

# AGENT TRAINING SCHEDULE

# 2008

March 12th	Measuring Square Footage	Determining how square footage is calculated based on NC law and the different types of homes	Matt Hall, OBX Construction
March 19th 9:00—1:00	Realtor Forms 101	Reviews the basic forms that are most commonly used by Realtors.	Barb Connery, RE/MAX Ocean Realty
April 2nd	1031 Exchange	A basic understanding of the 1031 process and how it applies to Lending.	Delphine Amrhein, First Horizon
April 22nd	Listing Property for Sale	A general overview on steps from pricing a home to listing the home on MLS.	Jackie Ricks-Sample, Sun Realty
May 6th-7th	Contract to Closing (2 Day)	Provides a general understanding of: The Pre-Approval Process; Completing the Contract & Addenda; Dower Rights & Title Policy	Delphine Amrhein, First Horizon
June 3rd	Flood Insurance—Ins & Outs	Discuss the different levels of flood zones and how flood insurance is determined.	Bo Rhodes, Gateway Insurance
June 5th	Top Ten FREE Technology Tools	Learn about the FREE technology tools that are available to help your business.	Ronnie Roach, Wells Fargo
SUMMER OFF			
September 10th	Business Planning	Increase Your Business, Increase Your Income. This course will challenge you to create, execute and monitor your business plan for 2007. <b>Simple but effective. No sales gimmicks.</b>	Delphine Amrhein, First Horizon
September 16th	Environmental Issues	Discussion surrounding beach erosion and the ever changing beach environment.	George Wood, Environmental Professionals
October 9th	Blog Technology	How to use blogs to build credibility, move up in the search engine rankings and promote yourself.	Ronnie Roach, Wells Fargo
October 23rd	1031 Exchange	A basic understanding of the 1031 process and how it applies to Lending.	Delphine Amrhein, First Horizon
November 5th	Top 10 Home Inspection Concerns	Discussions on critical areas of concern that appear during inspections.	Adam Blankenship, Beach Inspections
November 18th	Listing Property for Sale	A general overview on steps from pricing a home to listing the home on MLS.	Jackie Ricks-Sample, Sun Realty
December 2nd—3rd	Contract to Closing (2 Day)	Provides a general understanding of : The Pre-Approval Process; Completing the Contract & Addenda; Dower Rights & Title Policy	Delphine Amrhein, First Horizon

**All classes will be held in the OBAR Kilgore room between 9:00—11:30 a.m. unless otherwise noted. All courses are offered FREE to OBAR Members. Non members are welcome as long as there are seats available.**