



RPCRA 2024 EDUCATION COURSE GUIDE

Q4 OCTOBER – DECEMBER

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:



Sunrise Office Center
12381 S. Cleveland Ave
Suites 500 & 502
Fort Myers, FL 33907



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

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

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October 2024

COURSE GUIDE

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Fort Myers, FL 33907



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

Tuesday, October 1
 9:00 AM - Noon
 3 CE
 Passport: \$15
Members: \$25
Non-Members: \$40
 Sunrise Ed Center

Core Law - Minimize Legal Risk

Instructor: *Ned Hale*

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, October 1
 9:00 AM - Noon
 3 CE
 Passport: \$15
Members: \$25
Non-Members: \$40
 Webinar

Meeting the Needs of Challenging Clients

Instructor: *Beverly Pindling*

So how does a Realtor® dissolve conflict or personality clashes when doing business? How do they know if they may be perceived as challenging and stubborn? This course will help Realtors® diffuse conflict, engage in active listening, and produce solutions for their client without becoming mired down in conflict and misunderstanding. The lessons will provide professional and effective means for learning how to work with wide-ranging personality types and dispositions.

Tuesday, October 1
 9:00 AM - Noon
 3 CE
 Passport: \$15
Members: \$25
Non-Members: \$40
 Cape Coral 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. Moreover, Chapter 475 FS and FAC 61J2 focus on the licensee's relationships with consumers.

Tuesday, October 1
 1:00 - 4:00 PM
 3 CE
 Passport: \$15
Members: \$25
Non-Members: \$40
 Webinar

If You Can't List, You Can't Last

Instructors: *Beverly Pindling*

No matter how much you prepare, practice and rehearse, one thing is certain; when you first try something new, you may experience failures. You have to tell yourself, "I am going to make it, no matter what it takes. This course provides practical listing techniques to list more and list more easily. By following the suggestions in this course, you will accelerate yourself to a "Listing Specialist"

Thursday, October 3
 10:00 AM - Noon
 2 CE
 Passport: Free
Members: \$10
Non-Members: \$15
 Sunrise Ed Center

Realtor® Safety- Smart Business

Instructor: *Roy Cabalo*

Safety should be at the top of the list of things every REALTOR® should be concerned about. We meet complete strangers that in any other venue we would be suspicious of, but in the context of being a customer, we trust them fully. Unfortunately, this has caused our profession to be targeted by people with less than wholesome intentions. They know we're alone... they know we don't want to "offend" a possible paycheck... and they know many of us are untrained in how to protect ourselves.

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

Be the Change- Fair Housing and You

Instructor: *Missi Howell*

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.

Friday, October 4
 Noon - 1:00 PM
 No CE
 Passport: Free
Members: Free
Non-Members: \$10
 Sunrise Ed Center

Lunch and Learn: Reviewing the Appraisal

Instructor: *N/A*

N/A

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Tuesday, October 8

11:00 AM - 3:00 PM

No CE

Passport: \$15

Members: \$25

Non-Members: \$40

Cape Coral Ed Center

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

Instructor: *Annette Haber, Esq.*

Per your request, during this interactive session Attorney Annette Haber, Esq. 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.

Wednesday, October 9

9:00 AM - Noon

3 CE

Passport: \$15

Members: \$25

Non-Members: \$40

Sunrise Ed Center

Code of Ethics

Instructor: *Megan Eister*

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October 10 - 11

8:00 AM - 5:00 PM

No CE

Passport: Free

Members: \$49

Non-Members: \$69

Sunrise Ed Center

Accredited Buyer's Representative - *Designation Class

Instructor: *Cynthia Deluca*

Accredited Buyer's Representatives (ABR) stand for the benchmark of excellence in buyer representation. What's their key to success? They know that you can't count on the market—you have to count on your skills. ABR education provides the expertise you need for an edge in serving today's homebuyers.

Thursday, October 10

9:00 AM - Noon

3 CE

Passport: \$15

Members: \$25

Non-Members: \$40

Sunrise Ed Center

Code of Ethics

Instructor: *Megan Eister*

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October 15 - 23

8:00 AM - 5:00 PM

22 CE

Passport:

Members:

Non-Members:

Sunrise Ed Center

GRI 300 Series (All Sessions)

Instructor: *Multiple*

The Graduate Realtor® Institute program includes seven courses, available in a classroom. The full program consists of 105 coursework hours on topics such as marketing, profitability, listings and real estate law. Each GRI series module combines a 15-hour course with a 1.5 hour exam. CE Hours: 16 Hours Specialty Credit or 30 Hours Broker Post License. Class Dates: October 15,16,22, and 23.

October 15 - 16

8:00 AM - 5:00 PM

No CE

Passport: \$99

Members: \$109

Non-Members: \$129

Sunrise Ed Center

GRI 301: It's More Than Just Sales!

Instructor: *Multiple*

The Graduate Realtor® Institute program includes seven courses, available in a classroom. The full program consists of 105 coursework hours on topics such as marketing, profitability, listings and real estate law. Each GRI series module combines a 15-hour course with a 1.5 hour exam. CE Hours: 16 Hours Specialty Credit or 30 Hours Broker Post License. Class Dates: October 15,16,22, and 23.

Thursday, October 17

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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- October 22 - 23
- 8:00 AM - 5:00 PM
- CE
- Passport: \$99
Members: \$109
Non-Members: \$129
- Sunrise Ed Center

GRI 302: Thinking Outside the Box!

Instructor: *Multiple*

The Graduate Realtor® Institute program includes seven courses, available in a classroom. The full program consists of 105 coursework hours on topics such as marketing, profitability, listings and real estate law. Each GRI series module combines a 15-hour course with a 1.5 hour exam. CE Hours: 16 Hours Specialty Credit or 30 Hours Broker Post License. Class Dates: October 15,16,22, and 23.

- October 24 - 25
- 10:00 AM - Noon
- 8 CE
- Passport: \$129
Members: \$159
Non-Members: \$199
- Sunrise Ed Center

Seller Representative Specialist (SRS)

Instructor: *Josh Cadillac*

The SRS designation is the premier credential in seller representation. It is awarded to real estate professionals who demonstrate the knowledge and skills essential for seller advocacy. SRS designees represent a global community of real estate professionals who use their advanced training and expertise to meet and exceed client expectations. This is a 2-day course providing a comprehensive foundation of skill development, training and resources to help real estate professionals represent the interest of sellers in today's marketplace.

- Wednesday, October 30
- 9:00 AM - Noon
- 3 CE
- Passport: \$15
Members: \$25
Non-Members: \$40
- Webinar

Conflict Resolution for Realtors®

Instructor: *Katie Morse*

Whether they are called disagreements, skirmishes, arguments, or full-blown battles, conflicts can wreak havoc in a professional setting. This course will equip Realtors® with the ability to smooth things out and keep the peace. Whether the issue is as slight as a mere miscommunication, or as serious as a rigorous conflict in opinion, participants will learn how to come to an equally acceptable resolution, better commune with their clients and co workers, and apply their newly honed skills to the people- centered world of real estate.

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Thursday, November 1 **Best Practices for Real Estate Professionals: How to Stay Out of Real Estate Jail**
 9:30 AM - 12:30
 3 CE
 Passport: \$15
Members: \$25
Non-Members: \$40
 Webinar

Instructor: *Mathew Goodwin*
Best practices will enable you to be proactive in your real estate transactions to prevent future problems with the law, ethics, clients, or the public. Take this course and learn ways to follow policies and procedures that ensure you are following the rules and regulations of the Real Estate Commission, while also learning to improve relationships with customers, clients, and the public.

Thursday, November 1 **Lunch and Learn: Concrete Seawalls**
 Noon - 1:00 PM
 3 CE
 Passport: Free
Members: Free
Non-Members: \$10
 Sunrise Ed Center

Instructor: *Devan Williamson | Victoria Martin*
Join us for this Lunch & Learn: Ask the Experts! Series, with Devan Williamson (Account Manger) and Victoria Martin (Staff Supervisor) where you will learn all about Concrete Seawalls- Signs of seawall failure, Repairs vs Replacement, and good general knowledge that benefits Realtors®

Tuesday, November 5 **Contract Series Listing Agreement**
 9:00 - 11:00 AM
 No CE
 Passport: Free
Members: Free
Non-Members: \$10
 Cape Coral Ed Center

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, November 6 **Real Estate Agent's Guide to Florida's Condominium Law Post Surfside**
 9:00 - 11:00 AM
 2 CE
 Passport: Free
Members: Free
Non-Members: \$15
 Sunrise Ed Center

Instructor: *Kara Scott*
The world of representing buyers and sellers of condominiums of Florida has changed significantly since the collapse of Champlain Towers in Surfside. The Florida Legislature responded by passing comprehensive changes to condominium laws – which could present added liability for you and risk for your clients. Join us for a deep dive into Florida's Condominium Law Post Surfside and learn how to protect yourself and successfully serve your clients.

Wednesday, November 6 **Contract Series Session II**
 1:30 - 4:30 PM
 No CE
 Passport: Free
Members: Free
Non-Members: \$10
 Cape Coral Center

Instructor: *Annette Haber, Esq.*
Session II, III and IV are an intense compilation of line-by-line thorough 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 7 **Contract Series Offer Part III**
 9:00 AM - Noon
 No CE
 Passport: Free
Members: Free
Non-Members: \$10
 Cape Coral Center

Instructor: *Annette Haber, Esq.*
Session II, III and IV are an intense compilation of line-by-line thorough 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, November 8 **Contract Series Offer Part IV**
 1:30 - 4:00 PM
 No CE
 Passport: Free
Members: Free
Non-Members: \$10
 Cape Coral Center

Instructor: *Annette Haber, Esq.*
Session II, III and IV are an intense compilation of line-by-line thorough 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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Tuesday, November 12

9:00 AM - Noon

3 CE

Passport: \$15
Members: \$25
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, November 12

1:30 - 3:30 PM

No CE

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

Cape Coral 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.

Wednesday, November 13

9:00 AM - Noon

3 CE

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

Sunrise Ed Center

Code of Ethics

Instructor: *Megan Eister*

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Thursday, November 14

9:00 AM - Noon

3 CE

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

Webinar

To Team or Not To Team; That Is The Question

Instructor: *Anthony "Ant" Stroud*

Growing in popularity, teams are sprouting up all over real estate. Maybe you have a team that works in your brokerage or you've co-brokered a transaction with a team. But what exactly does it mean to work on a team, or start a team? What are benefits, what are the disadvantages? We will take a deeper look inside teams, from all perspectives. Brokers, team leaders, and associates within the team will have a clearer understanding of an overview of teams by the end of class.

Thursday, November 14

9:00 AM - Noon

3 CE

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

Sunrise Ed Center

Risk Management

Instructor: *Steven David*

Like all other business transactions, real estate has the potential to be risky business. All Realtors® want to manage risk as adequately as possible, and this course will speak to and help agents avoid the most common risks associated with the ownership of a Brokerage firm and the practice of real estate sale. It will explore the risks associated with short sales, the importance of having a Policy Manual at a Brokerage Firm, and proactively training staff in accordance with law and best practices.

Thursday, November 14

1:00 - 4:00 PM

3 CE

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

Sunrise Ed Center

Taxes and Money; Pay Less and Keep More

Instructor: *Steven David*

We can always rely on taxes as a constant in our lives. Another constant is that those taxes and their related laws are always subject to fluctuation, and this course will teach Realtors® about tax law changes that are currently in effect. It will also highlight changes to the tax laws as they affect real estate practitioners and the consumers they deal with in their daily activities.

Friday, November 15

Noon - 1:00 PM

No CE

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

Sunrise Ed Center

Lunch and Learn: The Team Approach to the Loan Process

Instructor: *Andy Davis*

Join us for this Lunch & Learn: Ask the Experts! Andy will be going over the buying process for a financial transaction from start to finish. He will highlight the points where the Realtor can be prepared or have their clients prepared to make the process much easier and faster.

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Monday, November 18

8:00 AM - 4:00 PM

No CE

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

Sunrise Ed Center

New Agent Academy

Instructor: *N/A*

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.

Tuesday, November 19

9:00 AM - Noon

3 CE

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

Webinar

Code of Ethics

Instructor: *Star Williams*

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Wednesday, November 20

9:00 AM - 1:00 PM

4 CE

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

Sunrise Ed Center

Step It Up: A Guide For Brokers

Instructor: *Stas Matias*

Wouldn't it be great if you could imagine a brokerage where associates are calling you and asking to come to work for you, instead of you having to spend countless hours recruiting? Brokerages face bigger challenges than ever. With commission splits shrinking, managing expenses, offering the latest and greatest technology and so many more challenges it can be hard to keep a profitable company going.

Thursday, November 21

8:30 AM - 12:30 PM

4 CE

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

Sunrise Ed Center

Residential Construction: From the Inside Out

Instructor: *Dave Dettmann*

Get ready to build a foundation on Residential Construction! This course introduces Residential Construction and compares the building techniques and requirements prior to Hurricane Andrew and after the new codes were adopted. Participants will leave the course with a working knowledge of "energy efficiency" and "indoor air quality" in residential construction. They will also learn how today's home buyers are more aware of the cost savings, as well as the health aspect associated with these two issues.

Thursday, November 21

1:30 - 4:30 PM

3 CE

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

Sunrise Ed Center

If You Can't List, You Can't Last

Instructor: *Dave Dettmann*

No matter how much you prepare, practice and rehearse, one thing is certain; when you first try something new, you may experience failures. You have to tell yourself, "I am going to make it, no matter what it takes. I will become a "Listing Specialist"! This course provides practical listing techniques to list more and list more easily.

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Tuesday, December 3

9:00 AM - Noon

3 CE

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

Sunrise Ed Center

Beyond the Velvet Rope, Working with the World's Affluent

Instructor: *Neal Oates, Jr.*

Whether you are currently working with affluent clientele or seeking to break into this niche, this course was designed with you in mind. Learn proven strategies to identify, connect with, and exceed the expectations of some of the world's most demanding, knowledgeable, and intimidating clients. Covered topics include buyer/listing presentation best practices, how to build an all-star team that dazzles, and how to turn your clients into your greatest brand ambassadors.

Tuesday, December 3

11:00 AM - 3:00 PM

No CE

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

Cape Coral Ed Center

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

Instructor: *Annette Haber, Esq.*

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).

Tuesday, December 3

1:00 - 3:00 PM

2 CE

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

Sunrise Ed Center

Expanding Your Global Reach

Instructor: *Neal Oates, Jr.*

Building a strong international real estate business is not easy but it is necessary and possible... for anyone. Never has it been more important than now to prepare to conduct business in a global marketplace. With the right plan and unwavering commitment, you can and will become THE international specialist for the markets or niches you serve. During this event you will learn what international clients are looking for and how to become their real estate professional of choice.

Wednesday, December 4

9:00 AM - Noon

3 CE

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

Sunrise Ed Center

Code of Ethics

Instructor: *Megan Eister*

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Wednesday, December 4

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.

Thursday, December 5

1:00 - 4:00 PM

3 CE

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

Webinar

Instructing A First Time Home Buyers Workshop

Instructor: *Patti Ketcham*

This course will prepare Realtors® to provide a compelling, informational, and effective Home Buyers Workshop to their customers - easily! Three small hours will have students walking away with a best kept secret! Ideal for anyone who wants to make a strong impression and gain client trust, this course has been awarded the "Best Practice Award" from HUD. Upon completion, participants will discover customers can consistently be enthused and feel confident about moving forward - all with being presented with practical knowledge.

Tuesday, December 10

9:00 AM - Noon

3 CE

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

Sunrise Ed Center

Core Law - Minimize Legal Risk

Instructor: *Caroline Boland*

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.

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Wednesday, December 11

New Member Orientation – December 2024



8:30 AM – Noon

Instructor: *N/A*



No CE

New Member Orientation is required for all new Realtor® members joining the Royal Palm Coast Realtor® Association within 60 days of joining. This course is presented live in-person and covers a variety of topics introducing new members to the Realtor® world, including Fair Housing, Anti-Trust, Safety, RPAC, and an overview of how Associations operate.



Passport: Free
Members: Free
Non-Members: N/A



Sunrise Ed Center



Thursday, December 12

Commercial Real Estate



10:00 AM – Noon

Instructor: *Nishad Khan, Esq.*



2 CE

Successful commercial real estate brokers have a deeper understanding of real estate contracts, sales methods and negotiation tools and tactics. Commercial Real Estate requires a thoughtful, organized process— regardless of project size or type of property being sold. This course offers a deep dive into the crucial early stages of that process. We will address municipal objectives and regulations, market and site characteristics, projected financial feasibility and careful considerations involved in contract drafting.



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



Webinar



December 18 – 19

Accredited Buyer's Representative – *Designation Class



8:00 AM – 5:00 PM

Instructor: *Cynthia Deluca*



No CE

Accredited Buyer's Representatives (ABR) stand for the benchmark of excellence in buyer representation. What's their key to success? They know that you can't count on the market—you have to count on your skills. ABR education provides the expertise you need for an edge in serving today's homebuyers.



Passport: Free
Members: Free
Non-Members: Free



Sunrise Ed Center