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Education Newsletter

QUICK LINKS

[It's Webinar Time with Robert Nahigian - Discovering Commercial Real Estate](#) (2-part webinar series) - Feb. 6 & Feb. 8 (11:30 am - 1:00 pm)

[Property Management](#) - Columbus, Feb. 13

[20-Hour Post Licensure for Salespeople](#) - Dayton, Feb. 13-15

[Pricing Strategy Advisor \(PSA\)](#) - Columbus, February 15

[e-Pro Certification: Day 1](#) - Columbus, Feb. 22

[10-Hour Post Licensure for Salespeople](#) - Columbus, Feb. 27-28

[Brokerage Management: Understanding Your Duties](#) - Toledo, Feb. 28

[GRI 200 Designation Program](#) - Columbus, March

[Brokerage Management: Understanding Your Duties](#) - Cleveland, March 15

[Senior Real Estate Specialist \(SRES\)](#) - Cleveland, March 21-22

[Brokerage Management: Understanding Your Duties](#) - Cincinnati, March 22

[20-Hour Post Licensure for Salespeople](#) - Columbus, March 27-29

It's Webinar Time with Robert Nahigian!

Discovering Commercial Real Estate (2-Part Series)

Join speaker Robert Nahigian for two informative webinars on **Tuesday, February 6** and **Thursday, February 8**, from **11:30 am to 1:00 p.m.**



This 2-part webinar series offers a broad overview of the basics of commercial real estate and how it differs from residential real estate. You will be able to compare (distinguish or understand) the broker's role and discover the different types of commercial properties, terms, valuation methods, marketing and resources for further education. While it will not equip an agent with the needed tools to practice commercial real estate, it will explain the business and introduce many of the

resources needed to pursue a commercial transaction or a career in commercial real estate.

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.

Rob Nahigian, Principal with Auburndale Realty Co. in Newton, Massachusetts has 38 years in commercial/industrial real estate experience as an advisor, developer and broker. He has handled approximately \$5 billion of real estate totaling 40 million square feet. Rob serves on the Counselors of Real Estate (CRE) National Board of Directors, has been honored 5 times by the Society of Industrial and Office REALTORS® as "SIOR National Instructor of the Year" and named the MAR "2015 and 2011 Massachusetts Real Estate Educator of the Year". He is a faculty member of Boston University, MAR, SIOR, and is a Visiting Asst. Professor for RealtorU. He earned his BA, cum laude from Lehigh University and holds a Masters in Urban Planning from Columbia University.

For more details...and to register for this LIVE 2-part webinar series for the low price of \$38 ... [click here!](#)

20-Hour Post Licensure for Salespeople - 2 Locations in February & March!

As you embark on your new career, it is important for you to understand fully the seriousness of the responsibility you accept when assisting others with real estate transactions.

Per HB 532, this course is required of all new salespeople licensed on or after April 6, 2017 and is to be completed within twelve months of the date you were licensed. Instructed by Joyce Willson, the course is designed to update you with current laws, to review basic steps to succeed in the business, and to identify fiduciary duties throughout the transaction. This class will serve as a foundation for the legal and ethical obligations you face. To register just click one of the links below:

[Dayton - Feb. 13-15](#)

[Columbus - March 27-29](#)

Property Management

Attend this informative session and earn **3 hours of core law** credit. Instructed by Lorie Garland, J.D., OAR Assistant Vice President of Legal Services, **Property Management** will be offered on **Tuesday, February 13** in Columbus. Lorie will cover the latest developments with the Division's Property Management Task Force. Learn if Ohio law will require real estate licensees to obtain an additional permit to provide property management services. Lorie will discuss the permit regulation as well as other license law requirements, including property management accounts, advertising, and unlicensed staff. Also covered will be security deposit requirements and a legislative and case law update.

[Learn more and register...](#)

Pricing Strategy Advisor (PSA) Certification

On Thursday, **February 15**, OAR is offering the **Pricing Strategy Advisor (PSA) certification** program in Columbus. Learn how to evaluate the existing real estate market to take the guesswork out of pricing homes. This course will enable you to determine the market-based value range of a home, choose the most appropriate comparables for a property, compile a CMA report for proper presentation and collaborate with appraisers. (6 hours ce credit, approved elective for the ABR designation.)

[Learn more and register...](#)

e-Pro Certification: Day 1

On Thursday, **February 22**, OAR is offering the **e-Pro Certification: Day 1** program in **Columbus**. This course shows you how to use cutting-edge technologies and digital initiatives to connect with today's savvy real estate consumer and build your business. Learn how to manage your online reputation, generate leads, gain referrals, and more. This program, instructed by Ali Whitley, is approved for **6 hours** of real estate credit and an approved elective for the ABR, CIPS and CRS designations and the RSPS certification.

[Learn more and register...](#)

10-Hour Post Licensure for Salespeople

Scheduled for **February 27-28** in Columbus, the **10-hour Post Licensure for Salespeople** is required within the first twelve months of being licensed if you were licensed on or before April 5, 2017.

Joyce Willson will cover topics such as license law, agency, fair housing, advertising, ethics, offers and counteroffers. This class will serve as a foundation for the legal and ethical obligations you face.

[Learn more and register...](#)

Brokerage Management: Understanding Your Duties - 3 Locations in February and March!

Per HB 532, 3-hours of education is required for those persons involved in the operation and management of a brokerage to assure they are knowledgeable about their license law obligations as well as other issues involved in running a successful real estate business.

If you are a broker or manager, it is more crucial than ever that you understand your duties in overseeing your brokerage activities. From trust account requirements to oversight of agents and teams, the license law now lays out 14 different areas of responsibility. This 3-hour course will make sure that you have the information you need to stay on the right side of the Division of Real Estate. This course will meet the new continuing education requirement for a separate course on broker responsibility required for principal brokers, managers and associate brokers and is instructed by the Ohio REALTORS vice president of legal services, Peg Ritenour and Ohio REALTORS assistant vice president of legal services, Lorie Garland. To register just click one of the links below!

[Toledo - Thursday, Feb. 28](#)

[Cleveland - Thursday, March 15](#)

[Cincinnati - Thursday, March 22](#)

GRI 200 Program

Register now for the **GRI 200** program offered during the month of **March in Columbus.**

The 4-day GRI 200 course is being held on the following dates:

Tuesday, March 6 -- 8:30 a.m. - 5:30 p.m.

Wednesday, March 7 -- 8:30 a.m. - 5:30 p.m.

Tuesday, March 13 -- 8:30 a.m. - 5:30 p.m.

Wednesday, March 14 -- 8:30 a.m. - 3:30 p.m.

The **Graduate, REALTOR® Institute (GRI)** designation program consists of two courses, the **GRI 100** ([equivalency exam on-line](#)) and **GRI 200.**

This 4-day program is approved for **30 hours** of real estate credit (includes 3.5 hours of core law), and is instructed by Sean Carpenter, Julie Beall, Louise Potter, Alec Hagerty, Peg Ritenour, J.D., and Ali Whitley.

[Learn more and register...](#)

Senior Real Estate Specialist (SRES)

On **March 21-22**, you will want to attend the Senior Real Estate Specialist (SRES) designation program which will be held in co-sponsorship with the Akron Cleveland Area Board of REALTORS. The SRES Council trains REALTORS to meet the special needs of maturing Americans when selling, buying, relocating, or refinancing residential or investment properties.

This program, instructed by Ali Whitley, is approved for **12 hours** of real estate credit and an approved elective for the ABR designation, CRS designation and RSPS certification. (Includes 1st year of dues of \$99).

[Learn more and register...](#)



OAR'S Education Group

Ohio REALTORS®

Direct: 614.225.6229

wright@ohiorealtors.org

[On-line Real Estate/Appraisal CE](#)