

CAR 2012 COURSE CALENDAR

Dates	Time	Course	Location
February 15, 21, 23, 28, March 1	9:00am - 4:30pm	Appraisal-1 Co-sponsored by the Mid Fairfield County Association	MFCAR Office Westport, CT
February 27, 29, March 5, 7	9:00am - 5:00pm	GRI-1 Co-sponsored by the Eastern CT Association	ECAR Office Franklin, CT
March 19, 21, 26, 28	9:00am - 5:00pm	GRI-3 Co-sponsored by the Gr. Waterbury Board	Waterbury Board Office Waterbury, CT
March 27 & 29	9:00am - 4:30pm	SRES Co-sponsored by the Gr. New Haven Association	New Haven Real Estate School North Haven, CT
April 2 April 4 April 9	9:00am - 4:30pm	GREEN 100 GREEN 200 GREEN 300 Co-sponsored by the Bridgeport Board	Bridgeport Board Office Bridgeport, CT
April 10, 12, 17, 19, 24, 26, May 1, 3, 8 & 10	9:00am - 4:00pm	Principles & Practices	CAR Office East Hartford, CT
April 23, 25, 30, May 2	9:00am - 5:00pm	GRI-2 Co-sponsored by the New Canaan Board	New Canaan Board Office New Canaan, CT
May 16	9:00am - 4:30pm	SFR Co-sponsored by the Gr. Fairfield Board	Fairfield Museum & History Center Fairfield, CT
September 10, 12, 24, 26	9:00am - 5:00pm	GRI-1 Co-sponsored by the Gr. Hartford Association	GHAR Office West Hartford, CT
September 11, 18, 25, October 2, 9	9:00am - 4:30pm	Appraisal-1 Co-sponsored by the Mid-Shore Association	Mid-Shore Assoc. Office Old Saybrook, CT
September 20	9:00am - 4:30pm	SFR Co-sponsored by the Gr. Waterbury Board	Gr. Waterbury Board Office Waterbury, CT
October 3	9:00am - 4:30pm	HAFA Co-sponsored by the Gr. Hartford Association	GHAR Office West Hartford, CT
October 15, 17, 22, 24	9:00am - 5:00pm	GRI-3 Co-sponsored by the Valley Association	Valley Board Office Derby, CT
November 5, 7, 12, 14	9:00am - 5:00pm	GRI-2 Co-sponsored by the Mid-Shore Association	Mid-Shore Assoc. Office Old Saybrook, CT
November 13 & 15	9:00am - 4:30pm	SRES Co-sponsored by the Gr. Waterbury Board	Gr. Waterbury Board Office Waterbury, CT

Visit www.ctrealtor.com/education for a complete 2012 Education Calendar

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.

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.**

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.**

HAFA (Home Affordable Foreclosure Alternatives) Short Sales Course

The increasing number of short sales on the market presents challenges for REALTORS®, home buyers and sellers who continue to be discouraged and frustrated by the complex and lengthy short sale process. The one-day course gives REALTORS® in-depth information about U.S. Treasury, Fannie Mae and Freddie Mac initiatives to help streamline short sales and help more homeowners avoid foreclosure. The course also explains the similarities and differences among all the short sale programs available to consumers.

NAR's GREEN 100 – Real Estate for a Sustainable Future

Explore issues and trends in relation to real estate's role in finding the balance between people, planet, and prosperity. It will instill the mindset essential to building a green-focused real estate business and provide objective information to clients and customers on nationally recognized certifications and ratings programs that evaluate homes, products, energy efficiency, and professionals.

NAR's GREEN 200 – The Science of GREEN Building

Covers green principles and choices in home design and construction. Raises awareness of innovative materials, systems and constructive methods such as power generation and distinguishes levels and cost benefits of retrofitting, remodeling, or renovating existing homes.

NAR's GREEN 300 – Greening your Real Estate Business

Learn how to plan and implement strategies and tactics for building a green real estate business. You will learn how to adapt your core real estate business skills to list and market Green properties and represent Green sellers and buyers.

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.

SFR: Short Sales and Foreclosure Resource

For many real estate professionals, short sales and foreclosures are the new "traditional" real estate transaction. Knowing how to help sellers maneuver the complexities of short sales as well as help buyers pursue short sale and foreclosure opportunities are not merely good skills to have in today's market — they are critical skills. And while short sales and foreclosures are not for the faint of heart, agents with the proper tools and training can use these specialty areas to build their business for the long term.

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.

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.

