



## 2010 Education Offerings

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### June

#### **Purchase and Sale Agreements**

Tuesday, June 1, 2010 ~ 12:00pm – 4pm  
4 hours TREC ~ \$50 / \$60 non-members

#### **Social Media: How To and What To**

Tuesday, June 8, 2010 ~ 9:00am–12:00am  
3 hours TREC ~ \$20 / \$30 non-members

#### **Auction as an Option**

Thursday, June 10, 2010 ~ 9:00am–12:00pm  
3 hours TREC ~ \$40 / \$50 non-members

#### **TN Agency Law: Are You My Agent?**

Monday, June 14, 2010 ~ 9:00am–11:00am  
2 hours TREC ~ \$30 / \$40 non-members

#### **Home Inspections**

Tuesday, June 15, 2010 ~ 9:00am–12:00pm  
3 hours TREC ~ \$40 / \$50 non-members

#### **Fair Housing**

Tuesday, June 22, 2010 ~ 9:00am–11:00am  
2 hours TREC ~ \$30 / \$40 non-members

#### **Unethical or Bad Judgment**

Wednesday, June 23, 2010 ~ 9:00am–12:00pm  
3 hours TREC ~ \$40 / \$50 non-members

### July

#### **e-Pro Workshop**

Thursday, July 1, 2010 ~ 9:00am–10:30am~free

#### **A Day in the Life**

Thursday, July 8, 2010 ~ 9:00am–11:00am  
2 hours TREC ~ \$30 / \$40 non-members

#### **Another Day in the Life**

Thursday, July 8, 2010 ~ 1:00pm – 3:00pm  
2 hours TREC ~ \$30 / \$40 non-members

#### **Microsoft Excel**

Friday, July 9, 2010 ~ 9:00am–11:00am  
2 hours TREC ~ \$20 / \$30 non-members

#### **Your Offer is Binding... Now What?**

Monday, July 12, 2010 ~ 1:00pm – 3pm  
2 hours TREC ~ \$30 / \$40 non-members

#### **It Begins and Ends with the Money**

Tuesday, July 13, 2010 ~ 9:00am–1:00pm  
4 hours TREC ~ \$50 / \$60 non-members

#### **TREC Core Course 2009 / 2010**

Thursday, July 15, 2010 ~ 9:00am – 1:00pm  
4 hours TREC ~ \$40 / \$50 non-members

#### **Buyer Consultation**

Friday, July 16, 2010 ~ 9:00am – 1:00pm  
\*pending approval\*  
2 hours TREC ~ \$30 / \$40 non-members

### August

#### **Microsoft Word**

Friday, August 13, 2010 ~ 9:00am–11:00am  
2 hours TREC ~ \$20 / \$30 non-members

#### **Building Science, Building Sense**

Monday, August 16, 2010 ~ 9:00am–11:00am  
2 hours TREC ~ \$30 / \$40 non-members

#### **Pre-Foreclosure Niche Tools**

Tuesday, August 17, 2010 ~ 9:00am – 1:00pm  
4 hours TREC ~ \$50 / \$60 non-members

#### **Property Valuation**

Friday, August 20, 2010 ~ 9:00am – 11:00pm  
2 hours TREC ~ \$30 / \$40 non-members

#### **NAR's Green Designation Course**

August 23 & 24, 2010 ~ 9:00am – 4:00pm  
12 hours TREC ~ \$275 / \$295 non-members

#### **Green's Residential Elective**

August 25, 2010 ~ 9:00am – 4:00pm  
6 hours TREC ~ \$150 / \$175 non-members

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This schedule and pricing is subject to change, visit [www.williamsoncountyrealtors.org](http://www.williamsoncountyrealtors.org) to register and confirm offerings.



## 2010 Education Offerings

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### *September*

**Legal Class ~ Cool Springs Marriott Franklin**

Thursday, September 2, 2010 ~ 9am - 11:00pm  
2 hours TREC ~ free / \$30 non-members

**TREC Core ~ Cool Springs Marriott Franklin**

Thursday, September 2, 2010 ~ 1:15pm - 5:15pm  
4 hours TREC ~ \$40 / \$50 non-members

**Website Must-Haves**

Thursday, September 9, 2010 ~ 9am-12:00pm  
3 hours TREC ~ \$40 / \$50 non-members

**Transaction Desk: Basics**

Friday, September 10, 2010 ~ 9:00am-12:00pm  
3 hours TREC ~ \$20 / \$30 non-members

**Basics for Building a Better Business**

Tuesday, September 21, 2010 ~ 9am – 1pm  
4 hours TREC ~ \$50 / \$60 non-members

### *October*

**SRES**

Wednesday & Thursday, October 6 & 7, 2010  
8:30am - 5:00pm  
16 hours TREC ~ \$275 / \$295 non-members

**Transaction Desk: Advanced**

Friday, October 8, 2010 ~ 9:00am-12:00pm  
3 hours TREC ~ \$20 / \$30 non-members

**Everything is Negotiable**

Tuesday, October 19, 2010 ~ 9:00am-12:00pm  
3 hours TREC ~ \$40 / \$50 non-members

### *November*

**Microsoft Power Point**

Friday, November 12, 2010 ~ 9:00am-11:00am  
2 hours TREC ~ \$20 / \$30 non-members

**Judge & Jury, Part I**

Tuesday, November 16, 2010 ~ 9:00am-11:00am  
2 hours TREC ~ \$30 / \$40 non-members

**Judge & Jury, Part II**

Tuesday, November 16, 2010 ~ 1:00pm – 3pm  
2 hours TREC ~ \$30 / \$40 non-members

**TREC Core Course 2009 / 2010**

Tuesday, November 30, 2010 ~ 9:00am – 1:00pm  
4 hours TREC ~ \$40 / \$50 non-members

### *December*

**e-Pro Workshop**

Monday, Dec.6, 2010 ~ 9:00am-10:30am~free

**Integrity Earns More**

Thursday, December 9, 2010 ~ 10am-12:00pm  
2 hours TREC ~ WCAR members only ~ free