

## Distinguished Education Award

### Point Scale:

1-3 CE hours = 5 points

4-8 CE hours = 10 points

6-8 CE Hours = 20 points

12-16 CE hours = 25 points

Lunch and Learns= 5 points.

Credits for the Distinguished Education Award are earned by taking courses offered by the Clarksville Association of REALTORS. Duplicate courses will only be counted once. Members are to achieve a minimum of 100 credits to be eligible for the award. New Members that are eligible for the New Member Education Award are not eligible for the distinguished Education Award.

### Education Tracks:

	Getting Started
	Safety & Risk Management
	Technology
	#NextLevel
	Going Green
	Designations/Certifications
	Lunch & Learn Sessions

## Take it to the #NextLevel

\_\_\_ TREC Core (Feb 10, Apr 29, June 19, Aug 5, Oct 28, Dec 9)

\_\_\_ 1031 Exchanges (Feb 5, July 15)

\_\_\_ High Anxiety: Marijuana and Real Estate (Feb 18)

\_\_\_ Contracts 101 (Feb 19)

\_\_\_ Contracts for Success (Feb 26)

\_\_\_ At Home with Diversity (Mar 16)

\_\_\_ Transaction Desk Advanced (Mar 20)

\_\_\_ CRS: 7 Things Successful Agents Do Differently (Mar 24)\*

\_\_\_ Property Management in TN (Apr 8)

\_\_\_ REALTOR Safety Course (Apr 21, Oct 21)

\_\_\_ Professionalism: Play Nice, Play Fair, Play by the Rules (May 1)

\_\_\_ THDA: Great Choices Program (May 20, Aug 19)

\_\_\_ GRI 401 - 406 (June 1, 8, 9, 22, 23, and 24)

\_\_\_ Property Management Basic P&P (Aug 3)

\_\_\_ Facebook Unleashed (Aug 18)

\_\_\_ CRS: Technology & Plans for Success (Aug 25)\*

\_\_\_ SRES (Seniors Real Estate Specialist) Designation (Oct 26-27)\*

\_\_\_ MRP (Military Relocation Professional) Certification (Nov 9)\*

## Going Green

\_\_\_ NAR Green Designation (Sept 21 & 25)\*

\*(These courses carry a registration fee.)

These lists are not inclusive of all of the courses that CAR is offering in 2019, or of the individual tracks. These are representative course ideas. Check the CAR Course catalogue for a complete list of all courses and tracks.

## **Technology**

- \_\_\_ Transaction Desk Basic (Mar 20)
- \_\_\_ Transaction Desk Advanced (Mar 20)
- \_\_\_ Dot Loop: Managing Online Transactions (Apr 28)
- \_\_\_ Facebook Unleashed (Aug 18)

## **Certifications & Designations**

- \_\_\_ At Home with Diversity (Mar 16)
- \_\_\_ CRS: 7 Things Successful Agents Do Differently (Mar 24)\*
- \_\_\_ GRI 401 - 406 (June 1, 8, 9, 22, 23, and 24)
- \_\_\_ CRS: Technology & Plans for Success (Aug 25)\*
- \_\_\_ NAR Green Designation (Sept 21 & 25)\*
- \_\_\_ SRES (Seniors Real Estate Specialist) Designation (Oct 26-27)\*
- \_\_\_ MRP (Military Relocation Professional) Certification (Nov 9)\*

## **Financial Friday Series**

- \_\_\_ FF: Taxes (Feb 14)
- \_\_\_ FF: Budgeting (May 15)
- \_\_\_ FF: Wealth Building (June 12)
- \_\_\_ FF: Retirement Plans (Aug 28)
- \_\_\_ FF: Health Insurance (Oct 30)
- \_\_\_ FF: Wills & Estates (Dec 4)

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## **Educational Achievement Award:**

Each year, the Educational Achievement Award will be given to the top 5 Realtors who submit an application. This is a self-nomination award with documentation of support to show continuing education hours completed. The applicant must follow a point system as outlined on the application. All applicants must have a minimum of 100 points to be eligible.

## **New Member Education Award:**

Distinguished New Member Education Award: New members (new licensees that have never been licensed to sell real estate before in any state) that are in their first licensing period are eligible. Hours for the New Member Education Award are earned by taking courses offered by the Clarksville Association of REALTORS. Duplicate courses will not be counted. New Members that achieve a minimum of 40 hours of continuing education within their first 12-months of being licensed will be eligible for the award and awarded at the next general membership meeting.

## Getting Started

- \_\_\_ Code of Ethics for New Realtors (Jan 29, Mar 9, May 13, July 22, Sept 23, Nov 18)
- \_\_\_ New Member Orientation (Jan 29, Mar 9, May 7, July 22, Sept 23, Nov 18)
- \_\_\_ TAR Forms 101 (Jan 27)
- \_\_\_ TAR Forms 102 (Jan 28)
- \_\_\_ TREC Core (Feb 10, Apr 29, June 19, Aug 5, Oct 28, Dec 9)
- \_\_\_ Contracts 101 (Feb 19)
- \_\_\_ Contracts for Success (Feb 26)
- \_\_\_ At Home with Diversity (Mar 16)
- \_\_\_ I'm Licensed: Now What? (Mar 18)
- \_\_\_ Transaction Desk Basic (Mar 20)
- \_\_\_ REALTOR Safety Course (Apr 21, Oct 21)
- \_\_\_ Professionalism: Play Nice, Play Fair, Play by the Rules (May 1)
- \_\_\_ THDA: Great Choices Program (May 20, Aug 19)
- \_\_\_ Fair Housing (May 26)
- \_\_\_ Professionalism in Real Estate: A Lost Art (June 22)
- \_\_\_ RESPA (Aug 18)
- \_\_\_ Facebook Unleashed (Aug 18)

## Safety & Risk Management

- \_\_\_ NAR Code of Ethics (Jan 14, Apr 17, July 14, Dec 15)
- \_\_\_ TAR Forms 101 (Jan 27)
- \_\_\_ TAR Forms 102 (Jan 28)
- \_\_\_ 1031 Exchanges (Feb 5, July 15)
- \_\_\_ TREC Core (Feb 10, Apr 29, June 19, Aug 5, Oct 28, Dec 9)
- \_\_\_ High Anxiety: Marijuana and Real Estate (Feb 18)
- \_\_\_ Contracts 101 (Feb 19)
- \_\_\_ Contracts for Success (Feb 26)
- \_\_\_ At Home with Diversity (Mar 16)
- \_\_\_ Property Management in TN (Apr 8)
- \_\_\_ REALTOR Safety Course (Apr 21, Oct 21)
- \_\_\_ Professionalism: Play Nice, PPlay Fair, Play by the Rules (May 1)
- \_\_\_ Fair Housing (May 26)
- \_\_\_ GRI 401 - 406 (June 1, 8, 9, 22, 23, and 24)
- \_\_\_ Professionalism in Real Estate: A Lost Art (June 25)
- \_\_\_ RESPA (Aug 18)
- \_\_\_ Property Management Basic P&P (Aug 3)
- \_\_\_ MRP (Military Relocation Professional) Certification (Nov 9)\*

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What is your professional development goal for 2020? CAR is here to help you achieve that goal through our focused education tracks. Take everything in 1 track, or jump around to enhance your professional development... either way, we hope that this guide map with help you be better in 2020!

**MORE THAN  
A MEMBER** 

*You're a Professional!*

**2020  
Continuing  
Education  
Tracks**



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