

DAAR on the Road Opportunities 2021



Your Resource for Education



About DAAR

Your Resource for Success

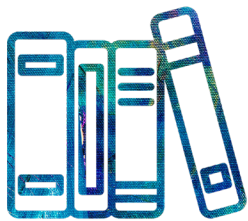
The Dulles Area Association of REALTORS® (DAAR) was founded in 1962. Representing over 1,300 REALTORS® and real estate service providers, DAAR works to support the business of real estate, our members, and the communities we serve with the highest standards of conduct and professionalism.

Your Resource for Education

The Dulles Area Association of REALTORS® Real Estate School is dedicated to providing the highest quality professional development opportunities by offering more classes and seminars designed to give you the resources and knowledge to stay on top of your business. The DAAR Real Estate School is one of your most valuable member benefits, and is your go-to for fulfilling your education needs.

DAAR Education Benefits

- Industry Designations & Certifications offered to increase skills, proficiency, and knowledge
- Classes taught by top-notch instructors
- Offers a robust [catalog](#) of courses that are offered and updated on a regular basis to reflect the latest industry changes and trends



165+
Classes
Annually



2,100+
Class
Registrations
Annually



25+
Instructors



Hybrid
Virtual &
In-Person
Classes offered



About DAAR on the Road

The Dulles Area Association of REALTORS® (DAAR) features an educational program that brings the DAAR classroom experience and informational resources directly to Brokers and their teams. This program, DAAR on the Road, offers Post Licensing Education (PLE) and Continuing Education (CE) classes as well as industry Certifications and Designations that can be hosted virtually, at your brokerage, a [DAAR meeting space](#), or an approved, 3rd party space.

How It Works

Browse this Opportunities Guide and decide which option best suits your needs. To participate in DAAR on the Road, Brokers must fill out a form specifying their specific opportunity details. DAAR's Director of Education will reach out to finalize the details and pricing once the form is submitted.

DAAR will take care of all the post-class reporting to DPOR and NAR. DAAR can also handle the NAR compliance process for your agents, who are DAAR REALTOR® members, for each cycle.

Questions? Reach out to education@dullesarea.com.

COMPLETE FORM

Fees

The below fees are subject to be added on to your DAAR on the Road total depending on class size, duration, and if food & beverages will be provided by DAAR.

Fee	Cost
Class Monitor (Classes over 25 Students)	\$25.00
Class Monitor (Classes over 50 Students)	\$40.00
Class Monitor (Classes over 75 Students)	\$55.00
DAAR Classroom Rental	\$100.00 per hour per room
Non-refundable Deposit	\$100.00

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2021-2022 DAAR Calendar Overview

July 2021

- International Forum
- Broker Breakfast
- Q3 CE Classes

August 2021

- New Member Orientation
- Q3 PLE Classes

September 2021

- Q3 Core Competency Classes
- RPAC Networking Event
- Senior Real Estate Specialist Designation

October 2021

- Annual Meeting & Conference*
- Fall Networking - CSC Charity
- Military Relocation Professional
- Q4 CE Classes

November 2021

- New Member Orientation
- Volunteer Appreciation Event
- Q4 PLE Classes

December 2021

- BOD Installation & Holiday Party*
- NVAR Contracts Update
- Past Presidents' Luncheon
- Q4 Core Competency Classes

January 2022

- NVAR Contracts Update
- Q1 Continuing Education (CE) Classes

February 2022

- New Member Orientation
- Professional Standards Training
- Q1 Post Licensing Education (PLE) Classes

March 2022

- Economic Summit*
- Pricing Strategy Advisor Certification
- Instructor Development Day
- Q1 Core Competency Classes

April 2022

- DAAR REALTOR® Awards Ceremony*
- At Home With Diversity Certification
- Q2 CE Classes

May 2022

- New Member Orientation
- Q2 PLE Classes
- Major Investors Dinner

June 2022

- NVAR Contracts Update
- Q2 Core Competency Classes

***DAAR Signature Events**

Dates are subject to change.

Virginia Class Requirements

All real estate agents are required to continue their education after they receive their license. If you are a new agent with less than one year of being licensed, you'll need to take Post Licensing Education (PLE) Classes. For agents and/or brokers who have been licensed for over 2 years, you'll need to take Continuing Education (CE) Classes. Review the breakdown of Virginia requirements below.

Post Licensing Education (PLE) Classes

First year agents must complete the 30 hours of Post Licensing within one year from the month they were licensed. DAAR offers Post Licensing Education (PLE) classes throughout the year, designed to complete state licensing requirements in the following categories:

Name	Hours	Name	Hours
Contract Writing	6	Escrow Management	3
Real Estate Law	6	Ethics/ Standard of Conduct (New Member Orientation)	3
Fair Housing	2	Current Industry Issues & Trends	2
Agency Law	3	Real Estate Related Finance	2
Risk Management	3		

Continuing Education (CE) Classes

VREB State licensing 16-hour requirements complete:

Name	Hours	Name	Hours
Contracts	1	Fair Housing	2
Legal Updates	1	Ethics	3
Virginia Agency	1	Real Estate Related Electives	8

Broker Continuing Education (BCE) Classes

VREB State licensing Broker 24-hour requirements complete:

Name	Hours
Broker Supervision	2
Broker Management	6

DAAR Class Categories

The Dulles Area Association of REALTORS® supports all efforts members take to improve and enhance the knowledge and professionalism of their Virginia real estate licensee. DAAR is committed to providing the highest quality instructors and classes. Free continuing education and discounted PLE is a member-only benefit that is available to help you enhance your knowledge. Members will be able to increase their skills, proficiency, and knowledge through a variety of designations and certifications acknowledging experience and expertise. Classes provided will keep DAAR members up to date with the latest strategies, techniques and tools to grow your business.



Contracts



Legal



Property &
Transactions



Principles of
Real Estate



Ethics



Sales &
Marketing



Bright MLS



Certifications &
Designations



Contracts Classes

Real Estate Contracts

This course begins with a basic review of contract law and the essential elements necessary to create a valid, legally enforceable contract. The class will conduct a review of the regional contract widely used in the Northern Virginia area and will review the paragraphs recently changed, and discuss how these changes clarified past confusion that arose out of old definitions and clauses. Finally, the class will take a look at the addenda used in financing contingencies, the walk through and a form created to use when voiding a contract.

Requirement Status	CE Mandatory
CE Credit	1 Hour
Cost (10 Student Minimum)	\$10 Per Student

Contract Writing

This course is designed for the new licensee as part of their post license education requirement. The class will review in detail the regional sales contract as well as the Virginia jurisdictional, addenda, contingencies and leases.

Requirement Status	PLE Mandatory
PLE Credit	6 Hours
Cost (10 Student Minimum)	\$36 Per Student

NVAR Contracts Updates

Attendees will learn about updates to NVAR Standard Forms. Featured speaker Keith Barrett, Esq, Vesta Settlements, will review and answer questions regarding the latest changes. Free for DAAR Members.

Sub-Category	Legal
Credit	0 Hours
Cost (10 Student Minimum)	\$10 Per Student

Back to Basics: Contract - Part I

During this class, you will be provided an overview of how contracts are negotiated, ratified, and enforced. Specific terms of the NVAR Residential Sales Contract will be covered as well as details of the different parts of what makes a contract for the sale of real estate. You will discuss the formation of a contract; what constitutes a counter-offer v. acceptance of a contract; the differences between contingencies and covenants; breach of contract and enforceability.

Sub-Category	Legal
Core Competencies Class	107 Applicable
Credit	0 Hours
Cost (10 Student Minimum)	\$10 Per Student



Contracts Classes

Continued

Back to Basics: Contract - Part II

The NVAR Residential Sales Contract and the statutory disclosures required pursuant to various provisions of the Code of Virginia and Federal Law will be reviewed and discussed during this class. Disclosure obligations regarding Lead Based Paint and other disclosures that pertain to property, agency relationships and advertising will also be discussed.

Sub-Category	Legal
Core Competencies Class	107 Applicable
CE Credit	0 Hours
Cost (10 Student Minimum)	\$10 Per Student

Back to Basics: Contract - Part III

The first five paragraphs of the NVAR Residential Sales Contract will be covered during this class. It covers and explores in details the terms of the first five paragraphs: Introduction; Description of the Property; Price and Financing; Deposit; and the Down-payment.

Sub-Category	Legal
Core Competencies Class	107 Applicable
CE Credit	0 Hours
Cost (10 Student Minimum)	\$10 Per Student

Back to Basics: Contract - Part IV

Specific terms of the NVAR Residential Sales Contract will be reviewed during this class. Exploration of paragraphs regarding home inspection, utilities, personal property and fixtures, financing applications, alternative financing and buyer representations will also be discussed.

Sub-Category	Legal
Core Competencies Class	107 Applicable
CE Credit	0 Hours
Cost (10 Student Minimum)	\$10 Per Student

Back to Basics: Contract - Part V

During this class, several of the paragraphs of the NVAR Residential Sales Contract will be reviewed. Details regarding Smoke Detectors, Wood Destroying Insects, Damage or Loss, Title, Mechanics Lien, Possession Date and Parties' Fees and Adjustments will be discussed.

Sub-Category	Legal
Core Competencies Class	107 Applicable
CE Credit	0 Hours
Cost (10 Student Minimum)	\$10 Per Student



Contracts Classes

Continued

Back to Basics: Contract - Part VI

There will be an in-depth review of the final 8 paragraphs of NVAR Residential Sales Contract during this class. The specific paragraphs regarding Broker Fees, Attorney Fees, Performance, Default, Other Disclosures, Assignability, Definitions, and Miscellaneous Provisions will be explored and discussed.

Sub-Category	Legal
Core Competencies Class	107 Applicable
CE Credit	0 Hours
Cost (10 Student Minimum)	\$10 Per Student

REALTOR® – Lender Relations

This course is written to give the residential real estate salesperson/broker useful inside information to assist in managing both the lender and client with regards to the mortgage process before and during a real estate transaction. The course is designed to be voiced from a former real estate broker and current lenders perspective. The goal of the course is to give the real estate professional real-world knowledge of current mortgage financing scenarios and language and more importantly how to apply that knowledge as it relates to their specific jobs as both buyer-agents and listing agents.

Sub-Category	Legal
Requirement Status	PLE Mandatory/CE Mandatory (Real Estate Related)
PLE/CE Credit	2 Hours
PLE Cost (10 Student Minimum)	\$12 Per Student
CE Cost (10 Student Minimum)	\$10 Per Student

Real Estate Agent's Survival Guide to Homebuyers' Credit

By learning more about how credit impacts a home-buyer's ability to obtain a mortgage, a real estate agent will be able to better serve their clients, answer questions and offer insights into the home-buyer's prospective ability to obtain home financing.

Additionally, by having knowledge about how credit impacts a home-buyer's ability to obtain a mortgage, a real estate agent will be able to better identify knowledgeable, competent lenders who may better serve their clients (the prospective home-buyers) and help those clients accomplish their goal of home ownership.

Sub-Category	Legal
Requirement Status	PLE Mandatory/CE Mandatory (Real Estate Related)
PLE/CE Credit	2 Hours
PLE Cost (10 Student Minimum)	\$12 Per Student
CE Cost (10 Student Minimum)	\$10 Per Student



Contracts Classes

Continued

Preoccupied with Occupancy Agreements

Please join DAAR to discuss Occupancy Agreements. This course answers the following questions:

- What is the extent of the Purchaser's responsibility for maintenance and utilities during the Pre-Settlement Occupancy?
- Who bears the risk of loss and what are the potential ramifications of catastrophic loss during the occupancy period?
- What happens in the event of default by buyer or seller?
- What is the extent of the Seller's responsibility for maintenance and utilities during the Post-Settlement Occupancy?

Requirement Status	CE Mandatory (Real Estate Related)
CE Credit	1 Hour
Cost (10 Student Minimum)	\$10 Per Student

Real Estate Loan Process & Finance Options

The Loan Process and Finance Options is a REALTOR® Basic Class summarizing the loan process and addressing residential, land/lot, and commercial financing. It touches on how borrowers are qualified, make application, and what borrowers and their agents can expect during the loan approval process. Providing REALTORS® with an overview of the purchase process and financing options within each area of real estate sales (residential, land and commercial) serves not only as a refresher to their licensing courses but reinforces a basic function of the real estate purchase.

Sub-Category	Legal
Requirement Status	PLE Mandatory
PLE Credit	2 Hours
PLE Cost (10 Student Minimum)	\$12 Per Student

Veteran Administration (VA) Loans

After successfully completing this course the student should have an intermediate knowledge of Veteran Administration (VA) home loans. Students will earn 1 hour of continuing education credit. Students will be able to recognize potential concerns and benefits in the home buying and selling process of VA home loans. Students will be able to have an overall understanding of VA home loans and its process, have knowledge of basic VA underwriting guidelines, understand minimum property and appraisal requirements, differentiate between VA myths and facts, and be able to market to veteran home buyers and sellers. Students will be able to foresee potential issues with a property in order to better educate their client on possible options while using their VA home loan. Students will also be able to help VA borrowers understand their benefits. The student will be able to educate their veteran buyers and seller therefore increasing the value and protection to the general public.

Requirement Status	CE Mandatory (Real Estate Related)
CE Credit	1 Hour
Cost (10 Student Minimum)	\$10 Per Student



Legal Classes

Virginia Agency Law

This 3-hour course provides a comprehensive summary of Virginia agency laws including history of agency in Virginia and the basics of agency relationships. The course covers the types of agency and non-agency relationships in Virginia and the duties and responsibilities of agents to their clients and customers. Brokerage agreements and agency disclosure forms will be discussed and the Virginia Real Estate Board's Guidance Document on the necessity for brokerage agreements will be reviewed. At the end of the course the student will have a working understanding of the agency laws in Virginia, relationships created plus necessity for written disclosures and agreements.

Requirement Status	PLE/CE Mandatory
PLE/CE Credit	PLE 3 Hours (Agency) / CE 1 Hour (Agency) + 2 Hours (Real Estate Related)
PLE Cost (10 Student Minimum)	\$18 Per Student
CE Cost (10 Student Minimum)	\$10 Per Student

Death, Divorce & Bankruptcy

There are many speed bumps that can cause a delay a closing. This class will provide you with an overview of three of the biggest roadblocks of a successful settlement. The class will show you how to identify these problems early in the process and how to navigate around the problem to guide your clients to closing.

Sub-Category	Legal
Requirement Status	CE Mandatory (Real Estate Related)
Core Competencies Class	400
CE Credit	2 Hours
Cost (10 Student Minimum)	\$10 Per Student

Deeds in Virginia

With all the paperwork that goes into a real estate transaction, the deed is one of the most important. It is the legal document that conveys title, establishes how the purchasers will hold title (which can include built in estate planning and asset protection) and creates a warranty for the purchasers. Join us for a discussion that will cover warranties, tenancy, conveyance and general procedures on recordation, taxes and exemptions.

Sub-Category	Contacts
Requirement Status	CE Mandatory (Real Estate Related)
CE Credit	2 Hours
Cost (10 Student Minimum)	\$10 Per Student



Legal Classes

Continued

Real Estate Law & Board Regulations

This course covers the Forms Update, Rules and Regulations of the Virginia Real Estate Board and Chapter 21 Title 54 of the Code of Virginia as it pertains to real estate licensees. It also covers Advertising by Licensees and how the principal broker supervises to stay within the Code of Ethics Article 12. At the conclusion of the course the class will review what they have learned and discuss the importance of understanding the laws, regulations and disclosures in our industry and how these provide information and protection to the public and the licensee when dealing with real estate matters.

Requirement Status	PLE Mandatory
PLE Credit	6 Hours
PLE Cost (10 Student Minimum)	\$36 Per Student

Risk Management: Opinion Verses Fact

This course will explore the different types of misrepresentation that can occur and what the statutes in Virginia address regarding misrepresentation and disclosure requirements. Learn the risks of opinion verses fact and the principle of caveat emptor. Stigmatized properties and latent defects will also be covered in the class. Disclosure requirements in various areas will be discussed including agency, property disclosures, fair housing, antitrust laws, RESPA and environmental issues including mold and the Chesapeake Bay Preservation Act. The course will cover the importance of honest, truthful conduct and the need for written disclosures to inform, protect, and reduce liability and will stress that licensees must understand that managing risk is not just for the licensee's benefit but for the consumer's benefit as well.

Requirement Status	PLE Mandatory
PLE Credit	3 Hours
PLE Cost (10 Student Minimum)	\$18 Per Student

Real Estate Law & Legal Update w/Flood Content

In an ever-changing real estate industry, it is paramount for a licensee to stay abreast of not only the current market conditions and trends, but legal issues and laws governing our industry as well. While it should be pointed out and made clear to a licensee that they can never give legal advice to consumers unless they are licensed to do so, understanding the laws will help the licensee as they assist a consumer to navigate through the complexities of today's real estate transaction. Our focus of this update is designed to cover a wide variety of legal aspects of:

- Real estate industry
- Current license laws of the state
- Consumer and association disclosure acts
- Current legal issues and trends facing our industry today

Requirement Status	CE Mandatory
CE Credit	1 Hour
Cost (10 Student Minimum)	\$10 Per Student



Legal Classes

Continued

Reverse for Purchase: Growing Your Share of the Senior Market

Shaking to its core not just the housing market, but also the broader the economy, are the 78 million American baby boomers who will “retire, relocate, and eventually withdraw from the housing market,” according to a report in the Journal of the American Planning Association, by authors Dowell Myers, a professor of urban planning and demography in the School of Policy, Planning and Development at the University of Southern California, and Sung Ho Ryu, an associate planner with the Southern California Association of Governments.

The report concludes that to combat the impact of a graying America, local communities need to limit overbuilding of new housing, put measures into place to retain the elderly in the community and attract young households to local neighborhoods.

Reverse Mortgages, including myriad new “jumbo” products and the long-time Reverse For Purchase program, are going to be the among the most effective tools available for helping real estate professionals meet the growing needs of this rapidly expanding market.

Because many older homeowners and homebuyers are not aware of—or are afraid of—these loans, it is all the more critical that the real estate professional is versed on Reverse Mortgage offerings.

A working understanding of Reverse Mortgage products further equips real estate professionals for their role in preserving the vibrancy of the housing market, maintaining the well-being of this fast-growing demographic, and sustaining the health of our communities, while providing business—and revenue streams—for themselves and their families.

Sub-Category	Contracts
Requirement Status	CE Mandatory (Real Estate Related)
CE Credit	2 Hours
Cost (10 Student Minimum)	\$10 Per Student

Working with Renters

This course covers many best practices when working with Renters, Rental Properties and Landlords. This course is a must for REALTORS® who don't often work with renters as well as those who wish to gain more confident when reviewing the lease with their clients.

Sub-Category	Contracts
Requirement Status	CE Mandatory (Real Estate Related)
CE Credit	2 Hours
Cost (10 Student Minimum)	\$10 Per Student



Legal Classes

Continued

Escrow Management

This course focuses on the responsibility that a licensee has for caring for other people's money when assisting them in real estate matters. Consumers must have absolute trust and confidence in their agent knowing that their funds are safe when tendering over thousands of dollars in the course of a real estate transaction. Laws and regulations are in place to ensure that a consumer's money is properly handled and if not, the penalties facing a licensee for mismanagement of those funds.

The course will cover the Virginia Real Estate Board Rules and Regulations and the Code of Virginia that addresses Escrow and Trust funds and review some of the disciplinary actions taken against a licensee for mismanagement of those funds.

Licensees will learn how to properly handle funds coming into their possession, where those funds must be placed, when, how, and under what circumstances those funds may ultimately be disbursed. Covered will be who has the authority and the responsibility for those escrow/trust funds and the penalties for mismanagement of those funds.

Licensees will also learn what actions constitute commingling and conversion. The course will cover how to handle monies coming into a licensee's possession for sales, rentals and property management transactions.

Sub-Category	Contracts
Requirement Status	PLE Mandatory
PLE Credit	3 Hours
PLE Cost (10 Student Minimum)	\$18 Per Student

Landlord Tenant Law: What you need to Know in Virginia

Join us to get up-to-date changes that could impact your practice. The Common Law Virginia Landlord Tenant Act and the Virginia Residential Landlord Tenant Act have received significant changes over the years. The changes made significantly impact your practice – whether you are a listing agent or a buyer's agent for rentals.

Classes will address topics such as:

- Common Law Virginia Landlord Tenant Act vs. Virginia Residential Landlord Tenant Act – is there a difference?
- Who is my buyer, who is the landlord?
- What if the rental agreement isn't executed by all parties, is it still enforceable?
- Application fee vs. application deposit – is there a difference
- How much security deposit can be collected? Does that amount differ if a bond is posted?
- These topics and more will be covered!

Sub-Category	Contracts
Credit	0 Hours
Cost (10 Student Minimum)	\$10 Per Student



Legal Classes

Fair Housing: Learn How to Avoid Mistakes in Your Business

In this seminar, we will examine the practices that are considered appropriate and those that are not, both in our conduct and in our advertising. What rights individuals have who are discriminated against, and the penalties for those who do the discriminating. We will discuss current fair housing cases and administrative decisions under the fair housing laws in the hope that these recent events will help us to better understand how the laws are applied, how consumers are affected and how we may avoid those mistakes and wrongdoings that others have chosen to make.

Requirement Status	PLE/CE Mandatory
PLE/CE Credit	2 Hours
PLE Cost (10 Student Minimum)	\$12 Per Student
CE Cost (10 Student Minimum)	\$10 Per Student

Broker Supervision

This 2-hour continuing education course specifically designed for brokers and broker associates focuses on some of the critical areas of broker management. Taken from the Virginia Real Estate Board Rules and Regulations and the Code of Virginia this course is a review of the laws and regulations regarding the supervision of a firm and branch offices, and the regulations regarding advertising. At the conclusion of this course students should be able to demonstrate a better understanding of the laws and regulations and understand why these areas are important and necessary in order to reduce liability and better protect the public's interests and trust in the firm assisting them with their real estate needs.

Requirement Status	BCE Mandatory
BCE Credit	2 Hours
Cost (10 Student Minimum)	\$10 Per Student



Legal Classes

Continued

Broker Management

Developing a plan to reduce liability is called Risk Management. In this first section we will discuss what positive steps a broker can take to minimize their risk of liability through controlling it by establishing written policies, training and taking steps to stop problems before they arise. We will discuss risk shifting through the issuance of insurance policies and the importance of educating all of the company's work force in how to handle and reduce risk. The course will review the mandatory disclosures in Virginia and discuss the different types of misrepresentations that arise in our industry. The class will review the different types of complaint procedures that are available to consumers. At the end of this section students will have a better understanding of how to handle, reduce or avoid altogether risk that may ultimately result in litigation for both the broker and the consumer. This course focuses on the responsibility that a licensee has for caring for other people's money when assisting them in real estate matters. Consumers must have absolute trust and confidence in their agent knowing that their funds are safe when tendering over thousands of dollars in the course of a real estate transaction. Laws and regulations are in place to ensure that a consumer's money is properly handled and if not, the penalties facing a licensee for mismanagement of those funds.

The course will cover the Virginia Real Estate Board Rules and Regulations and the Code of Virginia that addresses Escrow and Trust funds and review some of the disciplinary actions taken against a licensee for mismanagement of those funds.

Licensees will learn how to properly handle funds coming into their possession, where those funds must be placed, when, how, and under what circumstances those funds may ultimately be disbursed. Covered will be who has the authority and the responsibility for those escrow/trust funds and the penalties for mismanagement of those funds. Licensees will also learn what actions constitute commingling and conversion. The course will cover how to handle monies coming into a licensee's possession for sales, rentals and property management transactions.

Requirement Status	BCE Mandatory
BCE Credit	6 Hours
Cost (10 Student Minimum)	\$10 Per Student



Property & Transactions Classes

What to Expect at the Home Inspection

This course will provide the new licensing requirements for home inspections. The instructor will cover contract requirements, the AHI Standard of Practice, and general limitations and exclusion. There will also be a detailed review of the areas to be inspected.

Sub-Category	Sales & Marketing
Requirement Status	CE Mandatory (Real Estate Related)
Core Competencies Class	107
CE Credit	2 Hours
Cost (10 Student Minimum)	\$10 Per Student

1031 Exchange

Experienced REALTORS® need to refresh their memory with the details of 1031 Exchanges. With improvements in the real estate, market investors will engage in more “like-kind” exchanges. Newer agents need to be introduced to new possibilities for their investor clients. 1031 Exchanges are a viable tool with which REALTORS® need to be comfortable and be able to speak knowledgeably with their client base.

Sub-Category	Legal
Requirement Status	CE Mandatory (Real Estate Related)
CE Credit	2 Hours
Cost (10 Student Minimum)	\$10 Per Student

Understanding Septic Systems & Wells for Real Estate Professional

This course provides an overview of septic systems and wells and the essentials a real estate licensee must understand when representing a buyer or seller in the sale of property which has either a septic system or well, or both. Septic construction basics are explained in general. The course also covers conventional systems and alternative systems, including specific types of alternative systems which have become prevalent over the years. Required maintenance standards and repair examples also are covered. In addition, the course explains legal requirements for conventional and alternative systems. New terms are defined and procedures also are explained. For wells, the course provides an overview of wells. It also covers regulations governing installation, upgrades and potability standards. Finally, the course provides an overview of Northern Virginia Association of Realtors® standard form well and septic contract addendum.

This course will benefit the real estate salesperson and broker professionally because many homes in Virginia still have wells and septic systems. Agents need to understand the difference between conventional and alternative systems, as well as the regulations that govern such systems. Agents also need to understand the basics of wells and the standards required for well water testing.

Requirement Status	CE Mandatory (Real Estate Related)
Core Competencies Class	107 & 205
CE Credit	2 Hours
Cost (10 Student Minimum)	\$10 Per Student



Principles of Real Estate Classes

Principles Of Real Estate

The 60-hour Principles of Real Estate course is designed to prepare the student to pass the Virginia State Examination for licensure as a real estate salesperson. The course includes basic laws governing the ownership and transfer of real estate, the terminology associated with the real estate industry, terms of sales contracts and other documents used to transact real estate business. In addition, students will learn the Virginia regulations that control the real estate industry, how mortgages work, and the advantages and disadvantages of certain types of financing. Instruction in fair housing and other federal and state laws that guarantee equal rights and protect consumers will help the student in the practice of real estate.

Sub-Category	Contracts
CE Credit	60 Hours
Cost	\$299



Ethics Classes

The Code of Ethics: Our Promise of Professionalism

Upon completion of The Code of Ethics: Our Promise of Professionalism course, participants will be able to:

- Identify key aspirational concepts found in the Preamble to the NATIONAL ASSOCIATION OF REALTORS® Code of Ethics
- Describe general business ethics, and compare and contrast the REALTORS® Code of Ethics with business ethics, generally
- Describe the concepts established in Articles 1, 2, 12, and 17 of the Code of Ethics
- Identify possible violations of the Code of Ethics specifically related to the Articles cited above, after participating in interactive learning methods (case studies, quizzes, role plays, demonstrations, and group discussions about fact scenarios)
- Describe the professional standards process for enforcing the Code of Ethics, including the duty to arbitrate
- Identify critical elements of due process as they relate to Code enforcement
- Identify factors considered by hearing panels in procuring cause disputes

Requirement Status	CE Mandatory
CE Credit	3 Hours
Cost (10 Student Minimum)	\$10 Per Student



Sales & Marketing Classes

Building a Brand

How do you create a personal brand that stands out and connects with your target market? Join us as we discuss understanding and creating personal branding that communicates your value to your potential clients.

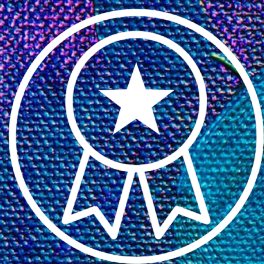
Core Competencies Class	101
Credit	0 Hours
Cost (10 Student Minimum)	\$10 Per Student

Home Purchase 411

Get the "411" on the not so obvious topics you should be discussing with your purchase clients. As agents, you are tasked with wearing many hats and offering advice and assistance to your purchasers on various topics throughout the home buying process. The basic and somewhat obvious purchase topics are usually covered early in your process location, features, financing, contractual terms etc.

However, some topics are not so obvious and often get overlooked or addressed at the last minute at an inappropriate time. Join us for a casual discussion on topics like title insurance, surveys, caveat emptor, home inspections, and how to take title.

Sub-Category	Legal
Requirement Status	CE Mandatory (Real Estate Related)
CE Credit	2 Hours
Cost (10 Student Minimum)	\$10 Per Student



Certifications & Designations

At Home with Diversity (AHWD)

REALTORS® know the importance of adapting and remaining relevant in today's marketplace. By developing a business practice rooted in inclusion and equality, you can help buyers of all cultural backgrounds achieve the dream of homeownership. The At Home With Diversity® (AHWD) certification course teaches you how to work effectively with diverse populations so you can build business success in today's multicultural real estate market.

One-time NAR application fee: \$75.00

Core Competencies Class	502
Duration	4 CE Real Estate Related 2 PLE Current Industry Issues
Cost (20 Student Minimum)	
20-29 Students	\$99 Per Student
30-39 Students	\$90 Per Student
40+ Students	\$80 Per Student

Discovering Commercial Real Estate

This course offers a broad overview of the basics of commercial real estate and how it differs from residential real estate. Students will be able to distinguish and understand the broker's role and discover the different types of commercial properties, terms, valuation methods, marketing and resources for further education.

Core Competencies Class	502
Duration	3 Hours
PLE Credit	2 PLE Hours Current Industry
CE Credit	3 CE Real Estate Related
Cost (20 Student Minimum)	\$30 Per Student

Military Relocation Professional (MRP)

When military staff and their families relocate, the services of a real estate professional who understands their needs and timetables makes the transfer easier, faster, and less stressful.

The Military Relocation Professional Certification Course educates REALTORS® about working with U.S. service members and their families and veterans to find the housing solutions that best suit their needs and to take full advantage of available benefits and support.

Core Competencies Class	502
Duration	8.5 Hours
PLE Credit	2 PLE Hours Current Industry
CE Credit	6 CE Real Estate Related
Cost (20 Student Minimum)	\$80 Per Student



Certifications & Designations

Continued

Pricing Strategies Advisor

Designed for real estate professionals at all experience levels and those working with either buyers or sellers, the National Association of REALTORS® PSA (Pricing Strategy Advisor) certification provides a framework for understanding:

- The purpose and benefits of CMAs
- Terminology of pricing and valuation
- The Code of Ethics as it relates to pricing
- How to identify appropriate comparables, and where to find information about them
- The role of supply and demand in pricing
- How to adjust comparables
- Specific challenges and special situations in making adjustments
- How to guide clients through the CMA
- How to work with appraisers
- How to hone your pricing skills and practices
- Elective for ABR & SRS Designation

One-time NAR application fee: \$179.00

Core Competencies Class	502
Duration	8.5 Hours
PLE Credit	2 PLE Current Industry
CE Credit	8 CE Real Estate Related
Cost (20 Student Minimum)	\$80 Per Student

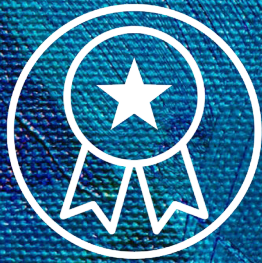
Senior Real Estate Specialist® (SRES®)

They are NOT your average grandparents. The largest and wealthiest buyer's group in the country is made up of Baby Boomers. Understand what motivates this mature demographic and make your business boom with an Seniors Real Estate Specialist® (SRES).

Build your real estate business with specialized knowledge of the wants, needs and expectations of home buyers and sellers aged 50+. By earning your SRES designation via the 2-day course, you gain familiarity with these unique buyers and sellers, and connect with a specialized referral network of more than 13,000 REALTORS®. Discover the advantages of NAR's SRES designation.

SRES® Council annual dues: First year is free, \$99 every year after.

Core Competencies Class	502
Duration	8.5 Hours
PLE Credit	2 PLE Current Industry
CE Credit	8 CE Real Estate Related
Cost (20 Student Minimum)	
20-29 Students	\$225 Per Student
30-39 Students	\$200 Per Student
40+ Students	\$175 Per Student



Certifications & Designations

Continued

Short Sales and Foreclosures (SFR®)

For many real estate professionals, short sales and foreclosures are the new “traditional” real estate transaction. Knowing how to help sellers maneuver the complexities of short sales as well as help buyers pursue short sale and foreclosure opportunities are not merely good skills to have in today’s market—they are critical. And while short sales and foreclosures are not for the faint of heart, agents with the proper tools and training can use these specialty areas to build their business for the long term.

Designed for real estate professionals at all experience levels, the National Association of REALTORS® (NAR) Short Sales and Foreclosure Resource certification gives you a framework for understanding how to:

- Direct distressed sellers to finance, tax, and legal professionals
- Qualify sellers for short sales
- Develop a short-sale package
- Tap into buyer demand
- Safeguard your commission
- Limit risk
- Protect buyers

As many agents can attest, your ability to close short sales and foreclosures depends in part on your confidence in seeing these transactions through. Begin building your confidence today with SFR®!

One-time NAR application fee: \$175.00

Core Competencies Class	502
Duration	4 CE Real Estate Related 2 PLE Current Industry Issues
Cost (20 Student Minimum)	
20-29 Students	\$99 Per Student
30-39 Students	\$90 Per Student
40+ Students	\$80 Per Student



Certifications & Designations

Continued

e-Pro

NAR's e-PRO® certification program helps REALTORS® master the advanced digital marketing techniques of today. With the e-PRO® certification, REALTORS® increase their ability to reach customers, expand their capabilities, and build trust by safeguarding client information.

What You Gain:

- Consumers find you first through a search on our e-PRO® website
- Your name stands out at nar.realtor and White Pages at realtor.com®
- You customize all e-PRO® marketing materials to work best for you
- You gain new networking opportunities with tech-savvy REALTORS®
- Networking through the private e-PRO® certificate holders' Facebook group

One-time NAR application fee: \$149.00

Core Competencies Class	502
Duration	8.5 Hours
PLE Credit	2 PLE Current Industry
CE Credit	8 CE Real Estate Related
Cost (20 Student Minimum)	
20-29 Students	\$225 Per Student
30-39 Students	\$200 Per Student
40+ Students	\$175 Per Student

Real Estate Negotiation Expert (RENE)

The Real Estate Negotiation Expert (RENE) certification is for real estate professionals who want to sharpen their negotiation skills. The RENE certification program gives REALTORS® the tips and tools they need to be skillful advocates for their clients.

What You Gain:

- Improve your negotiating skills
- Learn about behind-the-scenes issues and how to deal with them
- Learn how to handle a wide range of personalities and situations
- Learn to sort out the competing objectives of the parties involved in a transaction

One-time NAR application fee: \$159.00

Core Competencies Class	502
Duration	8.5 Hours
PLE Credit	2 PLE Current Industry
CE Credit	8 CE Real Estate Related
Cost (20 Student Minimum)	
20-29 Students	\$225 Per Student
30-39 Students	\$200 Per Student
40+ Students	\$175 Per Student



Certifications & Designations

Continued

The Accredited Buyer's Representative (ABR®)

The Accredited Buyer's Representative (ABR®) designation is for real estate buyer agents who focus on working directly with buyer-clients at every stage of the home-buying process.

What You Gain:

- Valuable real estate education that elevates your skills and knowledge in the eyes of home buyers.
- Ongoing specialized information, programs, and updates that keep you knowledgeable on the issues and trends facing home buyers.
- Access to members-only publications, marketing tools and resources.
- Networking and referrals

Submit the designation application along with documentation of five completed transactions.

REBAC Dues First year of REBAC membership is free. Second year is \$110.00, but prorated based on the month you joined REBAC. Fee of \$110.00 for every year after.

Core Competencies Class	502
Duration	8.5 Hours
PLE Credit	2 PLE Current Industry
CE Credit	8 CE Real Estate Related
Cost (20 Student Minimum)	
20-29 Students	\$225 Per Student
30-39 Students	\$200 Per Student
40+ Students	\$175 Per Student

Certified International Property Specialist (CIPS)

Global real estate opportunities are everywhere. People move to the U.S. from other countries every day and foreign-born individuals residing in the U.S. move to new markets. Americans in your current market may look to invest in property overseas. No matter which audience you cater to, the CIPS designation will provide you with the knowledge, research, network and tools to globalize and expand your business.

Core Competencies Class	502	
Duration	4 CE Real Estate Related 2 PLE Current Industry Issues	
Cost (20 Student Minimum)	Individual Classes	5 Class Package
20-29 Students	\$99 Per Student	\$299 Per Student
30-39 Students	\$90 Per Student	\$275 Per Student
40+ Students	\$80 Per Student	\$249 Per Student



Certifications & Designations

Continued

Seller Representative Specialist (SRS)

The Seller Representative Specialist (SRS) designation is the premier credential in seller representation. It is designed to elevate professional standards and enhance personal performance. The designation is awarded to real estate practitioners by the Real Estate Business Institute (REBI) who meet specific educational and practical experience criteria. The SRS Course will redefine your "normal" and reinvent the way you represent sellers. It provides a comprehensive foundation of skill development, training and resources to help real estate professionals represent the interests of sellers in today's marketplace.

What You'll Learn:

- Increase listings and grow their business
- Demonstrate and communicate their value package to seller clients
- Understand and apply the Code of Ethics & Standards of Practice
- Understand and comply with state license laws when representing sellers
- Understand and apply methods, tools, and techniques to provide support and services that sellers want and need

Additional Member Benefits Include:

- Membership in an elite group of trained seller client advocates
- Access to a wealth of member-only education, resources and services.
- "Find An SRS" Online Directory for the public to access and for direct member to member referral opportunities
- Subscription to the bi-monthly digital Real Estate Business Magazine
- Access to SRS social media community
- Exclusive, member-only webinars and videos.

Annual dues Waived for the first year, \$99 for every year after.

Core Competencies Class	502
Duration	8.5 Hours
PLE Credit	2 PLE Current Industry
CE Credit	8 CE Real Estate Related
Cost (20 Student Minimum)	
20-29 Students	\$225 Per Student
30-39 Students	\$200 Per Student
40+ Students	\$175 Per Student

DAAR Classroom Rules & Regulations

Registration

Students should register prior to class to ensure they receive an email with course materials to view/download. DAAR will send students a one-week reminder with link to course materials and a two-day reminder.

Cancellation & Refund Policy

Cancellation requests (written or phoned) will be accepted through 4:30 p.m. three business days preceding each class. All paid tuition other than the \$100 non-refundable, non-transferable to another person deposit will be refunded. No refunds will be given for cancellations made after the close of business on that day. (Requests for refund consideration due to extenuating circumstances must be received by DAAR in writing within 15 days after class start date).

Classroom Restrictions

Recording for the purposes of personal branding/marketing during classes must be approved in advance' (instructor/DAAR). All phones need to be put on vibrate or silent. Laptops/iPads are encouraged to view class materials. Children (under high school age) are not allowed to accompany students to class. Children shall not be left in the common areas unattended.

Attendance Policy

Class will begin promptly at the time noted. Students may not miss more than five minutes per credited hour. Students missing more than allotted time for class will be automatically disqualified from receiving class CE/PLE credit. Those students who have paid but have missed more than the allotted minutes are welcome to sit in but will not receive CE/PLE credit for the class. Moreover, if a student is disqualified because he/she is late or misses more than allotted time, no refund will be granted.

Payment Policy

Full payments must be made at the time the reservation is made. DAAR accepts American Express, MasterCard and VISA credit cards, checks can be made payable to DAAR. If the payment is not made at that time, the Broker is subject to losing the time slot and/or preferred date.

PLE/CE Posting

DAAR will make every attempt to forward CE/PL credits within three days following each class. You should receive an email confirmation when credits have been sent forward. However, VREB may take a little longer to get those credits posted. If you are facing an impending license expiration (i.e. this month) it is not recommended that you rely on these credits for renewal purposes. DAAR will not refund class registrations based on delays in CE/PL reporting. We recommend that you keep diligent records for yourself on all CE/PL classes you take. We further recommend that you become familiar with the process for checking your credits online at <http://www.dpor.virginia.gov/>.

DAAR Classroom Rules & Regulations

Continued

Disabilities

In our commitment to the Americans with Disabilities Act, we would like to know if you have any disabilities which require special accommodations, including the provision of auxiliary aids and services. If so, please contact DAAR as soon as possible to expedite any special arrangements.

Attendance Policy

Classes will begin promptly at the time noted. Students may not miss more than five minutes per credited hour. Students missing more than five minutes of class will be automatically disqualified from receiving class CE/PL credit.

DAAR Virtual Classroom Regulations

Registration

- Students must register and pay for classes through the DAAR's membership system.
- Once registered through DAAR, students will be sent a Zoom registration link. You must register through Zoom in order to be sent the customized classroom link.
- Once you have registered for a course, you will receive a link to access your course materials. Please feel free to print your course materials or download and save them on your device.

Attendance

- Students should plan to enter the training 5-10 minutes before the slated class start time.
- Students will be placed in a "waiting room" until the class begins. You may be muted upon class entry.
- Students who are more than 10 minutes late to the class will not be permitted entry.
- If you leave the class early, you will be disqualified from credit.
- Please make sure you are attending the class from a professional setting and are dressed appropriately. Remember your cameras are required to be on during the entirety of the class.

Audio/ Video

- Students are responsible for the performance of their own technology including audio volume, video clarity, and a reliable internet connection. Please visit www.zoom.com to obtain specifications for your computer and internet.
- You MUST connect with a device that has a video/audio connection. You MUST be visible on screen to meet Virginia REB requirements for continuing education credit for the entirety of the class. Failure to be visible may result in disqualification and removal from the class.
- The camera on the computer must remain stable and UNMOVED during the live training.

DAAR Classroom Rules & Regulations

Continued

- Students may not share their computer with another student.
- Students may be muted at any point of the class by the host, instructor, or DAAR staff member. If you have been muted, DAAR asks that you remain muted unless addressed directly. This helps with overall class learning and communication.

Participation

- All students are required to fully participate and engage in class discussions and polls. A DAAR staff member will be monitoring the class for participation and engagement.
- Students may not be driving or in a moving vehicle while participating in a class.
- Students who are seen driving or in a vehicle will be removed and disqualified from the class.
- Students may not participate in other computer-based work while attending the class. Students may not take phone calls during class. Breaks will be allotted during each class.
- Please remove/limit distractions (i.e. pets, family members, music, TVs, etc.)
- The chat function will be available to students should they have questions or comments related to the class topic and materials. A DAAR staff member will be monitoring the chat box.
- Students will be responsible for completing a course evaluation and returning the document within 24 hours of completing the training. This is required to receive credit for the training.

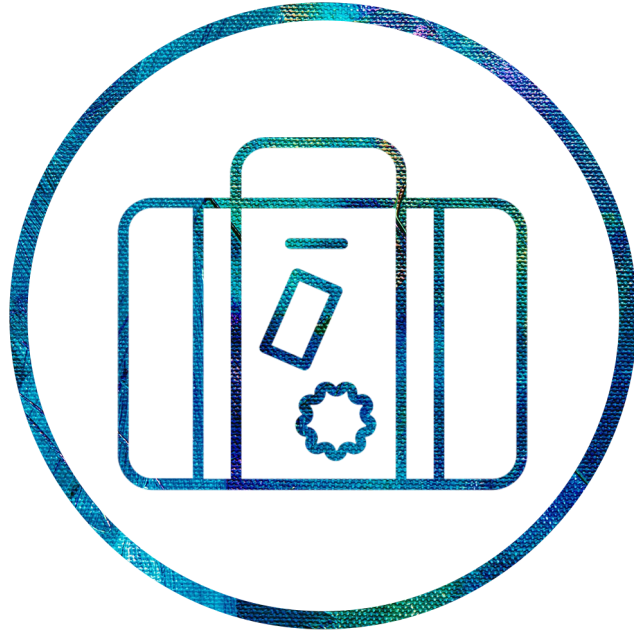
Best Practices

- Earphones are a plus, for clarity.
- Keep your device plugged in so your battery doesn't die and you don't get knocked out of the class. If it does, you will be counted absent during the time you are not on camera. More than five minutes could result in your being locked out and not given credit.
- We must be able to see you through your camera in order to certify that you are present. Please ensure that there is enough light in the room and that you are clearly visible.
- When the class is over, be sure to select the option to "leave" the meeting.

Notification of Changes

DAAR reserves the right to change its policies and terms without notice, and a person's continued use of the site will signify acceptance of any adjustment to its policies and terms. If there are any changes to the DAAR Privacy Policy and Terms of Use, changes will be announced on the DAAR website.

To cancel a course and request a refund contact Beth Fischel at the Dulles Area Real Estate School at 703-777-2468 or 571-291-9085 or email education@dullesarea.com.



 **Dulles Area
Association of REALTORS®**
Your Resource for Success

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