



Calendar of Classes & Events at SMDRA

7899 S. Lincoln Ct., Littleton, CO 80122 • 303-797-3700 / 303-797-0109 fax

Registration & Info: www.smdra.com



NEW for 2017! Flyers and online calendar will be coded to make it easier to find what you need!

 Free Classes/Events
 Required Classes
 Beginner
 Intermediate
 Advanced
 Designations

AUGUST	Class	Time	CE	Instructor	Cost
1 Tues	VP-FREE! CE: Financing Investments *2 SMART Points*	1:00pm – 3:00pm	2	Aaron Ninness	FREE SMDRA Members/ \$20 All Others
2 – 3 Wed & Thurs	ABR: Accredited Buyers Representative Course *12 SMART Points*	9:00am – 4:00pm Both Days	12	Rich Sands	\$195 SMDRA Members/ \$215 All Others
4 Fri	Metro Market Pulse Network, share listings and buyer's needs, & more!	8:00am – 10:00am		1 st Friday OPEN FORUM	Open to All REALTORS® and SMDRA Affiliate Business Partners
8 – 9 Tues & Wed	RENE: Real Estate Negotiation Expert *14 SMART Points*	9:00am – 4:30pm Both Days	14	Rich Sands	\$195 SMDRA Members/ \$215 All Others
10 Thurs	NAR Ethics Update *4 SMART Points* <i>SMDRA will only accept Ethics classes taken with a REALTOR® Association, online through NAR, online through The CE Shop and VanEd.</i>	1:00pm – 5:00pm	4	Rohn Goldstein	<i>NEW for NAR Cycle 5!</i> Jan 1, 2017 – Dec 31, 2018 FREE for SMDRA Members/ \$40 All Others
11 Fri	Metro Market Pulse Network, share listings and buyer's needs, & more!	8:00am – 10:00am		2 nd Friday Statistics & Trends	Open to All REALTORS® and SMDRA Affiliate Business Partners
15 Tues	What's It Worth? How to Understand & Estimate Value *4 SMART Points*	8:00am – 12:00pm	4	Steve Olson	\$50 SMDRA Members/ \$75 All Others
15 Tues	Advanced Contracts *3 SMART Points*	1:00pm – 4:00pm	4	Steve Olson	\$35 SMDRA Members/ \$45 All Others
18 Fri	Metro Market Pulse Network, share listings and buyer's needs, & more! POWERBREAKFAST: Colorado Legislative Update	8:00am – 10:00am		3 rd Friday Membership Meeting PowerBreakfast Speaker: Ted Leighty will lead the discussion with CO House Rep. Cole Wist	Open to All REALTORS® and SMDRA Affiliate Business Partners
22 Tues	PowerLunch: Top 10 Legal Issues *1 SMART Point*	10:30am Check In 11:00am – 1:00pm	0	Scott Peterson, CAR Legal Counsel	FREE SMDRA Members/ \$20 All Others
23 Wed	GRI 109: International Real Estate *4 SMART Points*	8:00am – 12:00pm	4	Jorgette Krsulic	\$50 REALTORS®
23 Wed	2017 CREC Annual Commission Update (ACU) *4 SMART Points*	1:00pm – 5:00pm	4	David Binkowski	\$40 SMDRA Members/ \$50 All Others
24 Thurs	New Member Ethics & Orientation GRI Designation: GRI 106: Ethics and Professional Standards Orientation is required of all new members! *4 SMART Points*	Ethics 8:00am – 12:00pm Orientation 12:30pm – 2:00pm	4	Jack O'Connor	\$50 REALTORS®

SEPTEMBER		Class	Time	CE	Instructor	Cost
1 Fri	Metro Market Pulse Network, share listings and buyer's needs, & more!	8:00am – 10:00am		NO MEETING due to Labor Day	Open to All REALTORS® and SMDRA Affiliate Business Partners	
4 Mon	SMDRA OFFICE CLOSED FOR LABOR DAY					
6 Wed	VP-FREE! CE: Is the Denver Market in a Bubble? *2 SMART Points*	9:00am – 11:00am	2	Lonnie Glessner	FREE SMDRA Members/ \$20 All Others	
7 Thurs	REALTOR® Safety *3 SMART Points*	9:00am – 12:00pm	3	Lynn Snyder Goetz	FREE SMDRA Members/ \$25 All Others	
8 Fri	Metro Market Pulse Network, share listings and buyer's needs, & more!	8:00am – 10:00am		2 nd Friday Statistics & Trends	Open to All REALTORS® and SMDRA Affiliate Business Partners	
12 Thurs	New Member Ethics & Orientation GRI Designation: GRI 106: Ethics and Professional Standards Orientation is required of all new members! *4 SMART Points*	Ethics 8:00am – 12:00pm Orientation 12:30pm – 2:00pm	4	Jack O'Connor	\$50 REALTORS®	
13 Wed	Sale Contracts Squared *4 SMART Points*	8:00am – 12:00pm	4	Tonyeil Spencer	\$20 SMDRA Members/ \$40 All Others	
13 Wed	GRI 105: Environmental Issues in Real Estate *4 SMART Points*	1:00pm – 5:00pm	4	Tonyeil Spencer	\$50 REALTORS®	
14 Thurs	Getting Started with REcolorado *3 SMART Points* Must register here: http://marketplace.recolorado.com/new-subscriber-training	9:00am – 12:00pm	3	REcolorado Instructor	FREE for all REcolorado Subscribers	
14 Thurs	NAR Ethics Update *4 SMART Points* <i>SMDRA will only accept Ethics classes taken with a REALTOR® Association, online through NAR, online through The CE Shop and VanEd.</i>	1:00pm – 5:00pm	4	Jon Goodman	<i>NEW for NAR Cycle 5!</i> Jan 1, 2017 – Dec 31, 2018 FREE for SMDRA Members/ \$40 All Others	
15 Fri	Metro Market Pulse Network, share listings and buyer's needs, & more! POWERBREAKFAST: CHFA	8:00am – 10:00am		3 rd Friday Membership Meeting PowerBreakfast Speaker: Elfriede Leicht	Open to All REALTORS® and SMDRA Affiliate Business Partners	
16 Sat	2017 CREC Annual Commission Update (ACU) *4 SMART Points* SATURDAY CLASS! Light Lunch Included	9:00am – 1:00pm	4	Mickey Sanders	\$40 SMDRA Members/ \$50 All Others	
19 Tues	2017 CREC Annual Commission Update (ACU) *4 SMART Points*	8:00am – 12:00pm	4	Rohn Goldstein	\$40 SMDRA Members/ \$50 All Others	
Thurs	SMDRA Inaugural Celebration Installation of the 2017-18 Chairman of the Board and new Board of Directors members	3:00pm – 6:00pm		Incoming Chairman, Todd Schuster	\$45 Tickets for all SMDRA Members and/or guests	
OCTOBER		Class	Time	CE	Instructor	Cost
NEW FOR 2017-18! Education* is FREE for SMDRA Members!						*Designation & Certification courses cannot be offered Free, but will still be at reduced pricing for SMDRA Members
5 Thurs	VP-FREE! CE: Presenting a VA Offer Sellers Will Accept *2 SMART Points*	9:00am – 11:00am	2	Staci Stanley	FREE SMDRA Members/ \$20 All Others	
6 Fri	Metro Market Pulse Network, share listings and buyer's needs, & more!	8:00am – 10:00am		1 st Friday OPEN FORUM	Open to All REALTORS® and SMDRA Affiliate Business Partners	

10 Tues	NAR Ethics Update *4 SMART Points* <i>SMDRA will only accept Ethics classes taken with a REALTOR® Association, online through NAR, online through The CE Shop and VanEd.</i>	8:00am – 12:00pm	4	Rohn Goldstein	<i>NEW for NAR Cycle 5! Jan 1, 2017 – Dec 31, 2018 FREE for SMDRA Members/ \$40 All Others</i>
10 Tues	Contracts 101 *3 SMART Points*	1:00pm – 4:00pm	3	Donna Evins	FREE SMDRA Members/ \$30 All Others
11 Wed	SMDRA Bonfils Blood Drive Appointments required! www.bonfils.org Reference Site #A559	10:30am – 3:00pm		Appointments required!	www.bonfils.org or call 303-341-4000 Reference Site #A559
12 Thurs	SMDRA Committee Training	1:00pm – 4:00pm		SMDRA Staff & Committee Chairs	Free, but required of ALL volunteers to participate with Committees
13 Fri	Metro Market Pulse Network, share listings and buyer's needs, & more!	8:00am – 10:00am		2 nd Friday Statistics & Trends	Open to All REALTORS® and SMDRA Affiliate Business Partners
17 Tues	PowerLunch: Updates from DORA with Marcia Waters *1 SMART Point*	11:30am – 1:00pm	0	Marcia Waters, DORA Director of Real Estate	FREE SMDRA Members/ \$20 All Others
20 Fri	Metro Market Pulse Network, share listings and buyer's needs, & more! POWERBREAKFAST: Scary Real Estate Stories	8:00am – 10:00am		3 rd Friday Membership Meeting PowerBreakfast Speaker: Elfriede Leicht	Open to All REALTORS® and SMDRA Affiliate Business Partners
24 Tues	New Member Ethics & Orientation GRI Designation: GRI 106: Ethics and Professional Standards Orientation is required of all new members! *4 SMART Points*	Ethics 8:00am – 12:00pm Orientation 12:30pm – 2:00pm	4	Jack O'Connor	\$50 REALTORS®
25 Wed	Pricing Strategy Advisor (PSA) Certification *7 SMART Points*	9:00am – 4:00pm	7	Steve Olson	\$99 SMDRA Members/ \$129 All Others
26 Thurs	2017 CREC Annual Commission Update (ACU) *4 SMART Points*	1:00pm – 5:00pm	4	Mickey Sanders	FREE SMDRA Members/ \$50 All Others

Registration Information/Cancellation Policy

- Registration available on <http://www.SMDRA.com/smdra-events-education-calendar>
- For accredited classes, **NO ONE WILL BE ADMITTED FOR CREDIT** 15 minutes after class start time per Real Estate Commission guidelines. You may attend with no CE - no refunds will be given.
- **Cancellation Policy:** Cancellations can be done **ONLINE** two days prior to the class start time for a **FULL REFUND**. Cancellations within one day or less of the class start time will be charged a 20% administrative fee. All cancellations not completed online, must be received in writing. Email to smdrasupport@smdra.com or by fax 303-797-0109.
- No refunds will be issued for NO SHOWS or cancellations made after class start time.

What is a **SMART Point**? A SMART Point goes toward the SMDRA SMART Designation. The SMART Designation South Metro Denver Advanced REALTOR® Training. SMDRA assigns *POINTS* to all of our education classes, even classes that do not qualify for CE credit to earn the SMART Designation. Find more at <http://smdra.com/smart-designation/>.

ARE YOU TAKING ADVANTAGE OF YOUR **FREE & EXCLUSIVE** SMDRA MEMBER BENEFIT - TechHelpline?

SMDRA Leadership Academy program was developed to increase participation in and understanding of the three levels of the REALTOR® organization, increased community involvement including state and local government, and increased exposure to the local business community, and ALL designed to develop future Association leaders. This program will identify emerging leaders, increase participation, and strengthen the Association and the real estate industry. Application available online: <http://smdra.com/smdra-leadership-academy/>!

PHOTO and or VIDEO DISCLOSURE: I agree that the South Metro Denver REALTOR® Association (SMDRA) may use a picture, video or voice recording of me for present or possible future use with industry marketing online and or print publications. I also agree to waive any right to inspect or approve or request compensation of the released use of the image, video and or voice recording. I also agree to release SMDRA from any and all claims for libel, slander, invasion of privacy, infringement of copyright or right of publicity, or any other claim related to image or recording.

07/24/17 sa



Tech support at no additional cost.

Call: 877.562.3159

TechHelpline SMDRA