



CAR 2010 COURSE CALENDAR

Dates	Time	Course	Location
February 8 & 9	9:00am - 5:00pm	NAR's Green Designation Core Course Co-sponsored by the Gr. New Haven Association	New Haven Real Estate School North Haven, CT
February 16 & 17	9:00am – 4:30pm	SRES (Senior Real Estate Specialist) Co-sponsored by the Mid-Shore Association	Mid-Shore Association Office Old Saybrook, CT
February 18	9:00am – 5:00pm	NAR's Green Designation Residential Elective Co-sponsored by the Gr. New Haven Association	New Haven Real Estate School North Haven, CT
February 22, 24, March 1, 3	9:00am - 5:00pm	GRI-2 Co-sponsored by the Eastern CT Association	Courtyard Marriott Norwich, CT
March 1, 8, 15, 22, 29	9:00am - 4:30pm	Appraisal-I	CAR Office East Hartford, CT
March 8, 10, 15, 17	9:00am - 5:00pm	GRI-3 Co-sponsored by the Mid-Shore Association	Mid-Shore Association Office Old Saybrook, CT
April 1, 5, 8, 12, 15, 19, 22, 26, 29 May 3, 6	9:00am - 4:00pm	Principles & Practices	CAR Office East Hartford, CT
April 14	9:00am - 4:30pm	PMN (WRC) & ABR Elective "Effective Negotiating" Co-sponsored by Mid-Shore Association	Mid-Shore Association Office Old Saybrook, CT
April 26, 28, May 3, 5	9:00am - 5:00pm	GRI-1 Co-sponsored by the Gr. Waterbury Board	Gr. Waterbury Board Office Waterbury, CT
May 17, 19, 24, 26	9:00am – 5:00pm	GRI-2 Co-sponsored by the Bridgeport Board	Bridgeport Board Office Bridgeport, CT
June 7, 9, 14, 16	9:00am – 5:00pm	GRI-3 Co-sponsored by the Gr. New Haven Association	New Haven Real Estate School North Haven, CT
September 2, 9, 16, 23, 30	9:00am – 4:30pm	Appraisal-I Co-sponsored by the Gr. New Haven Association	New Haven Real Estate School North Haven, CT
September 8 & 10	9:00am - 4:30pm	SRES (Senior Real Estate Specialist) Co-sponsored by the Gr. Waterbury Board	Gr. Waterbury Board Office Waterbury, CT
September 13, 15, 20, 22	9:00am - 5:00pm	GRI-3 Co-sponsored by the Eastern CT Association	Courtyard Marriott Norwich, CT
September 27 & 29	9:00am – 5:00pm	NAR's Green Designation Core Course Co-sponsored by the Stamford Board	Stamford Board Office Stamford, CT
October 4 & 5	9:00am – 5:00pm	NAR's Green Designation Core Course Co-sponsored by the N. Fairfield County Association	NFCAR Office Bethel, CT
October 15	9:00am – 5:00pm	NAR's Green Designation Residential Elective Co-sponsored by the Stamford Board	Stamford Board Office Stamford, CT
October 18, 20, 25, 27	9:00am - 5:00pm	GRI-2 Co-sponsored by the Gr. Hartford Association	GHAR Office West Hartford, CT
October 21	9:00am – 5:00pm	NAR's Green Designation Commercial Elective Co-sponsored by the N. Fairfield County Association	NFCAR Office Bethel, CT
November 10, 15, 17, 22	9:00am - 5:00pm	GRI-1 Co-sponsored by the Mid-Shore Association	Mid-Shore Association Office Old Saybrook, CT
November 11	9:00am - 4:30pm	PMN-(WRC) "Networking & Referrals" Co-sponsored by the Gr. New Haven Association	New Haven Real Estate School North Haven, CT

COURSE DESCRIPTIONS

You will find more details on each of these programs including pricing, registration, and continuing education information on our website under Education: www.ctrealtor.com/education.

GRI - GRADUATE REALTOR® INSTITUTE

The REALTOR® Institute provides sound fundamental training in the critical skills and the knowledgeable areas of the Real Estate business. GRI is the most widely recognized professional designation in the Real Estate Industry today. If you want to gain greater knowledge, new techniques, different ideas, and the latest, most up to date information, the GRI program is for you! **Any Series satisfies the Broker elective pre-licensing requirement.**

APPRAISAL- I

This course is required to obtain a broker's license. Appraisal-I concentrates on residential appraisal. You will learn residential appraisal formulas and how to evaluate competitive properties. The course provides practice in appraiser techniques to determine values for loans, sales, and insurance. Rules, laws, regulations, and principles governing the USPAP are explained. **This course is approved for Broker pre-licensing.**

NETWORKING & REFERRAL SYSTEMS (Women's Council of REALTORS®)

Between 'networking' and 'referrals' are the relationships we build and manage. The goal of this course is to provide REALTORS® with the information and tools they need to make the transition from a salesperson making cold calls to a professional, knowledgeable consultant with a steady stream of advocates and referrals. **Counts as an elective course to be applied towards the [RSPS Certification](#) and counts as one of the three designation courses required for the [Performance Management Network Designation](#).**

EFFECTIVE NEGOTIATING SKILLS FOR REAL ESTATE PROFESSIONALS (Women's Council of REALTORS®)

Effective negotiating on behalf of others is the hallmark of buyers and sellers representatives. This course examines positional bargaining and value negotiating. It also examines unique issues when representing someone in a negotiation and breaking a negotiation impasse. **This course also counts as one REBAC elective course to be applied towards the ABR® designation. Counts as one of the three designation courses required for the [Performance Management Network Designation](#).**

NAR's GREEN DESIGNATION CORE

NAR's Green Designation Core Course provides real estate professionals with knowledge and awareness of green building principles applied in residences, commercial properties, developments, and communities so that they can help consumers in purchasing, retrofitting, and operating green properties. The course encourages the real estate professional to be an advocate for green principles in the design and use of homes and commercial buildings and a positive force for creating sustainable communities. In order to earn NAR's Green Designation, the student must successfully complete the Core Course and one of three elective course. Elective courses are Green Residential Real Estate, Green Commercial Real Estate, and Green Property Management. NAR's Green Designation is supported by the NAR Green Resource Council. Students who complete the Core Course receive a one-year membership in [NAR's Green Resource Council](#). **This designation core course also fulfills the ABR® Designation elective requirement. Completion of the NAR's Green Designation program also counts as two credits to be applied towards the [RSPS Certification](#).**

NAR's GREEN DESIGNATION RESIDENTIAL ELECTIVE

NAR's Green Designation Residential Elective Course provides real estate professionals with knowledge and awareness of green building principles applied in residences so that they can guide buyer-clients in purchasing and retrofitting green homes as well as help sellers by listing and marketing green properties. The Course encourages the real estate professional to be an advocate for green principles in the design and use of homes and a positive force for creating sustainable communities. **Counts as one elective course to be applied towards [NAR's Green Designation program](#).**

NAR's GREEN DESIGNATION COMMERCIAL ELECTIVE

NAR's Green Designation Commercial Elective Course helps professionals understand the size of the market for sustainable commercial property, the role of the commercial real estate practitioner in the brokerage of these properties, certifications and rating systems for high-performance green buildings, and techniques and strategies to accomplish sustainability goals. In addition, the valuation and financing of sustainable commercial properties are examined. **Counts as one elective course to be applied towards [NAR's Green Designation program](#).**

REAL ESTATE PRINCIPLES & PRACTICES This course is required for those who want to become Salespeople or Brokers and is approved by the State of Connecticut. A wide range of topics are covered including real estate law, brokerage, Connecticut real estate license laws and regulations, equal opportunity in housing, real estate valuation, financing, specialized fields of real estate practice, development, land use regulations, taxation, market analysis, the real estate business, and much more. CAR's P&P program is designed with the Broker-candidate in mind – choose from two 30-hour sections within our full program. See registration form for full details.

NOTE: Broker applicants who completed a 30-hour Principles & Practices course *after October 1, 1994* are required to complete an additional 30-hour Principles & Practices and pass the final exam. Broker applicants who completed Principles & Practices prior to October 1, 1994 must take a full 60-hour course. Visit CAR's website or www.ct.gov/dcp/ for more information.

SRES: SENIOR REAL ESTATE SPECIALIST

The Senior Real Estate Specialist® designation is the only REALTOR® designation and marketing program specifically designed to serve senior property owners. SRES® designees demonstrate requisite knowledge and expertise to counsel 55 and older clients through the major financial and lifestyle transactions involved with relocating, refinancing and selling a home. Graduates of the program are supported through the outreach, training and tools that position SRES® designees as the trusted real estate resource for this consumer segment. **This designation course also fulfills the ABR® Designation elective requirement and counts as credit towards the NAR RSPS (Resort & Second Home Property Specialist) Certification. Visit SRES to learn more: www.SRES.org.**

PREFER TO TAKE COURSES ONLINE? VISIT: http://www.ctrealtor.com/mt_education/onlineEducationCourses.shtml

Contact CAR's Member Services Department at 1-800-335-4862 with any questions.

