



FAYETTE
REALTORS
the professional difference

2020 Education Program

- 23 Continuing Education Courses
- 3 REALTOR® Designation Courses
- REALTOR® Certification Courses
- 4 Code of Ethics
- 2 License Law
- Career Web School (Online Classes)
 - Sales Pre-License
 - Sales Post-License
 - Broker Pre-License
- GAR Scholarship Program Guidelines
- Designation & Certification Programs

MISSION: The mission of the Fayette County Board of REALTORS® is to provide members with the resources that enable them to conduct business with professionalism, integrity and competency. We strive to protect Private Property Rights; to be the voice of real estate in issues that affect our profession; to serve our communities; and to educate the public as to the benefits of working with a REALTOR®.

VISION: To provide the services and tools which maximize members' productivity and profitability.



The Fayette County Board of Realtors® exists to help our members. One of the greatest benefits is the educational opportunities offered by our own real estate school.

With more than 1000 members – you need an advantage to stay ahead of the pack. Education gives you that advantage. Whether it's learning about this year's contract changes, or earning your GRI or CRS designation, online or in-class, FCBR has you covered.



Martin Wise
2020 President

Our EDUCATION Committee

A special thank you to the 2019 Education Committee for researching and confirming all classes - a year in advance! This schedule is ready early thanks to their hard work in bringing you the best classes and instructors.

Your suggestions for classes are always welcome as the 2020 committee is now working on the 2021 Schedule. Please feel free to contact them and share what classes you'd like to see in the future.

Marwa Rutherford, Chair	rutherfordhomes44@gmail.com
Stevanie Suttles, Vice-Chair	stevanie.suttles@bhhsga.com
Lynne Bride	lynnebride Realtor@outlook.com
Karen Devonshire	kdevonshire@skwrlaw.com
Tonya Byrd	tonya@tonyabyrd.com
Shirley Benson	sbenson671@gmail.com
Faye Evans	fevans4526@gmail.com
Joycelyn Lee*	joycelynlee11@gmail.com
Teresa Torris*	ttorris@primeres.com
Beverly Robinson*	beverly_robinson95@yahoo.com

Please note that most classes will be held at the Board office, but when the class size exceeds 20, other facilities will be utilized.

Lillie Fuse Williams, VP of Prof. Dev kabola610@gmail.com



Register at www.FayetteRealtors.com

Frequently Asked Questions

1) How do I check my CE credits?

At the GREC website, www.grec.state.us click "Login to Online Services" on left side menu. Enter your license number and password. If you have not yet created a password, click "Forgot Password". You will be prompted for your DOB and SSN. This allows you to create a password and then you can login and see your credits.

2) How do I register for classes?

Login to FCBR website using your NRDS # and Last Name as your Username and Password. Click on "Classes & Events" and scroll down to find the class you want to take. Click on class name and follow prompts to pay. After you enter your payment information and click submit, an automatic receipt will be emailed to you.

3) How do I register for online classes?

On FCBR website/homepage - look to right hand side of homepage.

4) What is the cancellation policy?

In order to receive a full refund you must contact the Board office and cancel **at least 48 hours prior to the start of the class**. Failure to give proper notice will result in a loss of funds paid for the missed class.

5) What GREC license renewal requirements are in effect?

⇒ In order to renew an active license, a licensee shall furnish to the Commission evidence of satisfactorily completing **thirty-six (36)** instructional hours of continuing education courses during the renewal period. The effective date of this requirement shall be July 1, 2015. Any licensee who renews an active license on or after this date must have completed (36) hours of continuing education courses in order to renew.

⇒ A licensee shall satisfactorily complete at least three (3) hours of continuing education on the topic of **license law** during each license renewal period. The effective date of this requirement shall be July 1, 2016. Any licensee who renews an active license on or after this date must have completed at least (3) hours of CE on the topic of license law in order to renew.

6) What is a Facilitator? How do I become one?

Anyone wishing to serve as a facilitator for any of the continuing education classes is encouraged to complete the GAR Facilitator Training course. Facilitators serve as onsite classroom administrators and receive discounted pricing on Board sponsored classes. For more information, please contact a member of the Education Committee or the Board office.



Register at www.FayetteRealtors.com

New Members

NEW MEMBER ORIENTATION

Successful completion of New Member Orientation is a requirement for membership in the Fayette County Board of REALTORS. Article V, Section 4, Paragraph (b) of the Fayette County Board of REALTORS Bylaws prescribes that attendance at New Member Orientation must be completed within six (6) months of applying for membership in the Board.

The New Member Orientation requirement can be fulfilled by completing both:

- ⇒ 2.5 hour New Member Orientation program
- ⇒ 3-hour Code of Ethics class (to be taken individually online or in a classroom)

BOTH must be completed within the prescribed six (6) month timeframe in order to successfully complete this requirement. Members completing both of these segments will satisfy the New Member Orientation requirement.

IMPORTANT: Failure to complete Orientation will result in being automatically dropped from the membership roster and fees forfeited.

2020 New Member Orientation Class Schedule

Tuesday, Jan 14	10:00am - 12:30pm
Tuesday, April 21	3:00pm - 5:30pm
Tuesday, July 14	10:00am - 12:30pm
Tuesday, Nov 3	3:00pm - 5:30pm

All New Member Orientation classes will be held at:

The Bridge Community Center
225 Willowbend Road
Peachtree City, Georgia 30269



Register at www.FayetteRealtors.com

Continuing Members

THE CODE OF ETHICS

Mandatory ethics training requirements for new and continuing Realtor® members was established by the National Association's Board of Directors at the 1999 Annual Convention to heighten member awareness of the key tenets of the Code of Ethics: to create an awareness of and appreciation for the role the code can and should play in their professional lives; to enhance professionalism and competency; and to encourage REALTORS to view their code of ethics as a living, viable guide in their daily dealings with clients and customers.

January 1, 2019 through December 31, 2021 marks the current three-year cycle in which REALTORS are required to complete triennial ethics training of not less than two hours and thirty minutes of instructional time. REALTORS completing such training during any four year cycle shall not be required to complete additional ethics training as a requirement for membership in any other board or association.

Failure to complete the required periodic ethics training shall be considered a violation of membership duty for which Realtor® membership shall be suspended until such time as the required training is completed.

In order to assist you in meeting this requirement, we have scheduled four (4) In-House Code of Ethics classes this year. You can also take Code of Ethics online by visiting our website and clicking on Career Web School - Continuing Education where three (3) Code of Ethics classes are available (listed below). Please visit www.FayetteRealtors.com to sign up for either the In-House or Online Classes.

In-House Classes

THU, Feb 27 (9am - 12:15pm)	Ethics - Pricing, Offers & Advertising
TUE, May 19 (1pm - 4:15pm)	Ethics - Disclosure & Cooperation
THU, Nov 12 (1pm - 4:15pm)	Ethics in Real Estate
THU, Dec 10 (1pm - 4:15pm)	

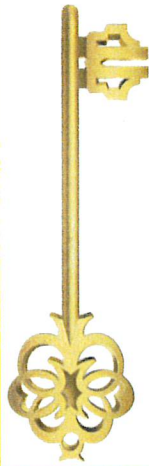
Online Classes @ Career Web School

Ethics - Pricing, Offers & Advertising
Ethics - Disclosure & Cooperation
Ethics in Real Estate



Register at www.FayetteRealtors.com

Knowledge is Power



The KEY to Understanding Our Class Pricing

Member Pricing is listed below. Non-Member pricing can be found at FCBR website.

	Early Bird	Regular	At the Door
Blue = New Member Orientation	FREE	FREE	FREE
Black = Continuing Education	See schedule for individual pricing		
Orange = Partners in Education	\$30	\$35	\$40
Green = Designation/Certification	See schedule for individual pricing		

PLEASE NOTE: In order to receive a refund you must call and cancel at least 24 hours prior to the start of the class. Failure to give proper notice will result in a loss of funds paid for the missed class.

How Do I Register For Classes?

1. Go to www.FayetteRealtors.com and Login
2. Your Username will be your NRDS number and your Password will be your Last Name - unless you have changed it.
3. Click on "Classes & Events"
4. Choose class name and follow the on-screen instructions to complete registration, including payment. If successful, you will receive an automatic email receipt.

Date / Time	Title / Instructor	CE Credit / Cost
TUE Jan 14 10:00a - 12:30p	New Member Orientation Local Directors	No CE FREE
THU Jan 16 9:00a - 12:15p	Intro to Paragon GAMLS- Greg Epps	3 Hours CE \$10 / \$15
TUE Jan 21 1:00p - 4:15p	Contracts 2020 Eric Slepian	3 Hours CE \$25 / \$30 / \$40
TUE Jan 28 9:00a - 12:15p	Contracts Changes 2020 Heather Dognazzi	3 Hours CE \$25 / \$30 / \$40
THU Feb 20 1:00p - 4:15p	License Law Vickie Rogers	3 Hours CE \$25 / \$30 / \$40
THU Feb 27 9:00a - 12:15p	Code of Ethics Vickie Rogers	3 Hours CE \$25 / \$30 / \$40
TUE Mar 10 11:00a - 12:30p	Stage it, List it, SOLD! Christina Buckner	No CE \$10 / \$15
TUE Mar 24 1:00p - 4:15p	Mortgage 101: What Realtors Should Know About Lending Process Keith Wilson	3 Hours CE \$10 / \$15
THU Mar 26-27 9:00a - 5:00p	Seller Representative Specialist (SRS) Tom Gillett	12 Hours CE \$225/\$250/\$310
THU Apr 2 1:00p - 4:15p	Advanced Listing Skills Rich Levin	3 Hours CE \$30 / \$35 / \$40
MON Apr 20 1:00p - 4:15p	Transaction Desk GAMLS- Greg Epps	3 Hours CE \$10 / \$15
TUE Apr 21 3:00p - 5:30p	New Member Orientation Local Directors	No CE FREE
THU May 7-8 9:00a - 5:00p	Military Relocation Program (MRP) Carol Mason	12 Hours CE \$125/\$140/\$150
TUE May 19 1:00p - 4:15p	Code of Ethics Vickie Rogers	3 Hours CE \$25 / \$30 / \$40
TUE July 14 10:00a - 12:30p	New Member Orientation Local Directors	No CE FREE



Register at www.FayetteRealtors.com



Register at www.FayetteRealtors.com

Date / Time	Title / Instructor	CE Credit / Cost
THU July 16 9:00a - 12:15p	Intro to Paragon GAMLS- Greg Epps	3 Hours CE \$10 / \$15
MON Aug 3 9:00a - 12:15p	License Law Vickie Rogers	3 Hours CE \$25 / \$30 / \$40
THU Aug 27-28 9:00a - 5:00p	Real Estate Negotiation Expert (RENE) Frank Mears	12 Hours CE \$225/\$250/\$310
TUE Sep 1 1:00p - 4:15p	Twist & Turns of the Home Inspection Lisa Ricciardi	3 Hours CE \$10 / \$15
TUE Sep 15 1:00p - 4:15p	Realtor Safety Class PTC Police Dept.	No CE FREE
THU Sep 24 9:00a - 4:30p	Cash Flow Analysis for your Investors Mike Nelson	6 Hours CE \$30 / \$35 / \$40
TUE Sep 29 9:00a - 12:15p	Take A Walk on the Wild Side Jason LaMarca	3 Hours CE \$10 / \$15
THU Oct 1 9:00a - 12:15p	Marketing Ideas for Realtors Lisa Ricciardi	3 Hours CE \$10 / \$15
TUE Oct 27 1:00p - 4:15p	Cyber Security Cheryl King	3 Hours CE \$10 / \$15
TUE Nov 3 3:00p - 5:30p	New Member Orientation Local Directors	No CE FREE
THU Nov 12 1:00p - 4:15p	Code of Ethics Vickie Rogers	3 Hours CE \$25 / \$30 / \$40
THU Dec 10 1:00p - 4:15p	Code of Ethics Vickie Rogers	3 Hours CE \$25 / \$30 / \$40

LOOKING FOR MORE CLASSES?

Georgia MLS Training Institute - www.georgiarealestateschool.com

Georgia Association of REALTORS - www.garealtor.net

Georgia Real Estate Commission - www.grec.state.ga.us

ONLINE CLASSES at CAREER WEBSCHOOL

FCBR has partnered with Career Web School to offer online real estate courses for your convenience. To register, go to www.FayetteRealtors.com. Select from links on right hand side of homepage including: Continuing Education, Sales Pre-License, Sales Post-License and Broker Pre-license. All links will take you to the Career Web School where you'll find more information on classes and prices.

New Students: 888-553-1267 **Enrolled Students:** 800-532-7649

75 HR GEORGIA SALES PRE-LICENSE

60 HR GEORGIA BROKERS PRE-LICENSE

36 HR COMPLETE CE PACKAGES

COMMERCIAL REAL ESTATE TOPICS

GREEN TOPICS

MASTERING YOUR CAREER

REAL ESTATE VALUATION TOPICS

25 HR POST-LICENSE

ADVANCED TOPICS FOR NEW AGENTS

FINANCE AND SETTLEMENT PROCEDURES

9 HR CONTINUING EDUCATION CREDIT

UNDERSTANDING CLOSING STATEMENTS

6 HR CONTINUING EDUCATION CREDIT

COMMERCIAL FINANCE AND INVESTMENT ANALYSIS

COMMERCIAL LEASES

COMMERCIAL SALES AND EXCHANGES

GEORGIA LICENSE LAW

GREEN HOME CONSTRUCTION. LICENSEES AS PRINCIPAL.

MANAGEMENT IN A BROKERAGE OFFICE

METHODS OF RESIDENTIAL FINANCE

PRICING PROPERTY TO SELL. PROPERTY MANAGEMENT

PROPERTY VALUATION: COST APPROACH OVERVIEW

PROPERTY VALUATION: INCOME CAPITALIZATION OVERVIEW



Register at www.FayetteRealtors.com

STRUCTURING OWNERSHIP IN COMMERCIAL REAL ESTATE
TAX ADVANTAGES OF HOME OWNERSHIP
WRITING CONTRACTS

3 HR CONTINUING EDUCATION CREDIT

ADA AND FAIR HOUSING
CHECK IT OUT : HOME INSPECTION IN REAL ESTATE PRACTICE
ENVIRONMENTAL HAZARDS DISCLOSURE
ETHICS IN REAL ESTATE
FEDERAL LAW AND COMMERCIAL REAL ESTATE
GEORGIA REAL ESTATE LICENSE LAW
GREEN HOME FEATURES
INTRODUCTION TO ETHICS IN REAL ESTATE
PREQUALIFYING YOUR BUYER IN TODAY'S MARKET
PRINCIPLES OF COMMERCIAL REAL ESTATE
SHORT SALES AND FORECLOSURES
TAX FREE EXCHANGES
USING THE INTERNET IN YOUR REAL ESTATE PRACTICE

GAR Scholarship Foundation

The GAR Scholarship program was developed to assist persons in the real estate field who are seeking to obtain a related designation, such as the ABR, GRI, CRS, PSA or one of the many other designations in real estate related fields.

Applications and proof of course completion **must be received electronically**

by the GAR Foundation by the following dates:

April 15 for courses completed January 1 thru March 31

July 15 for courses completed April 1 thru June 30

October 15 for courses completed July 1 thru September 30

January 15 for courses completed October 1 thru December 31

Please note that scholarships are for tuition only and are limited to one per person per calendar year; no more than one course with a beginning date during any calendar year shall be considered.

To apply, go to: <http://lgarealtor.com/Education/Scholarships>

The Board of Trustees will determine the dollar amount of scholarships for a particular course, which may vary from time to time, depending upon the funds available.

Register at www.FayetteRealtors.com

REALTOR Family Designation & Certification Programs

The National Association of REALTORS and its affiliated Institutes, Societies, and Councils provide a wide-range of programs and services that help members increase their skills, proficiency, and knowledge. Designations and certifications acknowledging experience and expertise in various real estate sectors are awarded by NAR and each affiliated group upon completion of required courses.

For more information on any of the listed Designations or Certifications, contact NAR online at <https://www.nar.realtor/designations-and-certifications>

Accredited Buyer's Representative® / ABR®

The Accredited Buyer's Representative (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.



Accredited Land Consultant / ALC

The Accredited Land Consultants (ALC) designation requires completion of a rigorous LANDU education program and a specific high volume and experience level. Conferred by the REALTORS Land Institute.



Certified Commercial Investment Mbr / CCIM

The Certified Commercial Investment Member (CCIM) designation is commercial real estate's standard for professional achievement, earned through a curriculum of 200 classroom hours and professional experiential requirements.



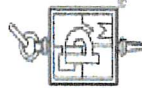
Certified International Property Specialist / CIPS

The program includes 5 days of study focused on the critical aspects of international real estate transactions, and a network of 2,000 professionals who turn to each other first when looking for referral partners.



Certified Property Manager® / CPM®

CPM designees are recognized as experts in real estate management. Holding this designation demonstrates expertise and integrity to employers, owners, and investors.



Certified Real Estate Brokerage Manager / CRB

The Certified Real Estate Brokerage Manager (CRB) is awarded after completing advanced educational and professional requirements helping them to better streamline operations.



Register at www.FayetteRealtors.com

CRS is the highest credential awarded to residential sales agents, managers, and brokers. On average, CRS designees earn nearly three times more in income, transactions, and gross sales.

Counselor of Real Estate™ / CRE™

The CRE® is an international group of professionals who provide seasoned, expert, objective advice on real property and land-related matters. Membership is by invitation only.

General Accredited Appraiser / GAA

For general appraisers, this designation is awarded to those whose education and experience exceed state appraisal certification requirements and is supported by the National AOR.

NAR's Green Designation / GREEN

The Green Resource Council provides ongoing education, resources and tools to help real estate practitioners find, understand, and market properties with green features.

Graduate, REALTOR® Institute / GRI

GRI designees have in-depth training in legal & regulatory issues, technology, professional standards and the sales process as a way to stand out to buyers & sellers.

Contact GAR for program requirements and details.

Performance Management Network/PMN

PMN emphasizes enhancing yourself by focusing on negotiating strategies and tactics, networking and referrals, business planning and systems, personal performance management and leadership development.

Residential Accredited Appraiser / RAA

For residential appraisers, this designation is awarded to those whose education and experience exceed state appraisal certification requirements and is supported by the National AOR.

Seller Representative Specialist / SRS

SRS is the premier credential in seller representation. It is designed to elevate professional standards & enhance personal performance. It is awarded by CRB to real estate practitioners who meet specific educational and practical experience criteria.

Society of Industrial and Office Realtors® / SIOR

The SIOR designation is held by knowledgeable, experienced, and successful commercial real estate brokerage specialists. Designees must meet standards of experience, production, education, ethics, and provide recommendations.

Seniors Real Estate Specialist® / SRES®

The SRES® Designation program educates REALTORS on how certification requirements and is supported by the Na-



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Graduate, REALTOR® Institute / GRI

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Society of Industrial and Office Realtors® / SIOR

The SIOR designation is held by knowledgeable, experienced, and successful commercial real estate brokerage specialists. Designees must meet standards of experience, production, education, ethics, and provide recommendations.

Seniors Real Estate Specialist® / SRES®

The SRES® Designation program educates REALTORS on how to profitably and ethically serve the real estate needs of the fastest growing market in real estate, clients age 50+.

At Home With Diversity® / AHWD®

Learn to work effectively with and within today's diverse real estate market. The AHWD certification teaches how to conduct business with sensitivity to all clients and build a business plan to serve them. .

Broker Price Opinion Resource / BPOR

The BPOR certification provides REALTORS with knowledge and skills



Fayette Realtors® Real Estate School Guidelines

The Fayette County Board of Realtors® Real Estate School and the Fayette County Board of Realtors have developed a unique educational program to meet the diverse continuing education, post license requirements and professional development needs of real estate licensees.

This program has been approved by the Georgia Real Estate Commission and names of those successfully completing classes are electronically submitted to the GREC as shown in item #6 below.

Notice To All Students

1. The GREC has approved the Fayette County Board of Realtors® to teach this Continuing Education and Post License program. This school renews its approval on **December 31, 2020**. These are resident courses.
2. In order to receive credit, you must be on time and present for the entire session, per the G.R.E.C. No excuses can or will be accepted.
3. **"No recruiting for employment opportunities for any real estate brokerage firm is allowed in this class or on the school premises."** (Commission Rule 520-2-15) Any effort to recruit by anyone should be promptly reported to the School Director or to the G.R.E.C.
4. Please turn off all pagers and cell phones during class.
5. Upon completion of a course, the school director will electronically submit your name, license number and class information to the G.R.E.C.
6. Courses are open to all students regardless of the student's race, color, sex, religion, national origin, familial status, handicap or sexual orientation. Students need not be affiliated with any broker in order to take courses.
7. Please note: **Times, Dates and/or Instructors are subject to change.**
8. We require 48 hours notice to cancel your reservation for a class.

Fayette County Board of REALTORS® (FCBR)

101 Devant Street, Suite 706, Fayetteville, Georgia 30214

770.461.2401 phone / 770.461.5608 fax

www.FayetteRealtors.com

Develop a passion for learning. If you do, you will never cease to grow.

~ Anthony J. D'Angelo



2020 Meetings & Events Calendar

Thu, Jan 9	FCBR & NCBR Membership @ Newnan Performing Arts Ctr
Tue, Feb 11	FCBR Membership @ Flat Creek
Sat, Mar 14	Annual Awards Dinner - Glendalough Manor
Tue, Apr 14	General Membership @ Glendalough Manor
Tue, May 26	General Membership @ Flat Creek
Fri, Jul 10	Summer Social
Tue, Aug 11	General Membership @ Glendalough Manor
Tue, Sep 22	Annual Membership @ Flat Creek
Tue, Oct 13	General Membership @ Flat Creek
Tue, Nov 10	General Membership @ Flat Creek
Tue, Dec 8	Holiday Membership @ Flat Creek

All General Membership Meetings will be held at either
Flat Creek Country Club in Peachtree City
or Glendalough Manor in Tyrone.

LUNCH (11:30 am to 1:00pm)

For more information and to register for meetings and events,
please visit our website at www.FayetteRealtors.com