



Williamsburg Real Estate School EDUCATION *Comer*
June 18, 2019

8 hr Mandatory CE Class Day
July 18, 2019

8 hr Real Estate Related CE Class
Day
July 25, 2019



CE and BROKER
(BR) CLASSES

Classes are posted on the WAAR website at
www.WAARRealtor.com

June

19...Midtown Row Project Update - Lunch &
.....Learn -*not approved for credits*

July

17...How to Become More Referable -*not*
.....*approved for credits*
18...8 hr mandatory CE class day
18...Code of Ethics 3 hrs
18...Legal Update 1 hr
18...Contracts 1 hr
18...Real Estate Agency 1 hr
18...Fair Housing 2 hrs
25...8 hr real estate related class day
25...Real Estate Agency 3 hrs CE / BR
25...Antitrust 1 hr CE / BR
25...Homeowner & Flood Insurance 2 hrs CE



POST LICENSE (PL)
CLASSES

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17...How to Become More Referable -*not*
.....*approved for credits*
18...Code of Ethics - approved for PL
18...Fair Housing - approved for PL
25...Real Estate Agency...approved for PL
25...Homeowner & Flood Insurance...approved for
.....Current Industry Issues & Trends PL



Ur Dues Dollars @ Work 4 U

WAAR Members receive reduced pricing on most WAAR classes. Sign up today and receive quality education while taking advantage of WAAR Member pricing!



Midtown Row Project Update

Wednesday, June 19, 2019

12 pm - 1:30 pm

WAAR Classroom - Seating is limited

Cost: FREE

Lunch is provided - please pre-register so we have an accurate lunch count

Topics will include:

~ Overview of the project

~ Plan & Vision

~ Creating the tenant mix - anchors, inline

~ Amenities the project brings to the neighborhood

~ The City of Williamsburg's involvement with the project

~ Available opportunities at Midtown Row

Are you coming?

DATE AND TIME

06/19/19 12:00pm-06/19/19 1:30pm

I'll be there!

Join Emily Heppen and Michael Spector, the in-house leasing team for Broad Street Realty, a shopping center owner and developer throughout the mid-Atlantic and Denver, Colorado. They will be presenting on the development project, Midtown Row, which to date has completed a number of façade and project improvements to the former Monticello Shopping Center and parts of the Williamsburg Shopping Center.



Ur Dues Dollars @ Work 4 U

WMLS Education & Information



MLS Monthly Marketing Content Kit
April 2019

Homesnap's monthly marketing toolkit provides MLSs with quick and convenient content that can be used across many channels. Communicating information about Homesnap to your members on a monthly basis will increase awareness, user adoption and member engagement.

Show your members how they can encourage their clients to connect with them in Homesnap and educate them on the app's key features.

SOCIAL MEDIA

Homesnap has produced a series of social media assets which provide agents with steps illustrating how they can introduce Homesnap to their clients and educate them on the app's main consumer-facing tools. Below you'll find suggested social media copy and graphics to share with your members to raise awareness of these great features.

POST #1: Pitching Homesnap To Your Buyer Clients!

Having a great pitch is vital to encourage your buyer clients to use Homesnap, the app that the pros use. Check out the pitch that agent Ronice Jackson uses to get her buyers to join her in Homesnap.



POST #2: Pitching Homesnap To Your Seller Clients!

Homesnap isn't just for consumers looking for the perfect property -- it's a great tool for sellers too! It's important to have a great pitch for your seller clients. Check out the pitch that agent Ronice Jackson gives to her sellers to encourage them to join her in Homesnap.



WAAR is proud to partner with the following online schools:

The CE Shop:

Save 20% throughout June with the promo code JUNE20 at checkout.

Post License Education

Continuing Education

Broker Continuing Education

Pre-License Education

Career Web School On Course Learning:

Post License Education

Broker Licensing

Continuing Education

Alpha College of Real Estate:

Alpha College of Real Estate

MATRIX COMPUTER TRAINING CLASSES

FREE Refresher Course

Although classes are primarily for New Users, they may be taken by anyone needing a refresher. Registration is not available online.

[Click here for a Registration Form...](#)

WHO MAY ATTEND WAAR CLASSES?

All members of WAAR to include affiliate members are welcome to attend WAAR classes at MEMBER rates. All non-members of WAAR, to include WMLS users only, business members who are not affiliate members and others may attend WAAR classes at NON-MEMBER rates. If you have questions, please call 253-0028. Members may register online at www.WAARRealtor.com

[Click here for the WRES Registration and Cancellation Policies...](#)

[Members may register for classes online at www.WAARRealtor.com](http://www.WAARRealtor.com)



[Click here to view the full WAAR Education Calendar.](#)

Important links to remember:

[Virginia Department of Professional and Occupational Regulation \(DPOR\)](#)

[Williamsburg Area Association of REALTORS® \(WAAR\)](#)

[Virginia REALTORS® \(VR\)](#)

[National Association of REALTORS® \(NAR\)](#)

Visit our website at www.WAARRealtor.com

