2020 EDUCATION SCHEDULE

Greater Nashville REALTORS® offers a variety of education products for busy professionals to gain real estate skills and education. Registration can be completed online through the Greater Nashville REALTORS® website greaternashvillerealtors.org or by calling our Professional Development Department at 615-254-7516.

Special Notice: As of November 11, 2019, NAR’s newest regulation for the Code of Ethics completion has been extended from a two-year period to every three-years.

Effective immediately, NAR’s amended Code of Ethics mandate is:
January 1, 2019 through December 31, 2021.

—MARCH—

March 2; 9 a.m. - 3:30 p.m.
Property Management: Basic Policies and Procedures (TREC 6995)
Instructor: Scott Abernathy, GRI, RMP
6 Hours CE • Lunch Provided
Greater Nashville REALTORS Members $60; All Others $75
Provides agents with the skill sets required to manage scattered site real property. Includes TREC requirements, Tennessee Landlord Act, Fair Housing, accounting, security deposit escrow accounts, maintenance, building codes, management contracts, leases, risk management and more. Members may register through member log-in at www.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 education@greaternashvillerealtors.org

March 3; 1 - 4 p.m.
Fair Housing for Property Managers and Landlords (TREC 120376)
Instructor: Scott Abernathy
3 Hours CE
Greater Nashville REALTORS Members: $30; All Others $55
This class is designed to show real estate professionals the difference in the Federal Fair Housing Act between real estate sales and property management. It will emphasize on
how to screen and treat residents equally and the latest guidance from Housing and Urban Development (HUD). After attending this session, the student should be able to understand the reason for the Federal Fair Housing Act; how to honor not only the letter of the law but the spirit of it; guidance on how to structure their screening criteria and policies and procedures. Members may register through member log-in at www.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 education@greaternashvillerealtors.org.

March 4 – 5; 8:30 a.m. - 5 p.m.
SRS: Seller Representative Specialist Designation Course (TREC 7431)
Instructor: Robert Morris, ABR, ABRM, C-RETS, CRB, CRS, e-PRO, GRI, LTG, PMN, RENE, ITI
16 Hours CE • Lunch Provided
Greater Nashville REALTORS Members $275; All Others $300
The 2-day Seller Representative Specialist (SRS) Designation course provides a comprehensive foundation of skill development, training and resources to help real estate professionals represent the interests of sellers in today’s marketplace. Members may register through member log-in at www.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 education@greaternashvillerealtors.org.

March 6; 9 a.m. - Noon
Navigating Through Wonderland: New Home Construction (TREC 120405)
Instructor: Bobbie Noreen, ABRM, CRS, GRI, LTG, PMN
3 Hours CE
Greater Nashville REALTORS Members $30; All Others $55
This course will enable students to understand the systematic process of guiding buyers through the nuances of buying and selling new construction with the expectations of a smoother transaction. Members may register through member log-in at www.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 education@greaternashvillerealtors.org.

March 9; 11:30 a.m. - 1:30 p.m.
√ SMALL BROKER ROUND TABLE – Topic TBD
For Managing Brokers of 50 or less Agents
Lunch Provided
www.greaternashvillerealtors.org for topic details as they develop. RSVP requested. No fee. No CE. Members may register by emailing education@greaternashvillerealtors.org or by calling Greater Nashville REALTORS® at 615-254-7516.
March 11; 9:30 a.m. - Noon
Tax Strategies, presented by Bradford & Company
Instructor: Kelly Clark
2.5 Hours Session
No CE Credit Issued
All Students $10
For Professional Development Information Only
Bradford and Company brings a 2.5 hour session covering the 2020 tax strategies designed for the one-owner or husband and wife owned business such as 1099, statutory Employee’s, S Corp’s, LLC’s and Proprietor’s.
While here you will learn to understand the new uniquely favorable tax status of the self-employed business owner after the new 2019 Tax Reform; Hear about Tax law changes you need to know to maximize deductions for your vehicle; Learn the new simplified version of the once- controversial home-office deduction; and Learn two strategies that can help you with Tax Reform’s new limitations on the property tax and mortgage interest deductions. Members may register through member log-in at www.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 education@greaternashvillerealtors.org

March 12; 9 a.m. - 4 p.m.
NINJA: Building a Smart Business (TREC 120350)
Instructor: Dennis Giannetti
6 Hours CE (pending) • Lunch Provided
All Students $300
Besides the 4-day NINJA Installation program, Ninja also offers a 1-day course that is packed with all the principles the 4-day NINJA provides! Join us as we learn the concepts to Building a Smart Business:

• How to attract customers versus chasing them
• Learn a business strategy that generates a continuous flow of customers
• The “Ninja Nine” - 9 habits that will significantly increase your income
• How to be an “On-Purpose” versus “On-Accident” REALTOR
• The 4-steps Ninja Sales Process
• How to “read” your customer - personality & motivation
• How to control the sales process
• How to create personal mastery and learn to “run your brain”
Members may register through member log-in at www.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 education@greaternashvillerealtors.org

March 13; 9 a.m. - 1 p.m.
THDA: Great Choice Mortgage Program (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.
Find out how THDA can help veterans get a reduced mortgage interest rate, provide a free six-month interest rate lock while a home is being constructed, help a buyer get funds to pay for closings costs if the seller does not pay, and help a buyer get money to be used as a down payment on an FHA loan. Members may register through member log-in at www.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 education@greaternashvillerealtors.org.

March 14 (Saturday) AWARDS OF EXCELLENCE
Location: Downtown Omni Hotel
Visit greaternashvillerealtors.org for details

March 17; 1 - 4 p.m.
Transaction Desk – Basic (TREC 5747)
Instructor: Steve Jolly
3 Hours CE
All Students: $40

Class Requirements: Laptop and activate your TN REALTORS account before class. 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 contracts 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:
- InstantestForms: 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).
- InstantFax: Unlimited inbound and out bound 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 www.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 education@greaternashvillerealtors.org.
March 18; 9 a.m. - 3:30 p.m.
TREC CORE 19/20 (TREC 82710)
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 www.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 education@greaternashvillerealtors.org

March 23; 5 - 8 p.m. (Night)
Greater Nashville REALTORS New Member Orientation
For Greater Nashville REALTORS Applicants ONLY

March 24; 5 - 8 p.m. (Night)
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, 2019 and Dec. 31, 2021. Members may register through member log-in at www.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 education@greaternashvillerealtors.org

March 25 – 26; 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.

March 27; 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 Mar. 25-26 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 Mar. 25-26 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.

March 30; 8:30 a.m. - 4:30 p.m.
Commercial Real Estate Negotiations (TREC 7232)
Instructor: Peter Barnett, CCIM
7 Hours CE • Lunch Provided
All Students $375
Click here to register or call 800-621-7027 ext. 4504 to find what it takes to be a CCIM member.
Learn and apply the CCIM Interest-based Negotiations Model to your most challenging transactions. Learn new, proven strategies to client acceptance that will get you out of the “high/low game” and other tactics that can derail a successful transaction.
Interest-based negotiation is a 3-step process that brings discipline to your negotiation strategies.
It involves identifying:
1.) What parties are involved in the negotiation, and what are they seeking?
2.) What can we do to get the other parties what they need, so that we can get what we want?
3.) What happens if there is no agreement?

March 31 – April 3; 8:30 a.m. - 5:30 p.m.
CI 103: Decision Analysis for Commercial Investment Real Estate (TREC 2860)
Instructors: Richard Juge, CCIM and Peter Barnett, CCIM
38 Hours CE • Lunch Provided
List price $1,735; CCIM Member price $1,435
Click here to register or call 800-621-7027 ext. 4504 to find what it takes to be a CCIM member.
Prerequisites:
Completion of one of the following interest-based negotiations courses:
Preparing to Negotiate (self-paced online)
Commercial Real Estate Negotiations (1-day workshop)
Linking a company’s enterprise-level goals with their real estate strategy is key to offering the right space solution. Whether an investor, operator, or a broker, it’s important to approach real estate problems from the perspective of the user/occupant. In CI 103, you’ll learn such advanced skills as how to perform a comparative lease analysis between competing assets, analyze a sale-leaseback to help a client generate capital from their owned real estate, and advise a client on a lease vs. purchase decision to facilitate an expansion. Incorporating the CCIM Decision-Making Model and the CCIM Communications/negotiations Model, CI 103 explores new concepts regarding user discount rate selection, such as using multiple rates for some occupancy decisions based on perception of risk related to the various occupancy cash flows.
After completing this course, you will be able to:
• apply key occupancy decision-making skills such as comparative lease analysis, lease vs. purchase analysis, lease buyout analysis, and sale-leaseback analysis to optimize user space decision;
- determine how the financial reporting requirements for real estate influence user decisions; and
- integrate negotiation skills with financial analysis skills to maximize user outcomes.

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**APRIL**

April 2; 9 a.m. - 3:30 p.m.
TREC CORE 19/20 - in DICKSON (TREC 82710)
Location: TriStar Bank, 719 E. College St., Dickson, TN
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 [www.greaternashvillerealtors.org](http://www.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](mailto:education@greaternashvillerealtors.org) and email to education@greaternashvillerealtors.org

April 7; 1 - 4 p.m.
Commercial Contracts (TREC 120010)
Instructor: Waddell Wright
3 Hours CE
Greater Nashville REALTORS Members $40; All Others $55
This updated commercial contract course will cover the changes that have been made and help resolve common problems on the misconceptions and misunderstanding 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 [www.greaternashvillerealtors.org](http://www.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](mailto:education@greaternashvillerealtors.org) and email to education@greaternashvillerealtors.org

April 8; 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; 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 education@greaternashvillerealtors.org

April 9; 9 - 10 a.m.
Seven Secrets Series TBD
A series of one-hour presentations of value to Realtors. Visit the education page at www.greaternashvillerealtors.org; for topic details as they develop. RSVP requested. No fee. 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 education@greaternashvillerealtors.org

April 14; 1 - 4 p.m.
Code of Ethics (TREC 2490)
Instructor: Robert Morris, ABR, ABRM, C-RETS, CRB, CRS, e-PRO, GRI, LTG, PMN, RENE, 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, 2019 and Dec. 31, 2021. Members may register through member log-in at www.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 education@greaternashvillerealtors.org

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 or by calling 615-254-7516 or email Donna Wood or Miriam Reed.

Visit www.tnrealtors.com for complete detailed information on the Graduate REALTOR Institute (GRI) designation.

April 15; 9 a.m. - 4 p.m.
GRI 401: Doing the Right Thing: Ethics and Professionalism (TREC 8262)
Instructor: Brian Copeland, ABR, CIPS, CRS, ePRO, GRI
6 Hours CE • Lunch Provided
Single Registration: Members $110; Non-Members: $125
Express Bundle (All three days): $275 for both Members and Non-Members
Complete Graduate, Realtor Institute (GRI) designation information from the Tennessee Realtors at tnrealtors.com on the Education page.
Greater Nashville Realtors is the host site for this one-day course covering the Code of Ethics and the broader issue of professionalism in practice, addressing the most troubling ethical challenges and concerns that arise in everyday practice, the effective resolution of conflicts when procuring cause, mediation and arbitration. This course also meets the National Association of Realtors Code of Ethics requirement of 2.5 hours of Ethics every 3 years. (January, 2019 to December 31, 2021)

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 education@greaternashvillerealtors.org

April 16; 9 a.m. - 4 p.m.
GRI 402: Staying in Business and Out of Court (TREC 8261)
Instructor: Brian Copeland, ABR, CIPS, CRS, ePRO, GRI
6 Hours CE • Lunch Provided
Single Registration: Members $110; Non-Members: $125
Express Bundle (All three days): $275 for both Members and Non-Members
Greater Nashville Realtors is the host site for this one-day Graduate, Realtor Institute course that covers common legal pitfalls of all types that are encountered in real estate practice, the most frequent causes of lawsuits, the often-misunderstood aspects of agency law, compensation issues in light of federal and state laws and several Real Estate Commission rules and regulations. Includes legal and risk reduction topics.

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 education@greaternashvillerealtors.org

April 17; 9 a.m. - 4 p.m.
GRI 403: Working More Effectively with Buyers (TREC 8264)
Instructor: Susan Barnette, ABR, CRS, GRI, ePro, HAFA, BPOR, ITI
6 Hours CE • Lunch Provided
Single Registration: Members $110; Non-Members: $125
Express Bundle (All three days): $275 for both Members and Non-Members
Greater Nashville Realtors is the host site for this one-day Graduate, Realtor Institute course covering the full range of activities involved in serving buyers more productively and effectively, such as: working with new buyers, counseling them effectively, handling and negotiating offers to purchase, helping buyers secure financing, and guiding them through the home inspection, repairs, and settlement procedures.

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 education@greaternashvillerealtors.org

April 20; 9 a.m. - 3:30 p.m.
TREC CORE 19/20 (TREC 82710)
Instructor: Misty Woodford, ABR, CRS, 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; 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 education@greaternashvillerealtors.org

April 22; 11:30 a.m. - 1 p.m.
Membership Luncheon & Nashonomics
Location: Nashville Music City Center
Look for details on our website www.greaternashvillerealtors.org

April 27; 9 a.m. - Noon
Greater Nashville Realtors New Member Orientation
For Greater Nashville REALTORS Applicants Only

April 28; 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, 2019 and Dec. 31, 2021. Members may register through member log-in at www.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 education@greaternashvillerealtors.org

May

May 1; 8:30 a.m. - 5 p.m.
Real Estate Investing: Build Wealth Representing Investors (TREC 8162)
Instructor: Scott Abernathy, GRI, RMP
8 Hours CE • Lunch Provided
Greater Nashville REALTORS Members $120; All Others $135
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; 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 education@greaternashvillerealtors.org

May 5
GREATER NASHVILLE REALTORS ANNUAL GOLF TOURNAMENT
Held at the Hermitage Golf Course
Mark your calendar and watch for details: www.greaternashvillerealtors.org

May 8; 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, 2019 and Dec. 31, 2021. 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 education@greaternashvillerealtors.org.

May 13; 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; 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 education@greaternashvillerealtors.org.

May 14; 9 - 10 a.m.
Seven Secrets Series TBD
A series of one-hour presentations of value to Realtors. Visit the education page at www.greaternashvillerealtors.org; for topic details as they develop. RSVP requested. No fee. 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 education@greaternashvillerealtors.org.
May 15; 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; 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 education@greaternashvillerealtors.org

May 18; 9 a.m. - Noon
Greater Nashville Realtors New Member Orientation
For Greater Nashville REALTORS Applicants Only

May 18; 1 - 3 p.m.
SMALL BROKER ROUND TABLE – Topic TBD
For Managing Brokers of 50 or less Agents
Lunch Provided
www.greaternashvillerealtors.org for topic details as they develop. RSVP requested. No fee. No CE. Members may register by emailing education@greaternashvillerealtors.org or by calling Greater Nashville REALTORS® at 615-254-7516.

May 19; Noon - 3 p.m.
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, 2019 and Dec. 31, 2021. Members may register through member log-in at www.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 education@greaternashvillerealtors.org

May 20; 9 a.m. - 3:30 p.m.
TREC CORE 19/20 (TREC 82710)
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; 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 education@greaternashvillerealtors.org
June 2; 9 a.m. - 3:30 p.m.
Development of Land: Unearthed (TREC 8568)
Instructor: Linda Olson
6 Hours CE
Greater Nashville REALTORS Members $70; All Others $85
This class is to “unearth” the development process for vacant land or land undergoing redevelopment; discuss factors that can affect development, including land and its uses, laws that regulate land use; evaluation of site conditions; and determination of the feasibility of a proposed new project. Knowledge of these things will allow you to assist your customer to successfully navigate land being redeveloped or a vacant land transaction, whether the purchase is for customers looking for land on which to build their dream home or for a client wanting to develop a new subdivision or retail establishment. 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 education@greaternashvillerealtors.org.

June 3; 1 - 4 p.m.
Discovering Commercial Real Estate (TREC 8299)
Instructor: Waddell Wright
3 Hours CE
Greater Nashville REALTORS Members $40; All Others $55
This course offers a broad overview of the basics of commercial real estate and how it differs from residential real estate. Students will be able to understand the brokers role and discover the different types of commercial properties, terms, valuation methods, marketing and resources for further education. This is an ideal introductory course for those who are newly licensed and/or residential agents who want to learn more about commercial real estate. 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 education@greaternashvillerealtors.org.

June 4; 9 a.m. - 3:30 p.m.
Property Management: Basic Policies and Procedures (TREC 6995)
Instructor: Scott Abernathy, GRI, RMP
6 Hours CE • Lunch Provided
Greater Nashville REALTORS Members $60; All Others $75
Provides agents with the skill sets required to manage scattered site real property. Includes TREC requirements, Tennessee Landlord Act, Fair Housing, accounting, security deposit, escrow accounts, maintenance, building codes, management contracts, leases, risk management and more. 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 education@greaternashvillerealtors.org.
June 8; 8:30 a.m. – 4:30 p.m.

CIPS Global Real Estate: Local Markets  (TREC 120348)
Instructor: Brian Woods
7 Hours CE • Lunch Provided

All Students $235 / 2-day (June 8 & 9) BUNDLE COST $400

Global Real Estate: Local Markets is the first of six international courses developed by Global Business and Alliances of the NATIONAL ASSOCIATION OF REALTORS® (NAR). This course is designed to introduce real estate professionals to the basic skills and knowledge necessary to facilitate international real estate transactions. This is the prerequisite course required to earn the Certified International Property Specialist (CIPS) designation.

The course is designed to benefit experienced international professionals, individuals with real estate experience who are considering international specialization, and NAR general membership.

Course Objective:
As the first CIPS course, Global Real Estate: Local Markets introduces participants to the unique dimensions of international practice. The course is designed to create an awareness of:

- Globalization of economies
- International capital flow
- Effects of currency exchange on transactions
- Basic principles and trends in international investment
- U.S. regulation of inbound investment
- Cross-cultural relationships
- Diversity and inclusive real estate practices
- Marketing and business planning strategies
- Roles and expectations in international transactions

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 education@greaternashvillerealtors.org.

June 9; 8:30 a.m. – 4:30 p.m.

CIPS Global Real Estate: Transaction Tools  (TREC 120351)
Instructor: Brian Woods
7 Hours CE • Lunch Provided

All Students $235 / 2-day (June 8 & 9) BUNDLE COST $400

If the international investor has money on deposit in the currency of the country where the investment is being made, there will eventually be some kind of exchange transaction. There is always the possibility that money will be made or lost based on the currency exchange dynamics alone. For that reason, it is important to be familiar with the mathematical and financial skills presented in this course.

Domestic residential brokers and salespeople are accustomed to presenting homes as investments in terms of appreciation and tax sheltering. Many real estate professionals are not familiar with how to determine, discuss and present an investment analysis of a property. This course examines how customary real estate practices need to be modified when working with international clients or properties.
In some ways, a real estate transaction involving international clients or properties is similar to a domestic transaction.

The International Real Estate for Local Markets course introduced the international real estate market, including conditions and practices around the world. This course builds upon that knowledge by providing:

- Basic preparation requirements for the international client.
- Financial concepts such as capitalization rate and cash-on-cash return.
- Legal and tax issues
- The importance of incorporating a team of professionals

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 education@greaternashvillerealtors.org.

June 1; 9 - 10 a.m.

Seven Secrets Series - TBD
A series of one-hour presentations of value to Realtors. Visit the education page at www.greaternashvillerealtors.org; for topic details and continuing education approvals. RSVP requested. No fee. 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 education@greaternashvillerealtors.org.

June 12; 9 a.m. - 3:30 p.m.
TREC CORE 19/20 (TREC 82710)
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 education@greaternashvillerealtors.org

June 15 - 16; 8:30 a.m. - 5 p.m.

Accredited Buyer Representative “ABR” Designation Course (TREC 7177)
Instructor: Robert Morris, ABR, ABRM, C-RETS, CRB, CRS, e-PRO, GRI, LTG, PMN, RENE, ITI
16 Hours CE • Lunch Provided
Greater Nashville REALTORS $270; All Others $300
Audit $150 (ABR Designees Only)
Complete ABR designation information at REBAC.net.
The Benchmark of Excellence in Buyer Representation. Covers agency, service delivery, marketing and promotion, negotiation and risk management. Core Accredited Buyer Representative designation course. The ABR designation is conferred by the Real Estate Buyer’s Agent Council of the National Association of Realtors.
NOTE: The ABR designation can be used for 16 credits toward the Certified Residential Specialist designation.

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 education@greaternashvillerealtors.org.

June 17; 8:30 a.m. - 5 p.m.
New Home Construction and Buyer Representation (TREC 7353)
Instructor: Robert Morris, ABR, ABRM, C-RETS, CRB, CRS, e-PRO, GRI, LTG, PMN, RENE, 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.

June 22; 9 a.m. - Noon
1031 Exchange (TREC 83450)
Instructor: Jodie Bugter
3 Hours CE
Greater Nashville REALTORS Members $25; All Others $30
A course offering a deep dive into 1031 exchanges. Provides the basic understanding, why they are used and how to be better prepared to assist investors who have investment properties locally and nationally. Members may register through member log-in at www.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 education@greaternashvillerealtors.org.

June 23 – 24; 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.
June 25; 9 a.m. - 5:30 p.m.
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 Jun. 23-24 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.

June 29; 9 a.m. - Noon
Greater Nashville Realtors New Member Orientation
For Greater Nashville REALTORS Applicants Only

June 30; 1 - 4 p.m.
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, 2019 and Dec. 31, 2021. Members may register through member log-in at www.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 education@greaternashvillerealtors.org.

—JULY—

July 1; 9 a.m. - 1 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; 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 education@greaternashvillerealtors.org.

July 7; 1 - 3 p.m.
Representing Estates in Real Estate (TREC 4660)
Instructor: Todd Sholar, JD
2 Hours CE
Greater Nashville REALTORS Members $25; All Others $30
This course will educate licenses on how to represent estates that are selling real estate and to help counsel clients and consumers on common issues and problems to avoid when selling or purchasing property when the seller is in an estate situation. 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 education@greaternashvillerealtors.org.

July 9; 9 a.m. - 3:30 p.m.
TREC CORE 19/20 (TREC 82710)
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 education@greaternashvillerealtors.org.

July 13; 11:30 a.m. - 1:30 p.m.
☑ SMALL BROKER ROUND TABLE – Topic TBD
For Managing Brokers of 50 or less Agents
Lunch Provided
www.greaternashvillerealtors.org for topic details as they develop. RSVP requested. No fee. No CE. Members may register by emailing education@greaternashvillerealtors.org or by calling Greater Nashville REALTORS® at 615-254-7516.

July 14; 1 - 4 p.m.
Transaction Desk – Basic (TREC 5747)
Instructor: Steve Jolly
3 Hours CE
All Students: $40
Class Requirements: Laptop and activate your TN REALTORS account before class. (www.tnrealtors.com)
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 contracts 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 out bound 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 www.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 education@greaternashvillerealtors.org.

July 15; 9 a.m. - Noon
Code of Ethics (TREC 2490)
Instructor: Bobbie Noreen, ABRM, CRS, GRI, 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, 2019 and Dec. 31, 2021. Members may register through member log-in at www.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 education@greaternashvillerealtors.org.

July 16; 10 a.m. - Noon
Community Associations Overview on HOA's
Instructor: Kathleen Sutherland
2 Hours CE
All Students $10
Everything you need to know about homes 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: 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 education@greaternashvillerealtors.org.

July 27; 9 a.m. - Noon
Greater Nashville Realtors New Member Orientation
For Greater Nashville REALTORS Applicants Only

July 28; 1 - 4 p.m.
Code of Ethics (TREC 2490)
Instructor: Robert Morris, ABR, ABRM, C-RETS, CRB, CRS, e-PRO, GRI, LTG, PMN, RENE, 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, 2019 and Dec. 31, 2021. Members may register through member log-in at www.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 education@greaternashvillerealtors.org.

—AUGUST—

August 10; 9 a.m. - Noon
Code of Ethics (TREC 2490)
Instructor: Bobbie Noreen, ABRM, CRS, GRI, 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, 2019 and Dec. 31, 2021. Members may register through member log-in at www.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 education@greaternashvillerealtors.org.

August 11; Noon - 4 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; 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 education@greaternashvillerealtors.org.

August 12; 9 a.m. - 3:30 p.m.
TREC CORE 19/20 (TREC 82710)
Instructor: Misty Woodford, ABR, CRS, 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; 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 education@greaternashvillerealtors.org.
August 13; 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; for topic details and continuing education approvals. RSVP requested. No fee. 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 education@greaternashvillerealtors.org

August 14; 9 a.m. - 3:30 p.m.
Commercial TREC CORE 19/20 (TREC 83250)
Instructor: Waddell Wright
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 education@greaternashvillerealtors.org

August 20 – 21; 8:30 a.m. - 5:30 p.m.
CCIM Foundations for Success in Commercial Real Estate
Registration at ccim.com or by calling 800-621-7027. Additional CCIM designation information at CCIM.com
Instructor: Bill Moss, CCIM
16 Hours CE • Lunch Provided
All Students: $325
Click here to register.
The Certified Commercial Investment Member (CCIM) Institute offers commercial real estate practitioners the opportunity to elevate their business practices through focused education and networking. This two-day classroom course provides agents, brokers, students, and allied professionals with an understanding of the skills, resources, and business practices that pave the way for success in commercial real estate. Through real-world case studies you will learn how to analyze leases and investment value, and develop a plan to kick-start your career.
After taking this course, you will be able to:

- Access and use demographic information as a decision-making tool
- Differentiate between the needs of the owners and tenants
- Develop a personal marketing plan
- Develop a property marketing plan
- Utilize basic financial analysis tools
- Solve investment problems using a financial calculator
- Perform basic mortgage calculations using compounding and discounting techniques
- Project income and expenses for a real estate property
- Calculate the yield on a potential investment
You will also receive the CCIM Financial Calculator, designed to effectively and efficiently provide investment scenarios for you and your clients.

**August 24; 9 - Noon**
Greater Nashville Realtors New Member Orientation
For Greater Nashville Realtors Applicants Only

**August 25; 1 - 4 p.m.**
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, 2019 and Dec. 31, 2021. Members may register through member log-in at [www.greaternashvillerealtors.org](http://www.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](mailto:education@greaternashvillerealtors.org) and email to education@greaternashvillerealtors.org

---SEPTEMBER---

**September 1**
MIDDLE TENNESSEE REALTORS CONVENTION
Location: Downtown Music City Center
Look for details early August at [www.greaternashvillerealtors.org](http://www.greaternashvillerealtors.org)

**September 2; 9 a.m. - Noon**
Real Estate Safety Matters: REALTOR Safety Course (TREC 7864)
Instructor: Chris Garrett, SRS
3 Hours CE
No Charge
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

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](mailto:education@greaternashvillerealtors.org) and email to education@greaternashvillerealtors.org
September 9; 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; 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 education@greaternashvillerealtors.org

September 10; 9 a.m. - 3:30 p.m.
TREC CORE 19/20 (TREC 82710)
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; 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 education@greaternashvillerealtors.org

September 14; 11:30 a.m. - 1:30 p.m.
☑️ SMALL BROKER ROUND TABLE – Topic TBD
For Managing Brokers of 50 or less Agents
Lunch Provided
www.greaternashvillerealtors.org for topic details as they develop. RSVP requested. No fee. No CE. Members may register by emailing education@greaternashvillerealtors.org or by calling Greater Nashville REALTORS® at 615-254-7516.

September 15; 1 - 4 p.m.
Transaction Desk – Basic (TREC 5747)
Instructor: Steve Jolly
3 Hours CE
All Students: $40
Class Requirements: Laptop and activate your TN REALTORS account before class at www.tnrealtors.com. 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 contracts 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 out bound 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 www.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 education@greaternashvillerealtors.org

September 21 – 24; 8:30 a.m. - 5:30 p.m.
CI 101: Financial Analysis for Commercial Investment Real Estate
(TREC 8787)
Instructors: Bill Moss, CCIM and Barbara Crane, CCIM
34 Hours CE • Lunch Provided
List price $1,735; CCIM Member price $1,435
Click here to register or call 800-621-7027 to find what it takes to be a CCIM member.

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.

CI 101 is a bedrock class for real estate practitioners at a time when risk mitigation, pricing, and cycle assurance have become critical to investors. CI 101 introduces the CCIM Cash Flow Model, a tool for ensuring your investment decisions are based on wise finance fundamentals. During the course, you will learn how to use key financial concepts such as Internal Rate of Return (IRR), Net Present Value (NPV), Cap Rate, Capital Accumulation, and the Annual Growth Rate of Capital to compare different types of commercial real estate investments.

This course will teach you how to: Make informed investment decisions using the CCIM Cash Flow Model; measure the impact of federal taxation and financial leverage on the cash flow from the acquisition, ownership, and disposition phases of real estate investment; and use real estate analysis tools to quantify investment return.

September 28; 9 - Noon
Greater Nashville Realtors New Member Orientation
For Greater Nashville Realtors Applicants Only
September 29; 1 - 4 p.m.
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, 2019 and Dec. 31, 2021. Members may register through member log-in at www.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 education@greaternashvillerealtors.org

——OCTOBER——

October 1 – 2; 8:30 a.m. - 5 p.m.
e-PRO® e-PRO Certification 2-Day Course
Instructor: Robert Morris, ABR, ABRM, C-RETS, CRB, CRS, e-PRO, GRI, LTG, PMN, RENE, ITI
16 Hours CE • Lunch Provided
Greater Nashville REALTORS® Members $270; All Others $300
The National Association of REALTORS® has developed an entirely new e-PRO® program to increase your ability to reach customers, expand your capabilities even further, and build trust with clients by safeguarding their personal information. Our newly revised coursework will provide you with extensive knowledge of today’s most innovative digital marketing techniques to maximize your web presence and drive more business.
Additionally, our new e-PRO® curriculum will cover the importance of data privacy, the laws in place, and how to implement best practices as outlined by the Federal Trade Commission to protect client information from a data breach. Protecting client information is not only good business — in many cases, it’s the law. Completion of e-PRO® will not only help you adhere to the law by keeping your client data safe, but it will also protect the reputation of your company.
More advantages by becoming an e-PRO®, you not only prove to consumers that you use the most advanced real estate technology to provide exceptional service, you also take the lead in your market with the many benefits the e-PRO® certification offers your business.
Complete e-PRO designation details are at www.eproNAR.com.
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 education@greaternashvillerealtors.org

October 6; 9 a.m. - Noon
Code of Ethics (TREC 2490)
Instructor: Bobbie Noreen, ABRM, CRS, GRI, 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, 2019 and Dec. 31, 2021. 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 education@greaternashvillerealtors.org.

October 7; 8:30 a.m. - 4:30 p.m.
**PSA: Pricing Strategy Advisor Certification (TREC 7960)**
Instructor: Susan Barnette, ABR, CRS, GRI, e-Pro, 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; 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 education@greaternashvillerealtors.org.

October 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 for topic details and continuing education approvals. RSVP requested. No fee. Members may register through member log-in at www.greaternashvillerealtors.org; for 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 education@greaternashvillerealtors.org.

October 9; 9 a.m. - Noon
**Commercial Contracts (TREC 120010)**
Instructor: Waddell Wright
3 Hours CE
Greater Nashville REALTORS® Members $40; All Others $55
This updated commercial contract course will cover the changes that have been made and help resolve common problems on the misconceptions and misunderstanding 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 www.greaternashvillerealtors.org; or both Members and Others may register by calling
October 13; 1 - 4 p.m.
Code of Ethics – in DICKSON (TREC 2490)
Location: TriStar Bank, 719 E. College St., Dickson, TN 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, 2019 and Dec. 31, 2021. Members may register through member log-in at www.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 education@greaternashvillerealtors.org.

October 16; 9 a.m. - 3:30 p.m.
TREC CORE 19/20 (TREC 82710)
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 www.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 education@greaternashvillerealtors.org.

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 or by calling 615-254-7516 or email Donna Wood or Miriam Reed.

Visit www.tnrealtors.com for complete detailed information on the Graduate REALTOR Institute (GRI) designation.

October 19; 9 a.m. - 4 p.m.
GRI 404: Working More Effectively with Sellers (TREC 8263)
Instructor: Bobby Wood
6 Hours CE • Lunch Provided
Single Registration: Members $110; Non-Members: $125
Express Bundle for 404, 405 and 406: $275 for 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 www.TNREALTORS*.com.
Members may register through member log-in at www.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 education@greaternashvillerealtors.org.

October 20; 9 a.m. - 4 p.m.
GRI 405: Mastering Forms and Contracts (TREC 8265)
Instructor: Bobbie Noreen, ABRM, CRS, GRI, LGT, PMN
6 Hours CE • Lunch Provided
Single Registration: Members $110; Non-Members: $125
Express Bundle for 404, 405 and 406: $275 for 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 www.TNREALTORS*.com.
Members may register through member log-in at www.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 education@greaternashvillerealtors.org.

October 21; 9 a.m. - 4 p.m.
GRI 406: Tips, Tools and Technologies for Your Business (TREC 8260)
Instructor: Susan Barnette, ABR, CRS, GRI, e-PRO, HAFA, BPOR, ITI
6 Hours CE • Lunch Provided
Single Registration: Members $110; Non-Members: $125
Express Bundle for 404, 405 and 406: $275 for 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 www.TNREALTORS*.com
Members may register through member log-in at www.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 education@greaternashvillerealtors.org.

October 26; 5 - 8 p.m. (Night)
Greater Nashville REALTORS® New Member Orientation
For Greater Nashville REALTORS® Applicants Only

October 27; 5 - 8 p.m. (Night)
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, 2019 and Dec. 31, 2021. Members may register through member log-in at www.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 education@greaternashvillerealtors.org.

—NOVEMBER—

November 9; 11:30 a.m. - 1:30 p.m
SMALL BROKER ROUND TABLE EVENT – Topic TBD
For Managing Brokers of 20 or less Agents
Lunch Provided
www.greaternashvillerealtors.org for topic details as they develop. RSVP requested. No fee. No CE. Members may register through member log-in at www.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 education@greaternashvillerealtors.org.

November 11; 9 a.m. - 3:30 p.m.
TREC CORE 19/20 (TREC 82710)
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 www.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 education@greaternashvillerealtors.org.

November 12; 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 for topic details and continuing education approvals. RSVP requested. No fee. Members may register through member log-in at www.greaternashvillerealtors.org; for 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 education@greaternashvillerealtors.org.

November 13; 9 a.m. - Noon
Code of Ethics (TREC 2490)
Instructor: Bobbie Noreen, ABRM, CRS, GRI, 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, 2019 and Dec. 31, 2021. Members may register through member log-in at www.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 education@greaternashvillerealtors.org.

**November 16; 9 a.m. - Noon**
Greater Nashville REALTORS® New Member Orientation
For Greater Nashville REALTORS® Applicants Only

**November 17 – 18; 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.

**November 19; 9 a.m. - 5:30 p.m.**
Day-3 Accredited Staging Professional Home Stager Designation
Upgrade from 2-day for those interested in Staging as a business. Includes Nov. 17-18 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. 17-18 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.

**November 20; 1 - 4 p.m.**
Code of Ethics (TREC 2490)
Instructor: Misty Woodford, ABR, CRS, GRI, SFR
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, 2019 and Dec. 31, 2021. Members may register through member log-in at www.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 education@greaternashvillerealtors.org.

**November 30; 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
December 7; 9 a.m. - Noon  
Officers and Directors Training for 2020 (TREC 3698)  
Instructor: Bruce Aydt, ABR, ABRM, CRB, SRS

December 7; 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 biennial ethics training requirement. Members may register through member log-in at 
www.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 education@greaternashvillerealtors.org.

December 9; 9 a.m. - 5 p.m.  
TN REALTORS FORMS 102 (TREC 6690)  
Instructor: Susan Barnette, ABR, CRS, GRI, e-PRO, HAFA, BPOR, ITI  
7 Hours CE  ● Lunch Provided  
Greater Nashville Members $60; All Others $75  
Forms, forms and more forms. Get an in-depth review of the TN REALTORS Purchase and Sale Agreement along with an overview of the peripheral forms recommended for use throughout the document and transaction. Members may register through member log-in at 
www.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 education@greaternashvillerealtors.org.

December 11; 1 - 4 p.m.  
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, 2019 and Dec. 31, 2021. Members may register through member log-in at 
www.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 education@greaternashvillerealtors.org.
December 14; 9 a.m. - 3:30 p.m.
TREC CORE 19/20 (TREC 82710)
Instructor: Robert Morris, ABR, ABRM, C-RETS, CRB, CRS, e-PRO, GRI, LTG, PMN, RENE, 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 www.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 education@greaternashvillerealtors.org.

December 15; 1 - 4 p.m.
Transaction Desk – Basic (TREC 5747)
Instructor: Steve Jolly
3 Hours CE
All Students: $40

Class Requirements: Laptop and activate your TN REALTORS account before class at www.tnrealtors.com.
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 contracts 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 out bound 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 www.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 education@greaternashvillerealtors.org.
December 16; 9 a.m. - 1 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; 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 education@greaternashvillerealtors.org.

December 17; 9 a.m. - Noon
Code of Ethics (TREC 2490)
Instructor: Bobbie Noreen, ABRM, CRS, GRI, 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, 2019 and Dec. 31, 2021. Members may register through member log-in at www.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 education@greaternashvillerealtors.org.

December 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, 2019 and Dec. 31, 2021. Members may register through member log-in at www.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 education@greaternashvillerealtors.org.

Visit the Education page at 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 (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. Click here to access pre-license courses. For assistance with pre-license courses call the Greater Nashville REALTORS® Professional Development Dept. at 615-254-7516.

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.