

GREATER  
NASHVILLE  
REALTORS®  
SINCE 1891

# 2018 EDUCATION SCHEDULE

## — AUGUST —

### **CODE OF ETHICS REQUIRED BY THE NATIONAL ASSOCIATION OF REALTORS**

NEW changes for the *Code of Ethics* mandate!! The National Association of Realtors requires all members of Realtor Associations to complete an approved *Code of Ethics* course between Jan. 1, 2017 and Dec. 31, 2018. NAR's mandate is now a once every two-year requirement for all Realtors whether or not you are a Broker or an Affiliate Broker. You MUST take this course even if you are "grandfathered" and the state does not require that you take continuing education. **NOTE:** The *Realtor Code of Ethics* course is NOT the same course as the Tennessee Real Estate Commission's *TREC CORE* course, which is required for real estate license renewal by many agents.

**August 29; 9 a.m. - Noon**

**Code of Ethics (TREC 2490)**

**Instructor: Bill Schlueter, GRI, ITI**

**3 Hours CE**

**Greater Nashville REALTORS Members \$30; All Others \$55**

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

**August 29; 3 - 5 p.m. NEWLY ADDED**

**Cyber Fraud Awareness & Prevention**

**Speaker: Thomas Cronkright**

**2 Hour Presentation - 1 Hour CE**

**No Charge**

This course will include an in depth review of cyber fraud schemes affecting the real estate industry and new standards of care that must be met to keep transaction participants safe. It includes a review of how to start a fraud, examples of real-life fraud attempts over the past few months and current trends in the wire fraud landscape. An analysis of current case law and the new "Standard of Care" will be provided. A comprehensive list of best practices around device, account and information security will be delivered to all attendees. RSVP requested. No fee. Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register either by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

**— September —**

**September 6; 9 a.m. - Noon**

**Code of Ethics (TREC 2490)**

**Instructor: Brian Copeland, CIPS, CRS, GRI, e-PRO**

**3 Hours CE**

**Greater Nashville REALTORS Members \$30; All Others \$55**

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**September 11; 1 - 4 p.m. NEWLY ADDED**

**TransactionDesk - Basic (TREC 5747)**

**Instructor: Steve Jolly**

**3 Hours CE**

**Required:** Laptop or other smart devices, fully charged

**All Students \$40**

This program is designed for beginners to moderate users.

With TransactionDesk "in the Cloud", you can access and manage all your real estate forms, contracts, documents and contacts from any computer with internet access.

You will always have your "virtual" real estate office with you!

Upon completion of this program you will learn Powerful Agent and Productivity Tools along with Powerful Brokerage Management Tools, such as:

- **InstanetForms:** Online forms and contracts.
- **DocBox/DocBox2Go:** complete paperless online document management and storage solutions.
- **Authentisign E-Signature Tool:** Legally e-sign documents and forms online (optional).

- **InstanetFax:** Unlimited inbound and outbound including paper fax to email.
- **Customer Portal:** Online collaboration and service tools
- **Calendar, Appointments, Contracts, Task and MORE!**
- **Broker File Management Tool:** Online Brokerage File Management
- **Audit Trails:** Automatically created, comprehensive “paperless” paper trail.
- **Easy Reporting:** Find any file or document quickly and easily.
- **Brokerage Branding:** All emails, faxes and the Customer Service Portal are branded.
- **Easy System Configuration and Set-up:** Simple tools for efficient administration.

Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

**September 12; 1 - 3 p.m. NEWLY ADDED**

**Death, Divorce and TAXES (TREC 4374)**

**Instructor: Todd Sholar**


**2 Hours CE**

**Greater Nashville REALTORS Members \$25; All Others \$30**

This course will educate licensees about common transaction and closing problems involving death, estates, divorce and delinquent tax issues.

Licensees will gain an understanding of the common problems that may arise from these situations and will allow them to fulfill their duty of reasonable care towards consumers and clients. Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

**September 13; 9 -10 a.m.**

 **Seven Secrets to Nashville Sidewalks - Taking a Walk on the Wild Side? Livability and Controversy in Concrete**

Nashville has a sidewalk deficit - there aren't enough sidewalks and many that exist are poorly designed or part of a haphazard pattern.

Our clients tell us about the importance of walkability when looking for a new home. What's the plan for sidewalks in Nashville? How do we bridge the gap(s)? What are the existing policies and strategies and how well are they working? What are the necessary ingredients in healthy communities, well-connected sidewalk networks, traffic calming? Come hear the aggregate of Nashville's vision and leadership in sidewalk strategy as this panel mixes it up and pour their knowledge into our member's well-formed brains. Our Panel will include:  
 Walk/Bike Nashville - Nora Kern - Executive Director for Walk/Bike Nashville. Walk/Bike Nashville is working to build a more walkable, bike able, and livable Nashville. Angie Emery Henderson - Metro Council District 34. Key Sponsor for Sidewalk Ordinance BL2016-493 which mandates sidewalk construction or in-lieu fee payment in new-development situations. And Representatives from Metro Nashville Public Works and Metro Nashville Planning Department.

RSVP requested. No fee. Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

**September 14; 9 a.m. - 3:30 p.m.**

**TREC CORE 17/18 (TREC 8136)**

**Instructor: Bill Schlueter, GRI, ITI**

**6 Hours CE • Lunch Provided**

**Greater Nashville REALTORS Members \$60; All Others \$75**

Addresses legal issues and regulations of the Tennessee Real Estate Commission. Mandatory for licensees who are required to complete continuing education to renew their license. Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

**September 17; 9 a.m. - Noon**

**Real Estate Safety Matters: Realtor Safety Course (TREC 7864)**

**Instructor: Chris Garrett, SRS**

**3 Hours CE**

**Greater Nashville REALTORS Members \$30; All Others \$45**

This course is an essential primer on how real estate professionals can limit risk to preserve safety and facilitate positive business outcomes. Includes:

- Risk considerations in the brokerage of real estate
- Safety systems and tools
- Safety protocol for showing properties and listing appointments
- Understanding physical and instinctual response to threats or attacks
- Conceal and carry considerations
- Data security for your business and your clients
- Protecting personal and electronic information

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**September 19; 9 a.m. - 1 p.m.**

**Contracts 101 (TREC 6711)**

**Instructor: Bobbie Noreen, ABRM, CRS, GRI, LTG, PMN**

**4 Hours CE**

**Greater Nashville REALTORS Members - \$40; All Others: \$55**

This updated contracts course will cover the changes that have been made and help resolve common problems on the misconceptions and misunderstandings to the Tennessee Realtors Purchase and Sale Agreement in general.

Students will learn how to properly fill out and use the TR Forms and how to explain its various provisions to a buyer and seller. Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and

Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

**September 20; 8:30 a.m. - 5 p.m.**

**Residential Rehab (TREC 7115)**

**Instructor: Tim Raybon, ABR, CRS**

**8 Hours CE • Lunch Provided**

**Greater Nashville REALTORS Members \$60; All Others \$75**

Learn the basics of becoming a savvy real estate investor. You'll review financial aspects of rehabbing homes, how to get started, Fair Housing, places to find money for your rehab investment, presenting the potential investment to a financial institution, what you need from the lender, contracts, the 'who, where and when' to buy rehabbing homes, what about partners, due diligence, environmental hazards, building with Green products, financial aspects of selling a rehabbed home, buying and holding rehabbed homes (rentals). Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

**September 24; 9 a.m. - Noon**

**Greater Nashville REALTORS New Member Orientation**

**For Greater Nashville REALTORS Applicants Only**

**September 26; 9 a.m. - Noon**

**Code of Ethics (TREC 2490)**

**Instructor: Bill Schlueter, GRI, ITI**

**3 Hours CE**

**Greater Nashville REALTORS Members \$30; All Others \$55**

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**September 27-28; 9 a.m. - 4:30 p.m. **NEWLY ADDED****

**Instructor Development Workshop (IDW) (TREC 8752)**

**16 Hours CE (2-day course)**

**Instructor: Doug Devitre**

**TN Instructors: \$999**

**Out of State Instructors: \$1,995**

Register now - <http://treef.dougdevitre.com/register>

This program has been designed to meet the Tennessee Real Estate Commissions' needs for the Tennessee educators' requirement. The Tennessee Real Estate Education Foundation (TREEF) deploys the first-ever data-driven Instructor Development Workshop to raise the bar in professionalism across the

state. Learn how to improve your real estate school across 10 different skill building categories:

- Secrets to How to Get Courses Approved
- Secrets to How to Engage Today's Learners
- Secrets to How to Fill Seats in Classroom

For complete details and registration: <http://treef.dougdevitre.com/register>

## — October —

**October 1; 8:30 a.m. - 5 p.m.**

**Real Estate Investing: Build Wealth Representing Investors and Becoming One Yourself (TREC 8162)**

**Instructor: Scott Abernathy, GRI, RMP**

**8 Hours CE • Lunch Provided**

**Greater Nashville REALTORS Members \$100; All Others \$125**

This program will cover the fundamentals of real estate investment that practitioners need to know to expand their business services. This course looks at how practitioners can adapt core real estate skills and learn new skills to serve clients who want to invest in single family homes, condos, townhomes, and small multifamily properties. You will learn how to work with investors as they goal set, plan, evaluate, and acquire properties as well as manage them. You will also learn how to “walk the talk” and become a real estate investor yourself.

Course Highlights:

- Why Invest in Real Estate?
- Working with Investor Clients
- Making the Purchase Decision
- Financing Options and Tax Issues
- Owning the Property
- The Real Estate Professional as Investor

Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

**October 4; 8:30 a.m. - 5 p.m.**

**CRS 120: Converting Leads into Closings**

**8 Hours CE • Lunch Provided**

**Instructor: Monica Neubauer**

**Greater Nashville REALTORS Members \$125; All Others \$145**

Whether you are a new agent building your business or an established agent keeping your database fresh, maintaining a flow of potential customers is crucial to your success. Attracting leads is key, but if you don't have effective systems for converting them into closings, you're leaving money on the table. This course highlights both traditional and digital approaches to identifying and closing more customers. After completing this course, you will be able to: Develop systems for capturing, converting, and tracking leads; Implement customer-focused campaigns that highlight consistent touches via various channels; Integrate technical tools to enhance the efficiency and responsiveness of your lead management ...and, Set priorities for lead conversion and create an



action plan for achieving them. Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

**October 10; 9 a.m. - 11 a.m.**

**Fundamentals of Residential Real Estate Closings (TREC 8558)**

**Instructor: John Rochford, JD**

**2 Hours CE**

**Greater Nashville REALTORS Members \$25; All Others \$35**

For the residential real estate agent who wants a review of the fundamentals of residential real estate closings in Tennessee. Topics covered are: (1) Title Insurance - What is it? Why is it so important? Who and what is covered?; (2) The Title Search; and (3) What the agent can do to make for a smoother closing. Taught by John Rochford, a graduate of the Vanderbilt University College of law and a licensed real estate broker who has handled numerous real estate closings. John has taught seminars to train attorneys and closing agents.

Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

**October 11; 9 a.m. - 4:30 p.m.**

**At Home with Diversity (TREC 2656)**

**Instructor: Robert Morris, ABR, ABRM, CRB, CRS, e-PRO, GRI, LTG, PMN, ITI**

**7 Hours CE • Lunch Provided**

**Greater Nashville REALTORS Members \$100; All Others \$125**

The At Home with Diversity course is part of a comprehensive cultural diversity outreach program that will help real estate companies diversify their workplaces and improve the industry's ability to serve culturally diverse consumers. NAR and HUD undertook a joint effort in 1998 to certify real estate professionals who are trained regarding cultural diversity and outreach and have made a commitment to a set of diversity principles. The training, built on the letter and spirit of the Fair Housing Act, provides participants with tools to build diversity outreach into their business plans to best serve a dynamic and growing market. This course is available to all professionals involved in the real estate transaction. The At Home with Diversity (AHWD) course counts as one REBAC elective course to be applied towards the ABR® designation.

For additional information click on: [At Home With Diversity Certification](#)

Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

**October 12; 9 a.m. - Noon**

**Code of Ethics (TREC 2490)**

**Instructor: Robert Morris, e-PRO, ABR, CRB, CRS, GRI, ITI, LTG, PMN**

**3 Hours CE**

**Greater Nashville REALTORS Members \$30; All Others \$55**

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**October 15; 9 a.m. - 3:30 p.m.**

**TREC CORE 17/18 (TREC 8136)**

**Instructor: Kristy Hairston, AHWD, CDPE, CRS, e-PRO, GRI, SFR**

**6 Hours CE • Lunch Provided**

**Greater Nashville REALTORS Members \$60; All Others \$75**

Addresses legal issues and regulations of the Tennessee Real Estate Commission. Mandatory for licensees who are required to complete continuing education to renew their license. Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

**October 16; 1 - 3 p.m. **NEWLY ADDED****

**Community Associations and HOAs (TREC 8727)**

**Instructor: Kathleen Sutherland, CMCA, AMS, PCAM**

**2 Hours CE**

**All Students: \$10**

Everything you need to know about HOAs and condominiums in Middle Tennessee. The discussion will include types of associations and why it's helpful for you to understand the differences; where to find information about the condominium or homeowners association. Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register either by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

**GRI Express Bundle: 401, 402 and 403**

**\$275 REALTOR® Members and Non-Members**

**For Bundle Registration select the GRI Bundle option through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org) or by calling 615-254-7516 or email**

**[Donna Wood](#) or [Miriam Reed](#).**

***Visit [www.tnrealtors.com](http://www.tnrealtors.com) for complete detailed information on the Graduate REALTOR Institute (GRI) designation.***

**October 17; 9 a.m. - 4 p.m.**

**GRI 404: Working More Effectively with Sellers (TREC 8263)**

**6 Hours CE • Lunch Provided**

**Instructor: Bobby Wood, CDPE, GRI**

**Single Registration: Members \$110; Non-Members: \$125**

**Express Bundle: \$275 for both Members and Non-Members**





Greater Nashville Realtors is the host site for this one-day Graduate, Realtor Institute course from the Tennessee Realtors that covers the full range of activities involved in serving sellers more productively and effectively: your listing/marketing presentation; researching, pricing and marketing the sellers' property more successfully; communicating with them through the listing period; negotiating on their behalf; and getting them through the home inspection, repairs and closing.

For GRI designation information go to [tnrealtors.com](http://tnrealtors.com).

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**October 18; 9 a.m. - 4 p.m.**



**GRI 405: Mastering Forms and Contracts (TREC 8265)**

**6 Hours CE • Lunch Provided**

**Instructor: Bobby Wood, CDPE, GRI**

**Single Registration: Members \$110; Non-Members: \$125**

**Express Bundle: \$275 for both Members and Non-Members**

Greater Nashville Realtors is the host site for this one-day Graduate, Realtor Institute course covering the ins and outs of all of the Tennessee Realtors standard forms (in their current versions) most often needed and used in residential transactions, as well as the most frequent forms-related pitfalls that Realtors encounter in using them. The goal is mastery of - and comfort with - the paperwork, as well as sufficient knowledge to explain various forms to customers and clients.

For GRI designation information go to [tnrealtors.com](http://tnrealtors.com).

Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

**October 19; 9 a.m. - 4 p.m.**



**GRI 406: Tips, Tools and Technologies for Your Business (TREC 8260)**

**6 Hours CE • Lunch Provided**

**Instructor: Kristy Hairston, AHWD, CDPE, CRS, e-PRO, GRI, SFR**

**Single Registration: Members \$110; Non-Members: \$125**

**Express Bundle: \$275 for both Members and Non-Members**

Greater Nashville Realtors is the host site for this one-day Graduate, Realtor Institute course that covers business development and networking strategies, as well as many communications and business tools and technologies that can enhance participants' professional productivity and services.

For GRI designation information go to [tnrealtors.com](http://tnrealtors.com)

Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#)

**October 22; 5 - 9 p.m. (Night)**  
**Greater Nashville REALTORS New Member Orientation**  
**For Greater Nashville Realtors Applicants Only**

**October 22; 9 a.m. - Noon** **NEWLY ADDED**  
**Code of Ethics**

**Location: TriStar Bank, 719 E. College St., Dickson 37055**

**Instructor: Bill Schlueter, GRI, ITI**

**3 Hours CE**

**Greater Nashville REALTORS' Members \$30; All Others \$55**

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**October 24; 9 a.m. - Noon**  
**Code of Ethics (TREC 2490)**

**Instructor: Bill Schlueter, GRI, ITI**

**3 Hours CE**

**Greater Nashville REALTORS Members \$30; All Others \$55**

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**October 25 - Save the date...**

**MIDDLE TENNESSEE REALTORS CONVENTION**

**Location: Downtown Music City Center**

Details will be posted on [greaternashvillerealtors.org](http://greaternashvillerealtors.org) closer to event date.

**October 29 thru November 1; 8:30 a.m. - 5:30 p.m.**



**CI 101: Financial Analysis for Commercial Investment Real Estate**  
**(TREC 622)**

**Instructors: Barbara Crane, CCIM and William (Bill) Moss, CCIM**

**34 Hours CE • Lunch Provided**

**Call 800-621-7027 or go to [CCIM.com](http://CCIM.com) to register, confirm fees and learn more about the CCIM designation.**

A CCIM (Certified Commercial Investment Member) is a recognized expert in the commercial and investment real estate industry. The designation helps CCIMs and their clients minimize risk, boost credibility, make informed decisions and close more deals.

In CI 101 you will learn to apply the CCIM Cash Flow Model to make your investment decisions based on wise investment fundamentals. Some of the concepts you will explore include IRR, NPV, Cap Rate, Capital Accumulation, and the Annual Growth Rate of Capital. This class will also introduce you to two

other important tools—the CCIM Strategic Analysis Model, the fundamentals behind the numbers, and the CCIM Decision-Making Model, a process for analyzing and making real estate decisions.

## — November —

**November 5; 8:30 a.m. - 5 p.m.**

**New Home Construction and Buyer Representation (TREC 7353)**

**Instructor: Robert Morris, ABR, ABRM, CRB, CRS, e-PRO, GRI, LTG, PMN, ITI**

**8 Hours CE • Lunch Provided**

**Greater Nashville REALTORS Members \$100; All Others \$125**

Revised and updated course. A comprehensive look at the special complexities of working with buyers who are searching for a newly built or yet-to-be built home. Learn where and how to find new home sales business; understand how the development and new-home sales processes work and the type of services the buyer needs.

Counts as one elective course toward the Accredited Buyer's Rep designation.

Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

**November 7; 9 a.m. - Noon**

**Code of Ethics (TREC 2490)**

**Instructor: Bill Schlueter, GRI, ITI**

**3 Hours CE**

**Greater Nashville REALTORS Members \$30; All Others \$55**

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**November 8; 9 - 10 a.m.**



**The Seven Secrets Series - TBD**

A series of one-hour presentations of value to Realtors.

Visit the education page at [www.greaternashvillerealtors.org](http://www.greaternashvillerealtors.org) for topic details and continuing education approvals. RSVP requested. No fee. Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

**November 9; 8:30 a.m. - 4:30 p.m.**



**PSA: Pricing Strategy Advisor Certification (TREC 7906)**

**Instructor: Susan Barnette, ABR, CRS, GRI, ePro, HAFA, BPOR, ITI**

**7 Hours CE • Lunch Provided**

**Greater Nashville REALTORS Members \$100; All Others \$125**

The new Pricing Strategies: Mastering the CMA course covers the nuts and bolts of a comparative market analysis (CMA), including its purpose, key principles of valuation that impact these analyses, and important valuation terminology. Participants will understand the purpose of appraisals, how they differ from CMAs and the scope of the appraiser's role. After completing the course, real estate professionals will be able to effectively address client concerns about pricing, choose appropriate comparables, prepare and present a superior CMA and generate ideas for working constructively with appraisers.

The Pricing Strategy Advisor (PSA) course counts as one Real Estate Buyer's Agent Council (REBAC) elective course and can be used as an elective for the Accredited Buyer's Rep (ABR) designation.

Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

**November 14-15; 9 a.m. - 5:30 p.m.**



**2-Day Accredited Staging Professional Real Estate Designation  
(For Licensed Agents Only) (TREC 4478)**

**16 Hours CE • Lunch Provided**

**Call 1-800-392-7161 to Register**

**Course Fee \$295 (Subject to change)**

First impressions are a big deal in real estate. Learn how to set a home free of clutter, staleness and claustrophobia. Get your ASP Real Estate Agent designation and start selling homes faster and for more money through the power of Staging. You can earn your ASP designation by simply attending this 2-day course.

Course details, fees and ASP designation information available at [stagedhomes.com](http://stagedhomes.com).

**November 16; 9 a.m. - 5:30 p.m.**



**3-Day Accredited Staging Professional Home Stager Designation  
Upgrade from 2-day for those interested in Staging as a business.**

**Includes Nov. 14-15 ASP course. Course Fee \$1,795 (subject to change)**

**Call 1-800-392-7161 to Register**

If you are interested in charging for your Staging services or building a Home Staging business, you are required to attend the full three-day course to become an ASP Home Stager. Attend the Nov. 14-15 Accredited Staging Professional course, then receive a full day's instruction on how to successfully start and operate your own Staging business (day three). Two-day tuition will be deducted for all upgrades.

Details and ASP Stager designation information available at [stagedhomes.com](http://stagedhomes.com).

**November 19; 9 a.m. - Noon**

**Greater Nashville REALTORS New Member Orientation  
For Greater Nashville REALTORS Applicants Only**

**November 20; 9 a.m. - 3:30 p.m.**  
**TREC CORE 17/18 (TREC 8136)**  
**Instructor: Bill Schlueter, GRI, ITI**

**6 Hours CE • Lunch Provided**

**Greater Nashville REALTORS Members \$60; All Others \$75**

Addresses legal issues and regulations of the Tennessee Real Estate Commission. Mandatory for licensees who are required to complete continuing education to renew their license. Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

**November 26; 9 a.m. - Noon**

**Code of Ethics (TREC 2490)**

**Instructor: Bill Schlueter, GRI, ITI**

**3 Hours CE**

**Greater Nashville REALTORS Members \$30; All Others \$55**

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

## **— December —**

**December 4; 9 a.m. - Noon**

**Code of Ethics (TREC 2490)**

**Instructor: Bill Schlueter, GRI, ITI**

**3 Hours CE**

**Greater Nashville REALTORS Members \$30; All Others \$55**

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

**December 5; 11:30 a.m. - 1 p.m.**

**MEMBERSHIP LUNCHEON**

**Location: Downtown Music City Center**

Details will be posted on [greaternashvillerealtors.org](http://greaternashvillerealtors.org) closer to event date.

**December 6; Noon - 4 p.m.**

**THDA Great Choice Mortgage Programs (TREC 7571)**

**Instructor: Debbie Reeves**

**4 Hours CE**

**All Students \$30**

Learn about the Tennessee Housing Development Agency's (THDA) First Time Homebuyer programs. THDA is a state agency created in 1973 to provide safe, sanitary, decent and affordable housing. Includes criteria for THDA home ownership programs, application process and documentation requirements. Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

**December 10; 9 a.m. - Noon**  
**Officers and Directors Training for 2019 (TREC 3698)**  
**Instructor: Bruce Aydt, ABR, ABRM, CRB, SRS**

**December 10; 1 - 4 p.m.**  
**Ethics Dilemmas and Practices (TREC 3686)**  
**Instructor: Bruce Aydt, ABR, ABRM, CRB, SRS**  
**3 Hours CE**  
**No Charge. Pre-registration required.**

Meets the National Association of Realtors mandatory quadrennial ethics training requirement. Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

**December 13; 9 a.m. - Noon**  
**Code of Ethics (TREC 2490)**  
**Instructor: Bill Schlueter, GRI, ITI**  
**3 Hours CE**  
**Greater Nashville REALTORS Members \$30; All Others \$55**

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

**December 14; 9 a.m. - 3:30 p.m.**  
**TREC CORE 17/18 (TREC 8136)**  
**Instructor: Bobbie Noreen, ABRM, CRS, GRI, LTG, PMN**  
**6 Hours CE • Lunch Provided**  
**Greater Nashville REALTORS Members \$60; All Others \$75**

Addresses legal issues and regulations of the Tennessee Real Estate Commission. Mandatory for licensees who are required to complete continuing education to renew their license. Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).



**December 17; 9 a.m. - Noon**

**Code of Ethics (TREC 2490)**

**Instructor: Robert Morris, e-PRO, ABR, CRB, CRS, GRI, ITI, LTG, PMN**

**3 Hours CE**

**Greater Nashville REALTORS Members \$30; All Others \$55**

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

**December 17; 6 - 9 p.m. **NEWLY ADDED****

**Code of Ethics (TREC 2490)**

**Instructor: Bill Schlueter, GRI, ITI**

**3 Hours CE**

**Greater Nashville REALTORS Members \$30; All Others \$55**

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member login at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

**December 28; 9 a.m. - Noon**

**Code of Ethics (TREC 2490)**

**Instructor: Robert Morris, e-PRO, ABR, CRB, CRS, GRI, ITI, LTG, PMN**

**3 Hours CE**

**Greater Nashville REALTORS Members \$30; All Others \$55**

Meets the National Association of Realtors mandatory Realtor Code of Ethics training requirement that all Realtors complete a minimum of 2.5 hours of Ethics between Jan. 1, 2017 and Dec. 31, 2018. Members may register through member log-in at [greaternashvillerealtors.org](http://greaternashvillerealtors.org); or both Members and Others may register by calling Greater Nashville REALTORS at 615-254-7516 or by submitting a [Course Registration Form](#) and email to [Donna Wood](#) or [Miriam Reed](#).

**Visit the Education page at [www.greaternashvillerealtors.org](http://www.greaternashvillerealtors.org) for additions to the schedule.**

## **Distance Learning Options Links**

Greater Nashville Realtors offers a wide selection of distance learning courses to aid your professional development. All Greater Nashville Realtors courses are approved for continuing education credit by the Tennessee Real Estate Commission. To access online distance learning courses go to

[www.greaternashvillerealtors.org](http://www.greaternashvillerealtors.org) (no need to login); choose *EDUCATION* found at the top of the page, and then click on the ONLINE CLASSES link.

### **Online Pre-License Courses**

Greater Nashville Realtors has partnered with RECampus to provide the pre-license *60-hour Tennessee Real Estate Principles and the 30-hour Course for New Affiliates*.

To access the courses go to [www.greaternashvillerealtors.org](http://www.greaternashvillerealtors.org) (no need to login), choose *EDUCATION* found at the top of the page, click on the GET YOUR REAL ESTATE LICENSE link, then click on the Pre-License Online Course Registration. Once the RECampus homepage appears click on the *Browse Online Courses* button found at the bottom of the page, next choose *Affiliate Broker* license type and click the *select* button.

**Greater Nashville Realtors sells courses approved by the Tennessee Real Estate Commission for continuing education credit in a 'paper and pencil' format. All 4-hour courses are specially priced at \$29.**