



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

OCTOBER	Class	Time	CE	Instructor	Cost
ALL Education, excluding Designations/Certifications, are now FREE!					
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
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
23 Mon	REALTOR.com Tools & Benefits & Town Hall *2 SMART Points*	2:00pm – 4:00pm		REALTOR.com Staff	FREE for all REcolorado Subscribers
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® FREE for SMDRA new members only!
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
NOVEMBER	Class	Time	CE	Instructor	Cost
1 Wed	Industry Insights: Homeowners Insurance 101 *2 SMART Points*	9:00am – 11:00am	2	Bob Ross, NAIFA-Colorado Past President	FREE SMDRA Members/ \$20 All Others
7 Tues	Realist: Accessing Public Records *2 SMART Points*	9:00am – 11:00am	2	REcolorado Instructor	FREE for all REcolorado Subscribers
7 Tues	GRI 111: Legal Issues in Real Estate *4 SMART Points*	1:00pm – 5:00pm	4	Jon Terry	\$50 REALTORS®
8 Tues	NAR Ethics Update *4 SMART Points*	8:00am – 12:00pm	4	Tod Franklin	<i>NEW for NAR Cycle 5! Jan 1, 2017 – Dec 31, 2018 FREE for SMDRA Members/</i>

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8 Wed	Procuring Cause – Who Gets the Money *3 SMART Points*		3	Tod Franklin	FREE for SMDRA Members/ \$45 All Others
9 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 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® FREE for SMDRA new members only!

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/!](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.



Tech support at no additional cost.

Call: 877.562.3159

TechHelpline SMDRA