00 PM
- 0 CE
- Passport: Free
Members: Free
Non-Members: \$10
- Sunrise Ed Center

Contract Series Offer Session 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.

- Tuesday, March 24
- 1:30 PM to 3:30 PM
- 0 CE
- Passport: Free
Members: Free
Non-Members: \$10
- Sunrise Ed Center

Contract Series Timelines Part V

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.

- Thursday, March 26 &
Friday, March 27
- 9:00 AM to 5:00 PM
- Passport: \$25
Members: \$50
Non-Members: \$100
- Sunrise Ed Center

ACE IT- Ft Myers Beach, Pine Island, Sanibel & Captiva

Instructor: *Multiple*