

Your 1st 2 Years

- ___ TAR Forms and Updates (Jan 12)
- ___ It's Not a Termite Letter (Jan 30)
- ___ Transaction Desk: Basic (Feb 7, Jun 26, Oct 10)
- ___ Introduction to REALTORS Property Resource (Feb 9)
- ___ THDA: Great Choices Program (Mar 6, Aug 10)
- ___ 21 Ways to Lose Your License (Apr 13)
- ___ REALTOR Safety (Apr 17, Oct 26)
- ___ Putting the Fair Back into Housing (Apr 27)
- ___ Contracts 101 (May 9)
- ___ Agency in Tennessee (May 8)
- ___ Advertising in Tennessee (May 8)
- ___ From Contract to Closing (May 22)
- ___ RESPA (Jul 24)

Risk Management & Safety

- ___ Property Management in TN (Jan 19, Jul 18)
- ___ Realtor Code of Ethics (Feb 23, Apr 11, Jun 29, Aug 7, Oct 23, Dec 4)
- ___ TN Core (Feb 27, Apr 24, Jun 6, Aug 17, Oct 16, Dec 7)
- ___ Property Management Basic P&P (Mar 7, Jun 1)
- ___ Realtor Safety Course (Apr 17, Oct 26)
- ___ Putting the Fair Back into Housing (Apr 27)
- ___ Advertising in TN (May 8)
- ___ Agency in Tennessee (May 8)
- ___ RESPA (Jul 24)
- ___ Listing Properties (Aug 28)

Take it to the #NextLevel

- ___ Property Management in TN (Jan 19)
- ___ Transaction Desk: Advanced (Feb 7, Jun 26, Oct 10)
- ___ REALTOR Property Resource Advanced: 10 Powerful Ways (Feb 9)
- ___ Leadership Skills for Everyone (Feb 9)
- ___ TN Broker Management Course (Feb 12-16)
- ___ THDA: Great Choices Program (Mar 6, Aug 10)
- ___ 21 Ways to Lose Your License (Apr 13)
- ___ From Contract to Closing (May 22)
- ___ Pricing Strategies: Mastering the CMA (\$) (Jul 10)
- ___ Military Relocation Professional (\$) (Aug 1)
- ___ Being a Good Negotiator (Sep 18)
- ___ Discover Commercial Real Estate (Oct 5)

For the Techie

- ___ Transaction Desk: Advanced (Feb 7, Jun 26, Oct 10)
- ___ Realtors Property Resource: Introduction (Feb 9)
- ___ Realtors Property Resources: Advanced (Feb 9)
- ___ Lunch & Learn: Top 10 Things You Should Know in RealTracs (No CE) (Mar 23)
- ___ Advertising in TN (May 8)
- ___ Pricing Strategies: Mastering the CMA \$(Jul 10)

*(\$)- These courses carry a registration fee.

These lists are not inclusive of all of the courses that CAR is offering in 2018, or of the individual tracks. These are representative course ideas. Check the CAR Course catalogue for a complete list of all courses and tracks.

What is your professional development goal for 2018? 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 2018!

Lunch & Learn Series

- ___ Courthouse Retrieval System: Taxes (Jan 31)
- ___ Basics of Land (Feb 21)
- ___ RealTracs: Top 10 Things You May Not Know, But Should! (Mar 23, Nov 7)
- ___ Foreclosures (April 17)
- ___ Appraisals (May 22)
- ___ Title (Aug 24)
- ___ Successfully Selling HUD Homes (Sep 7)

Certifications & Designations

- ___ TN Broker Management Course (\$) (Feb 12-16)
- ___ GRI 401: Doing Things the Right Way: Ethics & Professionalism (\$) (Jun 12)
- ___ GRI 402: Staying In Business and Out of Court (\$) (Jun 13)
- ___ GRI 403: Working More Effectively With Buyers (\$) (Jun 14)
- ___ GRI 404: Working More Effectively With Sellers (\$) (Jun 19)
- ___ GRI 405: Mastering Forms and Contracts (\$) (June 20)
- ___ GRI 406: Tips, Tools & Technologies for Your Business (\$) (Jun 21)
- ___ Pricing Strategies: Mastering the CMA (\$) (Jul 10)
- ___ Military Relocation Professional (\$) (Aug 1)
- ___ CRS 200: Business Planning and Marketing for the Residential Professional (\$) (Aug 13-14)
- ___ Short Sales & Foreclosure Resource (\$) (Sep 28)

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**MORE THAN
A MEMBER** 

You're a Professional!

**2018
Continuing
Education
Tracks**



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