

# Greater Springfield Board of REALTORS® 2010 Continuing Education Schedule

**Broker Renewal Deadline—June 30, 2010**  
**Salesperson Renewal Deadline—September 30, 2010**

*E = Elective                      Core= Core*  
*Quad 3 = Fulfills NAR Ethics requirement*  
***This Code Of Ethics Quad date range is January 2009-December 2012***

12 credit hours are required, one course must be Core and the remaining courses should be Elective

March	Time	Course	Credits	Instructor
4	9:00am-Noon	Understanding Credit Reports & the Credit Scoring Process	3hrs Elective	John Mayfield
4	1:00pm-4:00pm	Communicating with Today's Savvy Consumer	3 hrs Elective	John Mayfield
24	9:00am-Noon	Representation Options in the State of MO	3 hrs Core	Kim Daugherty
24	1:00pm-4:00pm	Prime Time—Where Real Estate Meets TV	3 hrs Elective	Kim Daugherty
April	Time	Course	Credits	Instructor
15	9:00am-Noon	Representation Options in the State of MO	3 hrs Core	Paul Dizmang
15	1:00pm-4:00pm	Effectively Managing Rental Property	3 hrs Elective	Paul Dizmang
23	9:00am-Noon	Professional Performance When Working With Buyers	3 hrs Elective	Fran Cashion
23	1:00pm-4:00pm	Consumer Focused Seller Services	3 hrs Elective	Fran Cashion
May	Time	Course	Credits	Instructor
6	1:00pm-4:00pm	Safe and Successful	3 hrs Elective	Tracey Hawkins
21	9:00am-Noon	Behave Yourself Code of Ethics	3 hrs Elective Quad 3 COE	Fran Cashion
21	1:00pm-4:00pm	Customer Driven Service	3 hrs Elective	Fran Cashion

June	Time	Course	Credits	Instructor
10	9:00am-Noon	Representation Options in the State of MO (MUST Register online at <a href="http://www.ceskc.com">www.ceskc.com</a> - Code: SPRING)	3 hrs Core	Richard Wright
10	1:00pm-4:00pm	Meth: What Agents Must Know (MUST Register online at <a href="http://www.ceskc.com">www.ceskc.com</a> - Code: SPRING)	3 hrs Elective	Richard Wright
11	9:00am-Noon	Lawsuits (MUST Register online at <a href="http://www.ceskc.com">www.ceskc.com</a> - Code: SPRING)	3 hrs Elective	Richard Wright
11	1:00pm-4:00pm	Survive and Thrive (MUST Register online at <a href="http://www.ceskc.com">www.ceskc.com</a> - Code: SPRING)	3 hrs Elective	Richard Wright
23	9:00am-Noon	How Green Is Your Real Estate Business	3 hrs Elective	Stacey Folk
23	1:00pm-4:00pm	Representation Options in the State of MO	3 hrs Core	Stacey Folk

July	Time	Course	Credits	Instructor
8	9:00am-Noon	New World of Home Lending	3 hrs Core	Mark Gorman

August	Time	Course	Credits	Instructor
4	9:00am-Noon	Credit Scores	3 hrs Core	Mark Gorman

Registration Form for Continuing Education Classes is on the last page...

## **2010 GSBOR FREE EVENING CLASS SCHEDULE**

**Evening Classes are for GSBOR Members Only and offer NO Credits  
Dinner is provided**

March	Time	Class Title	Instructor
9th	6:00pm-8:00pm	Tax Advantages for REALTORS(R)	Vicky Davis H&R Block

April	Time	Class Title	Instructor
13th	6:00pm-8:00pm	Panel Discussion with Top Producers	Doug Andrews

May	Time	Class Title	Instructor
11th	6:00pm-8:00pm	Staging Your Listings to Sell	Lin Hill

**TO REGISTER FOR FREE EVENING CLASSES CONTACT:  
Yvonne Ferguson Phone: 417-883-1226 or Email: [YFerguson@gsbor.com](mailto:YFerguson@gsbor.com)**

**Missouri Real Estate Commission (MREC) and Greater Springfield Board of REALTORS® Continuing Education Rules and Regulations**

- Students must sign the course sign-in sheet located at the registration table. If a student is not signed-in he/she is not considered present for the class. Students must be signed-in for attendance to be considered valid for CE purposes.
- Students must be signed-in and seated in the classroom when the class begins. Students arriving late will not be allowed to enter the classroom and must pay for another course.
- Students must submit written notice to the Education Department at least 48 hours in advance of a scheduled class to cancel or transfer to another class at no additional charge or receive a refund.
- Continuing education requirements mandate 100% attendance during Continuing Education classes. No exceptions.
- There will be one (1) ten (10) minute break each hour. This is the only time students may leave the classroom. All business and personal issues must be handled during break times.
- Receiving or making phone calls or text messaging will only be permitted during break time. Cell phones must be silenced and put away during class. Laptop computers are NOT allowed open during class.
- Continuing Education certificates must be picked up immediately at the end of class at the designated location. Students should file certificates in a safe place, as they may be requested by the MREC. The cost of a certificate reprint is \$10.00.
- **Note: For your comfort, please bring a jacket or sweater as the classroom temperature may vary.**

**Greater Springfield Board of REALTORS® 2010 Continuing Education Registration Form**

**Signature required** - by signing this form the registrant understands and agrees to abide by the MREC & GSBOR rules & regulations.

Printed Name: \_\_\_\_\_ Signature: \_\_\_\_\_

Home Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Home Phone: \_\_\_\_\_ Cell Phone: \_\_\_\_\_ Email: \_\_\_\_\_

License #: \_\_\_\_\_ License Type: \_\_\_SP \_\_\_BR \_\_\_BS \_\_\_BO \_\_\_BP \_\_\_BA

Do you have any disabilities that require special accommodation (attach separate sheet if necessary) \_\_\_\_\_

**Course Fees:**    \$30.00 GSBOR Members                      \$45.00 Non-Members

Class Date	Time	Course Title	Elective or Core	Credit Hours	Cost

**Payment**

Check enclosed      Credit Card (circle one)    **Visa**      **MasterCard**      **Discover**

Credit Card #: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Card Holder Signature: \_\_\_\_\_

**MAIL OR FAX REGISTRATION FORM**

Greater Springfield Board of REALTORS® ♦ P. O. Box 11045 ♦ Springfield, MO 65808 ♦ FAX 417-520-0977

For questions call Yvonne Ferguson at 417-883-1226.

Visit our website at <http://www.gsbor.com/education/default.cfm> for a full schedule or notices regarding classes!