

GREATER HARRISBURG REALTORS® INSTITUTE

Summer
2020

Your School,
Your Education Partner!

CONTINUING EDUCATION SCHEDULE AND CLASS CATALOG



CE Deadline and License Renewal - August 29, 2020
NAR Code of Ethics Deadline - December 31, 2021

COURSE CATEGORIES

CB = Core Broker Course

CE = Continuing Education

CM = Commercial Course

E = Ethics Course

EB = Elective Broker Course

M = Mandatory Course

MB = Mandatory Broker Course

NL = New Licensee Required Course

AP = Appraiser Course

ETHICS COURSES

REALTORS® Breaking Bad



3 1/2
hours*

Instructor: Jim Helsel, SIOR, CPM, CCIM, GRI, CRB, CRE, C2EX

Course will cover NAR's Code of Ethics requirement for the January 1, 2019 - December 31, 2021 Ethics cycle. Topics covered will include current RELRA regulations regarding advertising, social media posts, and other methods used by licensees. General guidelines concerning advertising, and Internet sources such as Facebook, Twitter, LinkedIn, Instagram and Pinterest will also be reviewed. Approved for NAR's 2019-2021 Ethics requirement. Please download course materials. Cost \$45.

**Dates
offered:**

- **August 17 from 1:00 p.m. - 4:30 p.m.**

MANDATORY COURSE

Advertising and Property Management



3 1/2
hours*

(Required except new licensees)

Instructor: Jim Spagnolo, ABR, CSP

The course will provide the required 2 hours of Real Estate Advertising guidelines, both from RELRA and other regulators and the 1.5 Hours of RELRA regarding Property Management. Please download course materials. Cost is \$45.

**Dates
offered:**

- **August 20 from 8:30 a.m. - 12:00 p.m. *Being held virtually***

NEW LICENSEE REQUIRED COURSES

Residential Module



7
hours*

Instructor: Gary Muccio, C2EX

The seven hour residential module is designed to enable the salesperson licensee to provide the highest level of professional services to consumers in residential transactions. Protect yourself and your clients with proper documentation. Real Estate Professionals will learn: Agreement of Sale, types of construction, land development, home inspections and warranties, mortgage information, foreclosure and short sales, fair housing, and uniform construction code and zoning. Course materials provided. Cost \$75.

Dates offered:

- **August 13 from 8:30 a.m. - 4:30 p.m.**

General Module



7
hours*

Instructor: Chris Detweiler

The purpose of this course is to provide standard salespersons with a high level of knowledge and understanding regarding key areas of real estate practice. Protect yourself and your client with proper documentation. Real Estate Professionals will learn: duties of licensees, closing costs for buyers and sellers, the Agreement of Sale and addenda, title reports, agency relationships, zoning, environmental concerns. Course materials provided. Cost \$75.

Dates offered:

- **August 19 from 8:30 a.m. - 4:30 p.m.**

CONTINUING EDUCATION COURSES

Certified Negotiation Expert (CNE® 1)



15
hours*

Instructor: Mike Everett, CNE, MCNE

Course topics include: Getting better results for your clients, communicating your value to clients, knowing how to handle tough negotiators and difficult situations, winning multiple offer situations, dealing effectively with changing markets and more. Approved for 1 broker elective credit and 15 hours of PA Real Estate CE for the 2018-2020 cycle. Cost is \$349, including materials. For more information and to register, use this link:

<https://onlinepa081220.eventbrite.com>

Dates offered:

- **August 12, 13 & 14** *Being held virtually*
 - **First day check-in begins at 8:00 a.m.**
 - **Daily sessions: 9:00 a.m. - 12:00 p.m. & 1:00 p.m. - 3:00 p.m.**

Courses taken at GHRI are recorded in your education history in the ghar.info Members Only section.



Follow us on Facebook to stay up-to-date on classes and GHRI!
www.facebook.com/harrisburgrealtors

ONLINE PARTNERS

If you prefer taking your classes online, visit www.ghar.info to see all of our online continuing education partners with links to register and online continuing education policies.



RealEstateCE.com

GHRI SCHOOL POLICIES

NOTE: At the time a GHAR member registers for a class, he assumes payment responsibility for that class. GHAR members may pay tuition (class fees) at the door. **Non-members must pay at time of registration.** Tuition must be paid in full prior to the start of a class. Tuition payments are refundable if 48 hour cancellation notice is given. If a student leaves after a class begins, no portion of tuition is refunded. Exceptions due to hardship/emergency may be granted by the School Director. Students must have registered, paid for class, and be seated at the advertised class start time in order to be admitted to the class. Late arrivals will not be seated, and will not be entitled to a refund. If the School finds it necessary to cancel the entire course, the full dollar amount of any payment will be promptly refunded. If the School cancels a portion of the course, the unused portion of the tuition may be credited towards a future course or refunded. No portion of the tuition will be refunded after class day begins. GHRI does not permit auditing

In order to better accommodate your needs, please be sure to notify us in advance, if you have any disability which will require special auxiliary aids and/or services at this event. Payments to the Greater Harrisburg Association of REALTORS® are not deductible as charitable contributions for Federal Income Tax purposes; however, such payments may be deductible as ordinary and necessary business expenses.



Look out for Course Evaluation Surveys!
We value your input!



An email will be sent to you from GHRI after each class with a link to complete an electronic class survey. Each survey should only take about 60 seconds to complete. Thank you!

Updated 08/07/2020

Courses taken at GHRI are recorded in your education history in the [ghar.info](http://www.ghar.info) Members Only section.

To register for classes call (717) 364-3205 or go to Members Only section on www.ghar.info.

Registration begins a 1/2 hour prior to class and closes at class start time. You must be seated at that time in order to receive credit. See School Policies section of the catalog. *Approved PA Real Estate CE Credit hours for 2018-2021 cycle.