



GREATER  
NASHVILLE  
REALTORS®  
SINCE 1891

# 2018 EDUCATION SCHEDULE

## — OCTOBER —

### **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.

**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**

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](#)

**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: 404, 405 and 406**  
**\$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).

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 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 - 8 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**

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](#).

**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**

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](#).

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

**MIDDLE TENNESSEE REALTORS CONVENTION**

**Location: Downtown Music City Center**

Register NOW by clicking [HERE](#).

**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**

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](#)

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



**Seven Secrets - Understanding the Market Shift**

We'll take a deep dive into a better understanding of the Market Shift in Middle Tennessee to help REALTORS' understand the shift, so they can tailor their business practice appropriately as to thrive through the shift and beyond.

We've invited five panelist from different avenues of the real estate industry to give their views:

Residential Sales: Christie Wilson, Principle Broker of The Wilson Group Real Estate Serv.

Residential Rental: Nina McIver, 2018 NARPM Local Chapter President

Commercial Industry: Waddell Wright, Principle Broker of W. Wright Companies

Appraisal Industry: Richard Exton, Principle Broker/Co-owner of Manier & Exton

Lender Industry: Lee Barroll with SWBC Mortgage

RSVP requested. 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 13; 11 a.m. - 2 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 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](#).

**November 27; 11 a.m. - 2 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



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](#); 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](#); 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](#); 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](#); 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* tab 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* tab 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.**