



Northern Kentucky Association of REALTORS®

Education Class Schedule 2012

Date	Hours	Course	Description	Cost	Instructor	KY Credit	Other Credit
Thursday January 26	9 to 4	Kentucky CORE Course	The mandatory KREC required CORE course for agents every 4 years. License Law, Contracts, Agency, State & Federal Laws and Fair Housing are the topics of this course	\$55 Member \$105 Non-Member	Ginny Lawson	6 hrs law	TBD
Tuesday February 7	9 to 10:30	HUD Contracts	Find out what you need to know and more!!	Free	Various	None	None
Friday February 10	Noon to 1:30	Selling Yourself & Selling Your Business	Knowing how to sell yourself and sell your business is the cornerstone of becoming a successful real estate agent. You will learn invaluable tips and strategies on how to build your sphere of influence, how to effectively work your sphere using the funnel approach and step-by-step instructions on creating the perfect elevator speech.	\$30	Kimberly Greenwell	None	None
Tues-Wed February 14 & 15	8:30 to 4:30	Accredited Buyer Representative (ABR)	The overall goals of the ABR® Designation Course: Prepare real estate professionals to thoroughly represent buyer-clients in real estate transactions and provide the quality of service and degree of fidelity to buyers that sellers have customarily enjoyed	\$199 by 2/5/12 and \$210 after that date	Marlene Burkhart	TBD	TBD
Thursday February 16	8:30 to 4:30	HAFSA Short Sales ABR Elective	Learn about US Treasury, Fannie Mae & Freddie Mac Programs	\$99 by 2/9/12 and \$110 after that date	Marlene Burkhart	TBD	TBD
Friday February 17	9 to Noon	Orientation for New Members	Course designed for new NKAR members and is also mandatory for all new members to attend.	No Charge	Janie Wilson	None	None
Friday February 17	1 to 4	Let the MLS Advantage Be Yours	This course will cover the fundamental of searching, reports, online forms, prospecting, tax records, photos and other basic functions	\$30 Member and \$60 for Non-Members	Karen Jenkins	TBD	None

CANCELLATION POLICY: Cancellation must be made by phone to 859-547-1351 no later than 12 noon of the business day preceding the date of the course to avoid being billed the full course fee. No shows will not be refunded!



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Tuesday February 21	9 to Noon	Code of Ethics vs. License Law	This class gives the licensee a chance to compare the similarities and difference in the code of ethics and the license law. An additional section shows that in many instance the code and law, are, in fact, complementary. This class satisfies the NAR quadrennial requirement for	\$30 Member and \$60 for Non-Members	Ginny Lawson	3 hrs law	None
Tuesday February 21	1 to 4	Some Things Never Change 40 Years Later	This class reviews the laws dealing with telemarketing, antitrust, disclosure, misrepresentation and agency. It does it in a humorous way using the Andy Griffith Show: Barney Fife, REALTOR®. Although the show was new over 40 years ago, the problems are all the same in 2012.	\$30 Member and \$60 for Non-Members	Ginny Lawson	3 hrs law	3 hours Ohio elective
Tuesday March 6	9 to 10:30	Miscellaneous HUD Form	Find out what you need to know and more!!	Free	Various	None	None
Thur-Fri March 22 & 23	9 to 5:30	CDPE Certified Distressed Property Expert	Reduce short sale processing time by 50% and close 4X as many deals!	3 payment of \$158 or 1 payment of \$449 SAVE \$150	Dolores Roth	6 hrs law	13 hours Ohio elective

Classes are held at the NKAR office located at 7660 Turfway Road, Suite 100, Florence, Kentucky unless otherwise indicated on the schedule. NKAR members can register online at <https://ims.nkmls.com> or registration forms can be mailed to the above address or faxed to 859-578-3745.

PAYMENT MUST BE INCLUDED. Please call to confirm that your fax was received by calling Judy at 859-547-1351.

NO RESERVATIONS ARE ACCEPTED OVER THE PHONE WITHOUT CREDIT CARD PAYMENT.

NOTE: NKAR reserves the right to cancel classes due to lack of registration to cover the class cost.

Name: _____ NRDS#: _____
 Firm: _____ KY License#: _____ (for the KREC & CE Credit in KY)
 Class date & time: _____
 Phone: _____ Fax: _____ E-mail: _____
 Visa, MasterCard, Discover, AMEX or Diner #: _____ Exp Date: ____/____/____

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