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## Education Newsletter

### QUICK LINKS

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

[GRI 200 Designation Program](#) - Columbus, March 6,7,13, 14

[Xplode Conference](#) - Dayton, March 19

[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

[7-Hour USPAP \(2018-2019\)](#) - Columbus, April 17

[Alternative Valuation Assignments](#) - Columbus, April 18

[It's Webinar Time with Peg Ritenour!](#) - "Is Your Team Playing by the Rules?" - April 19, 12:00 p.m. - 1:00 p.m.

[Military Relocation Specialist \(MRP\)](#) - Columbus, April 24

[Brokerage Management: Understanding Your Duties](#) - Concord Twp., April 26

Ohio REALTORS, in partnership with REALTOR University, is excited to announce four new on-line CE courses! (C-RETS: Position Your Team for Profit, C-RETS: HR Solutions for Teams, Real Estate Investing and Generating Buyer and Seller Leads) [CLICK HERE!](#)

### 10-Hour Post Licensure for Salespeople - Final Offering!

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...](#)

**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...](#)



### **XPLODE Conference - Dayton**

On **March 19**, Ohio REALTORS is excited to join together with the Dayton REALTORS and the Cincinnati Area Board of REALTORS in sponsoring the **Xplode Marketing & Technology Conference!**

The Xplode Conference is the real estate industry's longest-running event series focused solely on Realtor success. This one-day conference brings together the industry's best speakers and ideas, and helps agents hone their business skills, technology prowess and lead conversion abilities. Each conference is fast-paced, and is packed with actionable concepts you can immediately put to work in your business. If you're looking to optimize your website, put together an effective content marketing program, incorporate video into your marketing mix, acquire new clients through predictive marketing or simply see what's on the technology horizon, Xplode delivers!

[CLICK HERE](#) for more information and to register for this exciting conference on **March 19** at the **Marriott at the University of Dayton!**

### **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...](#)

### **Brokerage Management: Understanding Your Duties - 2 Locations!**

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!

### **Just click on the location below to register!**

[Cincinnati - March 22](#) (co-sponsored with Cincinnati Area Board of REALTORS)

[Concord Twp. - April 26](#) (co-sponsored with Lake & Geauga Area Association of REALTORS)

### **20-Hour Post Licensure for Salespeople**

Scheduled for **March 27-29** in **Columbus** and 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.

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.

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.

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

### **7-Hour USPAP (2018-2019) Edition**

On Tuesday, **April 17**, Ohio REALTORS is offering the **7-hour USPAP (2018-2019)** program. Filled with real-world examples, this required

course will keep you up-to-date with the latest significant changes to the Uniform Standards of Professional Appraisal Practice.

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

### **Alternative Valuation Assignments**

On Wednesday, **April 18**, we will be offering an additional appraisal/real estate continuing education course, **Alternative Valuation Assignments**. Each appraisal assignment is different and no single "form" report could cover all the requirements for all assignments. The form, format or style of real property appraisal reports is a function of the needs of the intended users and the appraiser, substantive content determines compliance. Preprinted report "forms" or templates are simply tools for reporting assignment results. You'll learn alternatives to the standard pre-printed forms and identify problem identification, scope of work, competency, the differences in evaluations and appraisal, work file requirements and minimum reporting requirements. At the end of the course, you should be able to identify how and when "alternative" reports can be used to satisfy the diverse needs of your clients and intended users. Register TODAY for this valuable workshop

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

### **It's Webinar Time with Peg Ritenour!**

#### **Is Your Team Playing by the Rules?**

Join Ohio REALTORS Legal Counsel Peg Ritenour for this informative webinar on **Thursday, April 19 from 12:00 p.m. to 1:00 p.m.**



Are you a member of a team or thinking of forming one? Or are you a broker or manager who has agents who work as a team? Teams have become a very successful business model, allowing agents to pool their resources and tap into the skills and experience of fellow licensees to not only expand their business and client base, but to also assure that client needs are being met. However, there are some specific license law and other legal considerations that team members - and the brokers and managers who supervise them - need to know to avoid disciplinary action and other potential legal issues.

In this webinar you'll learn the do's and don'ts with respect to the options for structuring your team, compensation issues, team advertising, potential agency conflicts within the team, and more!

For more details...and to register for this webinar for the low price of \$19 ... [click here!](#)

### **Military Relocation Specialist (MRP) Certification**

On **Tuesday, April 24**, Ohio REALTORS is offering the **Military Relocation Specialist (MRP)** certification course in Columbus. When military staff and their families relocate, the services of a real estate professional who understands their needs and timetables makes the transfer easier, faster, and less stressful.

This program, instructed by Alec Hagerty, is approved for **6 hours** of real estate credit and an approved elective for the ABR designation.

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



## **OAR PROFESSIONAL DEVELOPMENT**

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