



OHAR PROFESSIONAL DEVELOPMENT

"THE EDUCATION YOU NEED, THE QUALITY YOU DESERVE"

2017 CONTINUING EDUCATION CATALOG

Programs available
for co-sponsorship with the
Ohio Association of REALTORS®

Published by the
Ohio Association of REALTORS®
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CONTINUING EDUCATION REQUIREMENTS

You can view your current education hours on the Ohio Division of Real Estates web site by visiting this link: <https://elicense3-secure.com.ohio.gov/>. You can bank up to 10-hours of required continuing education credit now for your next reporting period with the exclusion of ethics, core law and civil rights. Each of these three hour courses must be taken within the three year reporting period.

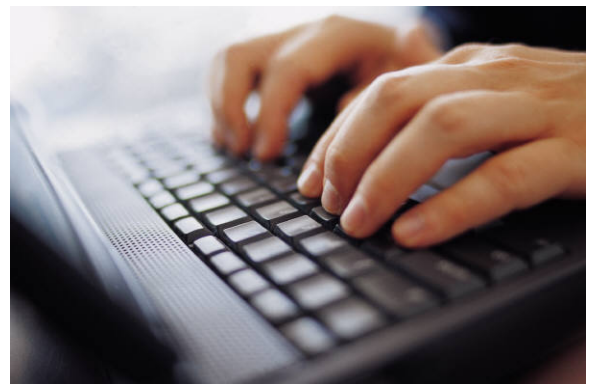
Continuing Education courses are composed of:

- 3 hours CIVIL RIGHTS
- 3 hours CORE LAW
- 3 hours ETHICS
- 21 hours of approved courses of their choice

Licensees must submit proof of completion to:

The Ohio Division of Real Estate
77 South High Street, 20th Floor
Columbus, Ohio 43215-6133
(614) 466-4100
www.com.state.oh.us/real/

If you would like additional information on continuing education requirements, licensing information or for the most complete information on educational offerings, please visit the education section of our website at www.ohiorealtors.org.



You can also go to the [Online Real Estate/Appraisal C.E.](#) page and click on on-line courses. Take advantage of NAR designation offerings including ABR, ABR electives, the SRES, SRS, SFR, RPR, MRP, e-PRO certification or a number of other on-line partners with hundreds of hours available for appraisal and real estate continuing education credit.

AMERICANS WITH DISABILITIES ACT

Under Title III of the Americans with Disabilities Act (ADA), you are required to provide equal access and services to disabled individuals in the most integrated setting possible. You'll want to be sure that the facility you select is in compliance with the ADA requirements.

For a copy of the ADA Kit developed by the National Association of REALTORS[®], contact OAR's REALTOR[®] Professional Development Group at 614/225-6229.

Also, in keeping with the ADA, we will include language on the course promotional flyer for individuals to indicate any disabilities which may require special accommodations. Should it be necessary to provide any special auxiliary aids or services, OAR will reimburse your organization 50 percent of all reasonable costs associated with providing such aid or service.

To view the resource guide and the Americans with Disabilities Act visit this link:
<http://www.ohiorealtors.org/wp-content/uploads/LocalBoards/Resources.pdf>

Please note: Any local Board seeking sponsors for an educational program must notify OAR to assure that such sponsorship does not violate RESPA (the Real Estate Settlement Service Procedures Act. RESPA does permit settlement service providers (i.e., title companies, lenders) to engage in normal promotional and educational activities as long as they are not conditioned on the referral of business and do not involve defraying of expenses that otherwise would be incurred by persons in a position to refer settlement services or business incident thereto. This means that REALTORS attending the c.e. course cannot be required to refer business to the sponsoring entity. Moreover, payment by the sponsor cannot be conditioned or based upon whether such referrals are received and/or the number of leads the sponsor receives from attendees at the program.

Moreover, the expense that a REALTOR attending the course would otherwise bear (i.e., the registration fee) cannot be defrayed by the sponsor. If the cost of the course is underwritten by the lender/title company so that the REALTOR is paying a reduced fee or getting the class for free, such sponsorship could be interpreted as the lender/title company providing something of value to the REALTOR in violation of RESPA. Examples of marketing opportunities that can be offered to sponsors could include providing refreshments or a continental breakfast, posting the sponsor's signage at the course, and advertising in course materials/ promotions.

SCHEDULING CHECK-LIST

Get a jump on things. By scheduling now, you can let your members know what terrific programs are in store for them in 2017. To schedule courses for co-sponsorship simply follow the check-list below to ensure you have all the information we need to assist you in providing quality programs to your members.

- Determine program(s)
- Determine program date(s)
- Determine program time(s)
- Select instructor(s) (if applicable)
- Determine course location(s)
- Determine check-in time--generally 30 minutes prior to the program(s)
- Determine cost to the attendee
- Determine early bird cost (if applicable)
- Determine early bird deadline (if applicable)
- Complete the Sponsorship Request Form(s) and submit to OAR 10-12 weeks in advance

Please Note: *The Ohio Association of REALTORS® reserves the right to adjust or re-assign instructors when needed. Course information may be updated throughout the year to ensure students receive the most current and up-to-date information possible.*

ON-DEMAND PROGRAMMING

Let us create a course just for you! If you have a particular subject or topic area you are interested in just let us know. The Professional Development Group will work with you to create a specialized program that fits your needs.

Pricing and instructors will be determined based upon factors involved in providing the best quality program to fit your needs.

CORE LAW

KEEPING IT LEGAL (A CUSTOMIZED PRESENTATION)

Core Law Approved

COST: \$30 per student / 3 hrs.

This course includes the latest information on legal issues relevant to today's marketplace. You will also discuss cases and information dealing with the following: Disclosure form, advertising issues including new trends, team advertising, license law update, stigmatized issues, statute of fraud, negotiations, commission issues, commission disputes and case law.

Instructors for this course – Peg Ritenour, J.D., Vice President/Legal Affairs-OAR; or Lorie Garland, J.D., Assistant Vice President/Legal Affairs. Both instructors are attorneys and worked with the Ohio Division of Real Estate and Professional Licensing prior to joining OAR.

CIVIL RIGHTS

FAIR HOUSING: RESPONSIBILITIES & AREAS OF CONCERN

Civil Rights Approved

COST: \$30 per student / 3 hrs.

Participants will have a “potpourri” of issues and ideas shared with them during this course which will serve to remind them of their Fair Housing obligations and responsibilities. Main areas of concern, including: “Steering and Disparity of Treatment” will be discussed. The new NAR DVD “Fair Housing” will also be shown.

Instructor for this course – Alec Hagerty, ABR, CRB

ETHICS

ETHICS: THE MEASURE OF PROFESSIONALISM

Ethics Approved

COST: \$30 per student / 3 hrs.

This course satisfies both the NAR Code of Ethics and Canons of Ethics requirements by the Ohio Division of Real Estate and Professional Licensing. Several case studies/scenarios are included, plus disciplinary actions and common provisions of both the Code and the Canons. These common themes include misrepresentation, truth in advertising, written agreements and competence in practice.

Starting in 2017 we will be going to a 2-year cycle for the NAR Code of Ethics requirement.

Instructor for this course – Alec Hagerty, ABR, CRB; Brad Knapp, ABR, CRB

ELECTIVE

IS THAT YOUR FINAL ANSWER? – A NEGOTIATION COURSE

COST: \$30 per student / 3 hrs.

Participants will be introduced to powerful persuasion rules. They will understand the importance of reading and interpreting personality “mind-sets,” and the techniques necessary to successfully negotiate profitably. To embrace and practice the “win-win” approach, to gain rapport, and come to a mutually beneficial conclusion for the parties.

Instructor for this course – Alec Hagerty, ABR, CRB

HIDDEN SECRETS OF SOCIAL MEDIA

COST: \$30 per student / 2 hrs.

Participants will discover the basic principles of business within social media including the hidden secrets of Facebook, building lifetime relationships on-line and creative use of twitter and twitter platforms.

Instructor for this course – Julie Beall, ABR, CRS

LEAD BASE PAINT – LAWS, REGULATIONS & STANDARDS

COST: \$20 per student / 2 hrs.

This course is designed to create awareness regarding lead base paint in residential homes and how it relates to real estate professionals.

Instructor for this course – Tony Skerski

REAL ESTATE SAFETY MATTERS

COST: \$30 per student / 3 hrs.

Real Estate is a high risk business. You need safety systems to limit risk. Additionally, you are your first line of defense. Know your company safety systems, resources, social media, and email tips as well as identity theft concerns.

Instructor for this course – Alec Hagerty, ABR, CRB