

# Sarasota



## Association of REALTORS® The Benefits of Membership—Education



### The Graduate, Realtor Institute (GRI) Program

Take all three programs at SAR in 2010 and earn your post-license credit (salesman's 45-hour or broker's 60-hour) or 14 hours of CE credit while earning your GRI designation. Course 1: Feb. 22-Mar.3; Course 2: May 24-June 2; Course 3: July 26-Aug. 4.



### 7 Key Strategies for Real Estate Success

Brush up your estate sales skills and be ready to compete for business with this practical, hands-on basic real estate sales course that will complement the more theoretical training received in license and post-license courses. Summer/Fall 2010 TBA.



### Core Law/14 Hours Continuing Education

The Institute of Florida Real Estate Careers, headquartered in Orlando, Florida, will provide the 14-hour license renewal course for SAR. Core Law can be taken separately if desired. February 9-10; August 10-11.



### International Real Estate

Plan now so you won't miss the 4th SAR International Real Estate Congress towards the end of September, 2010. World-class speakers, social events and business networking opportunities. International real estate, immigration, taxation and marketing seminars are also sponsored monthly at SAR. The entire CIPS designation in a 5-day format will be offered June 21-25, 2010.



### Florida Real Estate Law

The Realtor-Attorney Joint Committee develops monthly seminars to provide an update of the most important current real estate topics. For over a year, dealing with distressed properties has taken center stage. The RAJC also brings contract seminars and HUD-1 updates. Check the SAR website for current information.



### Green Realtors Alliance of Sarasota (GRAS)

Customers are placing more importance to the way buildings and landscaping use energy, water and air to maximize economic and environmental performance. Check for quarterly seminars, and don't miss the complete Green Designation series of courses June 7-9, 2010.



### Sarasota Young Realtors (SYR)

The up-and-coming generation of Sarasota Realtors plan education and social programs for SAR members of all ages. Check association website at [www.sarasotarealtors.com](http://www.sarasotarealtors.com).



### **Technology**

Embrace technology or get left behind! SAR is developing a whole new lineup of technology classes to help you succeed. These will include social networking, how to use basic computer programs (Word, Excel), PDA's, cell phones, digital cameras, consumer-friendly websites and "freeware" for Realtors.



### **Code of Ethics**

All NAR members will have to show completion of a Code of Ethics course as a requirement of membership renewal for the period beginning 1/1/09 and ending 12/31/12. Take SAR's live classroom course on the third Monday afternoon of each month, or take NAR's free online course at [www.realtor.org](http://www.realtor.org).



### **Continuing Education & Seminars**

The Professional Development Committee of SAR is charged with selecting continuing education and certification courses for the different areas of real estate practice. Check the education calendar on the SAR website for upcoming offerings.



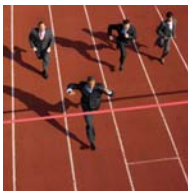
### **MLXChange & MLS Technology Tools**

MLXChange and a variety of helpful courses are offered in the Tech Center on a regular basis and as needed when program changes occur. An average of 8 classes each month are offered by the Mid-Florida Regional MLS trainers. Register for these classes through [www.mfrmls.com](http://www.mfrmls.com).



### **New Member Orientation**

All new members must complete a three-hour classroom program covering fair housing, antitrust, MLS, and many aspects of SAR, FAR and NAR Realtor membership and responsibilities. In addition, all new members must take the NAR Code of Ethics (or show that they have completed the course elsewhere).



### **SAR Leaders of the Future**

"Emerging Leaders" is a ten-month program designed to develop future leaders for SAR. Training will include an orientation and participation in state, local and national Realtor organizations, participation in community events and meetings and point accumulation. Participants will be selected by the SAR Executive Committee and there will be no cost to participants. Applications are due in June.

**[www.sarasotarealtors.com](http://www.sarasotarealtors.com)**