

CONTINUING EDUCATION COURSES

Agency

MEDIA	CLASS TITLE	DATE	DRE HOURS
Live	GRI 100-Agency	April 23	3
Video	Agency Relationships, Duties and Disclosures **	On Demand	3

Consumer Service

MEDIA	CLASS TITLE	DATE	DRE HOURS
Live	Transaction Management	March 13	4
Live	GRI 106-Strategies for Success – Finding, Counseling and Working with Buyers and Sellers	July 23	8
Live	Accredited Staging Professional	April 1, 2, & 3	14
Live	Analyzing & Applying Tenant in Common and Other Tax Strategies	May 12	4
Live	CRS 204-Wealth Building	September 16 & 17	16
Video	Managing Stress and Increasing Energy	On Demand	3
Video	Win Win Negotiating	On Demand	3

Consumer Protection

MEDIA	CLASS TITLE	DATE	DRE HOURS
Live	GRI 111-Environmental Concerns, Construction Overview and Land Use	January 23	8
Live	Legal Contracts with Gov Hutchinson	January 30	4
Live	How To Handle An Upside Down/Underwater Sale	February 7	3
Live	Tax Deductions for Real Estate Agents: An Economic View	February 7	3
Live	GRI 113-Real Property, Tax and Exchanging	February 27	8
Live	GRI 114-Essential Concepts of the C.A.R. Residential Purchase Agreement	March 26	8
Live	Real Estate Transaction Masters	April 29 & 30	14
Live	GRI 105-Legal Issues	June 25	8
Live	GRI 107-Technology Applications in Real Estate	August 27	8
Live	Legal Contracts with Gov Hutchinson	September 4	3
Live	GRI 109-Residential Real Estate Finance	October 22	8
Live	GRI 110-Marketing, Financing and Managing	November 19	8

	Commercial Properties		
Live	Legal Contracts with Gov Hutchinson	December 5	3
Video	For Real Estate People Only	On Demand	3
Video	Estate Planning for Real Property	On Demand	3
Video	How To Double Your Income In Sales...and Work Half As Hard	On Demand	3
Video	Environmental Hazards	On Demand	3
Video	Probate	On Demand	3
Video	Foreclosures	On Demand	3
Video	Procuring Cause	On Demand	3
Video	The California Paper Trail	On Demand	3
Video	Understanding the Real Estate Contract	On Demand	3
Video	Empowerment Strategies to List & Sell More Effectively	On Demand	3

Ethics

MEDIA	CLASS TITLE	DATE	DRE HOURS
Live	GRI 101-Ethics (also meets NAR mandate)	April 23	3
Video	Ethics & Professional Conduct for Real Estate Licensees **	On Demand	3

Fair Housing

MEDIA	CLASS TITLE	DATE	DRE HOURS
Live	GRI 104-Fair Housing	May 21	3
Video	Fair Housing **	On Demand	3

Risk Management

MEDIA	CLASS TITLE	DATE	DRE HOURS
Live	GRI 108-Risk Management	September 24	8

Trust

MEDIA	CLASS TITLE	DATE	DRE HOURS
Live	GRI 102-Trust Fund	May 21	3
Video	Trust Fund Handling **	On Demand	3

Ethics, Agency, Trust Fund Handling, Fair Housing and Risk Management

MEDIA	CLASS TITLE	DATE	DRE HOURS
Online	C.A.R. Online Classes	On Demand	15

Ethics, Agency, Trust Fund Handling, Fair Housing, Risk Management, Consumer Protection and Consumer Service

MEDIA	CLASS TITLE	DATE	DRE HOURS
Online	C.A.R. Online Classes	On Demand	45

* To make an appointment to watch a video class at the Association, or for more information, contact us at (925) 730-4065.

FEES: Member: \$30.00 Education Advantage: \$25.00

** These courses have tests.