

education outlook

ORLANDO REGIONAL REALTOR® ASSOCIATION



Invest in your success with ORRA Education.

The ORRA Professional Development Department is committed to providing you with a variety of educational programs designed to enhance your real estate career.

ORRA offers more than 100 programs each year. Whether you are looking to renew your license, update your skills, or become certified in a certain area of real estate, ORRA has the course for you.

If you have questions or need additional information, please contact the ORRA Professional Development Department at 407.513.7268 or education@orrealtor.com.

Registration Fees

ORRA Members – Registration fee as published
ORRA Member On-Site – Registration fee + \$15
(ORRA REALTOR® and Affiliate members only)

Non-ORRA Members - Registration fee + \$15
Non-ORRA Member On-Site – Registration fee + \$30
(REALTOR® and Affiliate members of other REALTOR® associations and licensed salespersons of ORRA Broker members)

Check-In

Please arrive ½ hour before start of class to allow time for check-in. Walk-ins will be permitted if seats are available.

Registration options and policies on reverse.

Calendar Updated 2/16/11



upcoming courses

Feb. 17 9:00 a.m. - 12:00 p.m.	Improve Your Clients Credit Rating Monika Nagy, Instructor	No CE \$20
Feb. 18 9:00 a.m. - 1:00 p.m.	Florida REALTORS®/Florida Bar Contract Andrew Fisher, Esq., Instructor	4 CE \$40
Feb. 21 1:00 p.m. - 2:30 p.m.	Form Simplicity Workshop by Florida REALTORS® Daniela Rogic, Speaker	No CE Free
Feb. 23 9:00 a.m. - 12:00 p.m.	BT: Core Law Richard T. Fryer, Instructor	3 CE \$30
Feb. 23 1:00 p.m. - 5:00 p.m.	BT: Adv. Finance: FHA Loans & the Economy Grant Simon, Instructor	4 CE \$40
Feb. 24 9:00 a.m. - 12:00 p.m.	BT: The Art of Controlling the Sale Kim Dickey, Instructor	3 CE \$30
Feb. 24 1:00 a.m. - 5:00 p.m.	BT: Working with the Appraiser and the Consumer Pat Reass, Instructor	4 CE \$40
March 1 9:00 a.m. - 1:00 p.m.	REALTORS® Guide to Condos and HOA's Jolita Brazzano, Instructor	4 CE \$40
March 2 8:30 a.m. - 5:30 p.m.	(SFR) Short Sales & Foreclosure Resource Certification Richard T. Fryer, Instructor	7 CE \$169
March 9 9:00 a.m. - 12:00 p.m.	RR: Core Law Richard T. Fryer, Instructor	3 CE \$30
March 9 1:00 p.m. - 5:00 p.m.	RR: Negotiating Skills for RE Professional Beverly Pindling, Instructor	4 CE \$40
March 10 9:00 a.m. - 1:00 p.m.	REALTOR® Technology Toolbox Craig Grant, Instructor	4 CE \$40
March 10 2:30 p.m. - 4:30 p.m.	Florida REALTORS® Residential Lease Workshop Andrew Fisher, Esq., Instructor	No CE Free
March 11 9:00 a.m. - 4:00 p.m.	Guidelines in Perfecting Your BPO Cathy McDaniel, Instructor	6 CE \$79
March 14 9:30 a.m. - 11:00 a.m.	Test Drive "Sales Management Certification" Dan Elzer, Instructor	No CE Free
March 14 2:00 p.m. - 4:00 p.m.	QuickBooks Intermediate/Advanced Jim Dorman, Instructor	No CE \$10
March 15 9:00 a.m. - 12:00 p.m.	Listing Contract Workshop Andrew Fisher, Esq., Instructor	3 CE \$30

For a complete list of upcoming class offerings, please visit the Education section of www.orrealtor.com.

Foreclosure Prevention Workshop

Monday, February 14, 2011

9:00 a.m. - 4:00 p.m. (check-in begins at 8:30 a.m.)

ORRA | 6 CE Credits

ORRA Members: \$99; Non ORRA Members: \$114

On-site Registrations: Registration Fee + \$15

About the Program

Homeowners really need education to know what options are available to them. A free handout is not going to fix the problem of homeowners being unprepared for foreclosure and not knowing what to do when they begin falling behind in their mortgage payments.

As a REALTOR®, do you know the many workout options and qualifications available to help homeowners? If not, then you need to attend this workshop.

Workshop Highlights:

- Overview of FHA's foreclosure alternatives – HAMP, Deed-in-Lieu of Foreclosure, HAFA Short Sale, FHA Reverse Mortgage, etc.
- An overview of loss mitigation...What are lenders required to do on past due mortgages?
- What is the NPV (Net Present Value) Test?
- How does mortgage foreclosure work?
- What are the steps to prevent foreclosure and what are the alternatives for homeowners?
- How can you help homeowners avoid rescue scams? And what is predatory lending and what tactics do they use?
- What is the S.A.F.E. (Safe and Fair Enforcement) Act?
- Why partner with a HUD approved housing counselor?
- How do I conduct a community service event?
- How do I advertise and promote the event?

Learn Firsthand How to Host Your Own Workshop

ORRA will host a Community Foreclosure Prevention Workshop for Homeowners on Wednesday, February 16 from 6:30-8:30 p.m. at Timber Creek High School. Attend ORRA's workshop and learn how to host your own workshop.

Register today!

Online

www.orrealtor.com

(log into "Members Only"
and click on "Register for
Classes")

Phone 407.513.7268

Fax 407.513.9120

E-mail

education@orrealtor.com

Mail

ORRA Education
P.O. Box 609400
Orlando, FL
32860-9400

Registration Form

Register me for

Attendee Name _____

Member Number _____

Phone _____

E-mail _____

Course Fee: \$ _____

Payment Method:

Check # _____ (Payable to ORRA)

Broker Account (ORRA members only. Broker approval required.)

VISA MasterCard American Express Discover

Credit card # _____

Exp. Date _____

Credit card charge signature
OR broker signature for broker
approved account charge

Initial _____ I agree to the terms of the cancellation and attendance policy referenced below.

Special disabilities accommodated with advance notice.
Courses not open to the public unless otherwise noted.

ORRA Course Registration Policies

Location

Orlando Regional REALTOR® Association
1330 Lee Road, Orlando, FL 32810
(Unless otherwise noted)

Registration / Cancellations / No-Show Fee

Full payment required with registration.

CE, Non-CE, MLS and Free Courses: \$25 fee or forfeiture of registration fee for cancellations within 3 days of course date or for no shows.

GRI, Designation and Certification Courses: 25% of the course fee for cancellations within 10 days of the course date or for no shows.

GRI: Completion of GRI-1 (6-day course) provides 14 hours (11 hrs "specialty" CE credits plus 3 hours Core Law) or 45-hour Sales Associate Post-licensing credits. Completion of GRI-2 or GRI-3 (each a 5-day course) provides either 11 hours "specialty" CE credits or 30-hour Broker Post-licensing (BPL) credits. GRI courses may be taken in any order and all three courses must be completed within 5 years to receive the GRI designation

Attendance

In order to receive CE credits for any Continuing Education courses, participants must:

1. Be physically present for the entire program from beginning to end;
2. Sign any / all morning or afternoon attendance sheets; and
3. Refrain from using cell phone and laptop except during designated break times.

Refunds/Cancellation Requests

Please contact the Professional Development Department via one of the following methods:

Fax: 407.513.9120 Phone: 407.513.7268 E-mail: education@orrealtor.com