

To All Agents,

Here's some upcoming **October training opportunities** being offered by Fridrich & Clark Realty, GNAR & WCAR. Be sure to mark your calendar and take advantage of these educational sessions. **If you have not completed your 2016 required Code of Ethics Training please note the classes offered.**

FRIDRICH & CLARK REALTY OFFERINGS:

- October 7; 9:30 am - 11:00 am, The Realities of Real Estate, Molly Edmondson, Brentwood office
- October 10; 9:30 am - 10:30 am, The RARE (Real Answers for Real Estate) Group lead by Whit Clark, Bedford office
- October 24; 9:30 am - 10:30 am, The RARE (Real Answers for Real Estate) Group lead by Whit Clark, Bedford office

Joint Bedford/Brentwood office sales meeting: October 4th, 9:15 am - Edsel Charles

Relocation Training: October 13th, 9:30, Bedford office, Working with International Buyers

GNAR OFFERINGS:

- October 3; 8:30 am - October 6; 5:30 pm, CI 101: Financial Analysis for Commercial Investment Real Estate - CCIM Designation
- **October 12; 9:00 am - 12:00 pm, Code of Ethics, *The NAR Ethics Requirement is that every REALTOR® must have approx. 3 hours of training on the Code of Ethics, which must be completed between January 1, 2013 and December 31, 2016. This is a requirement for continued membership.***
- October 13; 8:30 am - 5:00 pm, New Home Construction and Buyer Representation
- October 14; 8:00 am - 5:30 pm, MIDDLE TENNESSEE REALTORS CONVENTION - If you want to participate in our group RSVP please contact Peggy (peggyp@realtracs.com or 615-320-4744) no later than Monday, 9/26.
- October 19; 9:30 am - 3:30 pm, TREC CORE Course
- October 24th, 5:00 pm - October 25, 9:00pm (This is a 2-evening session and you must attend both sessions from 5 to 9 pm each night to receive full credit) New Member Orientation - October

For more details on any of the above, [CLICK HERE](#) to visit the GNAR website.
You may also review the full GNAR calendar for future months offerings as well.

WCAR OFFERINGS:

- October 4; 9:00 am - 12:00 pm, Agent Advertising
- October 6; 9:00 am - 4:30 pm, GRI 402: Staying in Business & Out of Court
- October 7; 9:00 am - 4:30 pm, GRI 401: Doing The Right Thing
- October 10; 9:00 am - 3:30 pm, GRI 403: Working with Buyers
- October 11; 9:00 am - 3:30 pm, TREC Core Course - October
- October 12; 9:00 am - 1:00 pm, Contracts 1.0 - October
- **October 13; 9:00 am - 12:00pm, Unethical or Bad Judgment - This course satisfies the NAR requirement for the December 2016 deadline. *The NAR Ethics Requirement is that every REALTOR® must have approx. 3 hours of training on the Code of Ethics, which must be completed between January 1, 2013 and December 31, 2016. This is a requirement for continued membership.***
- October 19; 9:00 am - 12:00 pm, Transaction Desk
- October 21; 9:00 am - 11:00 am, Minding Your Own Business: Taxes, Budgeting & How to Plan
- October 24; 8:30 am - 5:00 pm, SRS (Seller Representative Specialist)

For more details on any of the above, [CLICK HERE](#) to visit the WCAR website.
You may also review the full WCAR calendar and see future months offerings as well.

RealTracs - Looking to register for a class? All training class registration and information can be found under the HELP tab. If you click on the title you will find the course description. They have lots of offerings that can help you sharpen your RealTracs 3.0 skill level.

September 8, 2016