

## National Association of REALTORS® Designation and Certification Offerings in 2023...

- **Military Relocation Professional (MRP)**  
NAR's MRP certification focuses on educating real estate professionals about working with current and former military service members to find housing solutions that best suit their needs and take full advantage of military benefits.
- **At Home With Diversity® (AHWD)**  
Learn to work effectively with and within today's diverse real estate market. The AHWD certification teaches you how to conduct your business with sensitivity to all client profiles.
- **Pricing Strategy Advisor (PSA)**  
Enhance your skills in pricing properties, creating CMAs, working with appraisers, and guiding clients through the anxieties and misperceptions they often have about home values with NAR's PSA.
- **Graduate, REALTOR® Institute (GRI)**  
REALTORS® with the GRI designation have in-depth training in legal and regulatory issues, technology, professional standards, and the sales process. Earning the designation is a way to stand out to prospective buyers and sellers as a professional with expertise in these areas.
- **Accredited Buyer's Representative (ABR®)**  
The ABR designation is designed for real estate buyer agents who focus on working directly with buyer-clients at every stage of the home buying process.


## Keep Track of Your Continuing Education...

In June of 2022, TREC began using a third party website called CEBroker for agents to be accountable for their CE hours. Verify. TN and Core. TN will **no longer** be updated with your CE credits.

[CEBroker.com](http://CEBroker.com)



## Contact us...

 931-552-3567

 115 Center Pointe Dr. Clarksville, TN 37040

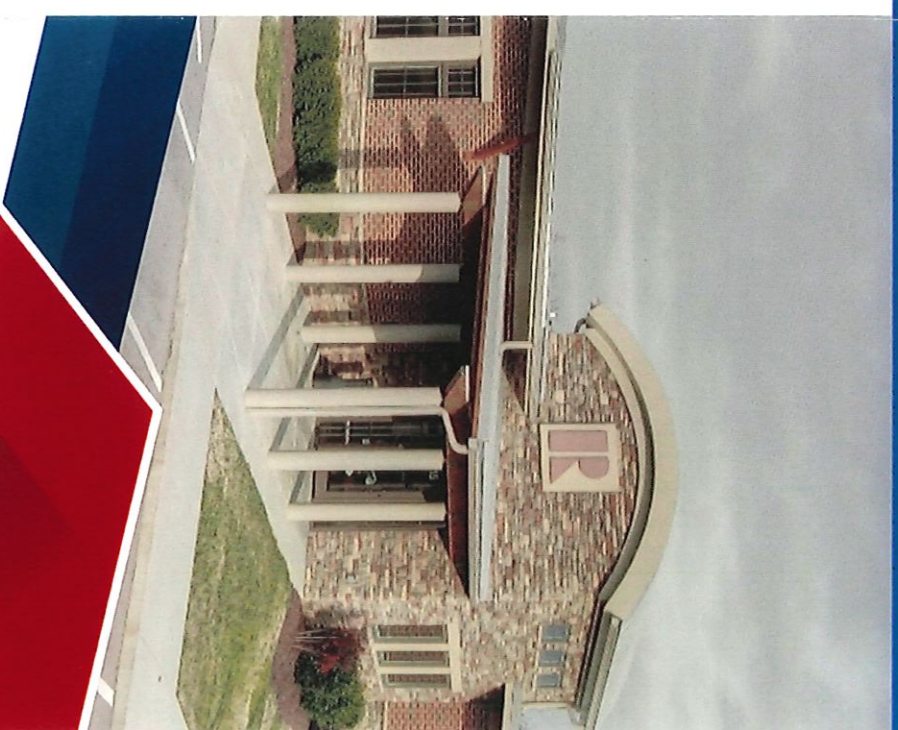
 [education@clarksvilleaor.com](mailto:education@clarksvilleaor.com)

 [clarksvilleaor.com](http://clarksvilleaor.com)



## 2023 Continuing Education

More than a Member  
You're a *Professional!*





## What is REQUIRED of you...

- ✓ New members of CAR must take Code of Ethics for New REALTORS® within 90 days of joining CAR.
- ✓ New members of CAR must take New Member Orientation within 180 days of joining.
- ✓ Licensees are required to take a minimum of 16 hours of Continuing Education every renewal cycle
- ✓ Licensees are required to take TN Core every 2 year license renewal.
- ✓ Licensees are required to take REALTOR® Code of Ethics training every 3 years.

## Why take Continuing Education at CAR?

- As a member of CAR your education is **FREE**, except for NAR certifications and designations!
- Instructors are vetted extensively by the Professional Development Committee and Education Coordinator to ensure you are receiving the highest level of education.
- Attending classes at CAR allows for networking opportunities and a feeling of community.



Access your portal here to register for classes...



SCAN ME

## Which classes are right for you?

If you are in your first few years of real estate we recommend...

- TAR Forms
- Contracts 101
- Code of Ethics for New REALTORS®
- Transaction Desk Basic & Advanced
- Fair Housing
- Military Relocation Professional
- Accredited Buyer Representative (ABR®)
- At Home With Diversity® (AHWD)
- Pricing Strategy Advisor

If you are a more seasoned agent we recommend...

- NAR Code of Ethics
- Property Management in TN
- Fair Housing for Property Management
- Build Wealth Rep. Investors & Become One Yourself
- Graduate, REALTOR® Institute (GRI)
- Certified Residential Specialist (CRS)