

CENTER FOR
REALTOR®
DEVELOPMENT

2017–2018
Education & Courses

onlinelearning.REALTOR



NATIONAL
ASSOCIATION *of*
REALTORS®



CENTER FOR
REALTOR®
DEVELOPMENT

DESIGNATIONS

ABOUT

Designations are specialized credentials for REALTORS® that offer extensive benefits which are continually improved upon and expanded. For this reason, maintaining a designation requires annual dues and continued membership in the National Association of REALTORS®. Designations have specific core course requirements. Many official NAR designation core courses are offered online at Center for REALTOR® Development. The classroom course content for many of these designation courses is also available for licensing and delivery by approved providers through [Training4RE.com](https://www.training4re.com).

CE CREDIT

Many designation courses at Center for REALTOR® Development offer continuing education (CE) credits in select states—*at no additional charge to the student*. General CE credit information may be found at our online [Support FAQ](#), and the exact number of hours of CE offered by any particular course may be found on its product page.



BENEFITS

Designations offer substantial value-added benefits, which may include:

- Free educational webinars
- Digital resources, forms, and toolkits
- Networking and referral opportunities
- Private social media groups
- Consumer videos and promotional items
- Customizable marketing materials
- Member newsletters and access to premium content
- Acknowledgment at [nar.REALTOR](#) and [realtor.com](#)®
- Educational credit toward other credentials

By earning a NAR official designation, you have the opportunity to gain advanced training in a specialty area, better serve specific segments of your particular market, and thereby increase your bottom line.

“This was a great course. It helped to reinforce my current knowledge and also taught me so much more.”

– ABR® online learner





The ABR® designation is the benchmark of excellence in buyer representation.

Course title:
Accredited Buyer's Representative (ABR®) Designation Course

The two-day Accredited Buyer's Representative (ABR®) designation course establishes a foundation of training, skills, and resources to help you succeed as a buyer's representative. It teaches how to conduct a buyer counseling session, use buyer representation agreements, negotiate buyer clients' offers, and bring transactions to a successful close.

ONLINE COURSE PRICE: \$295



The REALTORS® Land Institute (RLI) offers the Accredited Land Consultant (ALC) designation and is the leading organization for those who specialize in land sales.

Course title:
Land 101: Fundamentals of Land Brokerage

In this ALC required course, learn the basics of land brokerage, such as: the various types of land; the land brokerage process; the importance of the 1031 tax-deferred exchange and how to use it; how to determine market value; what property rights and restrictions are involved; subdivisions and assemblage. Environmental and regulatory issues are also covered.

ONLINE COURSE PRICE: \$295



This premier designation is awarded by NAR's Commercial and Global Services department to REALTORS® who complete the coursework and meet practical experience criteria that demonstrate knowledge and familiarity with international clients.

Course titles: Vary

Courses and bundles vary by geographical interest (US vs. non-US), applicability toward the designation (core vs. elective), and by topic (local markets, transaction tools, specific continents).

ONLINE COURSE PRICES: \$147-\$735



NAR's Green Designation teaches REALTORS® how to increase their incomes by helping clients make informed choices about the resource efficiency and performance of the homes they live in, sell, and buy.

Course titles:
**Green Day 1:
The Resource-Efficient Home**

**Green Day 2:
Representing Buyers and
Sellers of Resource-Efficient Homes**

Green Day 1 addresses the distinguishing characteristics that make a home resource-thrifty and sustainability's impact on the real estate industry. Green Day 2 focuses on applying your knowledge of resource-efficient, smart, and certified homes so that you can adapt your core real estate skills to build business success in this niche market.

ONLINE COURSE PRICES:
**\$149 each, \$250 for the
two-course bundle**



The Residential Real Estate Council is the largest not-for-profit affiliate of NAR and awards the prestigious CRS designation to experienced REALTORS® who have completed advanced training and achievement in residential real estate.

Course titles: Vary

Courses and bundles in a variety of hour combinations are offered, and focus primarily on marketing (both traditional and online), business development, and creating value for clients.

ONLINE COURSE PRICES: \$50-\$472.50



The SRS designation elevates professional standards, enhances individual performance, and recognizes real estate professionals who demonstrate the knowledge and skills essential in professionally and ethically representing sellers.

Course title:
**Seller Representative Specialist (SRS)
Designation Course**

The two-day SRS designation course establishes a foundation of training, skills, and resources to help you succeed as a seller's representative. This course is specifically designed to help you understand how to conduct a seller counseling session; increase listings; and apply methods, tools, and techniques to provide the support and services that sellers want and need.

ONLINE COURSE PRICE: \$295



The SRES® designation was developed and is offered by the SRES® Council, whose mission is to provide quality training and tools necessary to position the SRES® designee as the trusted real estate resource for the senior market.

Course title:
**Seniors Real Estate Specialist® (SRES®)
Designation Course**

The two-day SRES® designation course offers real estate agents the unique opportunity to learn and build key skills in counseling adults age 50+ through selling their family home, buying rental property, moving to a senior community, among many other issues particular to this life stage.

ONLINE COURSE PRICE: \$295



Continuing Education Credits Available



Canadian Version



Also Available in Spanish

CERTIFICATIONS

ABOUT

Like designations, certifications are also specialized credentials for REALTORS®. The benefits they offer hold high value, but are not as extensive as those for designations. For this reason, maintaining a certification requires a one-time application fee and continued membership in NAR, but no annual dues. Certifications have specific core course requirements. Many of these certification core courses are offered online at Center for REALTOR® Development. The classroom course content for these certification courses also may be available for licensing and delivery by approved providers through [Training4RE.com](https://www.training4re.com).

CE CREDIT

Just like designation courses, many certification courses at Center for REALTOR® Development offer continuing education (CE) credits in select states—*at no additional charge to the student*. General CE credit information may be found at our online [Support FAQ](#), and the exact number of hours of CE offered by any particular course may be found on its product page.



“This course has been wonderful to give me food for thought on how to get started effectively in the changing climate.”

– e-PRO® online learner

BENEFITS

Member surveys over the years have consistently shown that REALTORS® with at least one designation or certification earn more than those without.

By earning a NAR official certification, you have the opportunity to gain advanced training in a specialty area, better serve specific segments of your particular market, and thereby increase your bottom line.

Develop your skill set to show prospects and clients that you have the specialized expertise to effectively navigate the marketplace on their behalf.



At Home With Diversity® teaches REALTORS® how to work effectively with—and within—a rapidly changing multicultural market.

Course title:
At Home With Diversity®

Diversifying your clientele means learning the practical skills and tools to expand your business and effectively service all cultural groups. The one-day AHWD® certification course addresses issues of diversity, fair housing, and cultural differences, and demonstrates how to transact business in culturally competent ways.

ONLINE COURSE PRICE: \$99  



The Certified Real Estate Team Specialist (C-RETS) certification is the first and only team credential recognized by NAR, and is the premier credential for high-performance teams. It is designed to elevate and enhance team development, individual leadership skills, and improve financial performance.

Course titles:
Understanding and Leveraging Teams (core)

Position Your Team for Profit (elective)

HR Solutions for Teams (elective)

Team Leadership for Maximum Performance (elective)

Team Collaboration Tech Tools (elective – only avail in classroom format)

The C-RETS curriculum integrates ready-to-implement strategies and solutions and provides a comprehensive foundation of skill development, training, and resources to build, lead and manage a higher performance team.

ONLINE COURSE PRICE: \$145 ea.



NAR's e-PRO® certification program was developed through a partnership between the National Association of REALTORS® and the Social Media Marketing Institute (SMMI) to help real estate professionals broaden their technology skills so that they can compete effectively in today's market.

Course titles:
e-PRO® Day 1
e-PRO® Day 2

Day 1 is offered in the classroom or online (only as part of the online bundle) and covers a wide range of topics, including the changing market, the modern consumer, and how to use new real estate technologies to your advantage. Day 2 is offered exclusively online, standalone, or as part of the bundle, and provides hands-on experience using social media and other technology tools to help build your business.

ONLINE COURSE PRICES:
\$129 Day 2 standalone,
\$219 for the bundle 



NAR's Military Relocation Professional certification focuses on educating real estate professionals about working with current and former military service members to find the housing solutions that best suit their needs and take full advantage of military benefits and support.

Course title:
Military Relocation Professional (MRP) Certification Course

The one-day MRP certification course addresses demographics of the military market, how real estate transactions for relocating military service members are unique, VA financing and entitlement benefits, and processes and procedures for permanent change of station.

ONLINE COURSE PRICE: \$130 



Determining property values depends more than ever on professional expertise and competence. Enhance your skills in pricing properties, creating CMAs, working with appraisers, and guiding clients through the anxieties and misperceptions they often have about home values with the Pricing Strategy Advisor (PSA) certification.

Course title:
Pricing Strategies: Mastering the CMA

This course is specifically designed to help enhance skills for pricing properties, creating comparative market analyses (CMAs), and guiding clients through the complexities of valuation. In addressing the core CMA activity of determining selling and offer prices, the course provides substantial guidance on comparables and adjustments, including using RPR® tools for these purposes.

ONLINE COURSE PRICE: \$130 



Over one-third of all home sales are either vacation or investment properties. Obtain the skills and knowledge needed to be the resource for these transactions by earning NAR's RSPS (Resort and Second-Home Property Specialist) certification.

Course title:
Home Sweet (Second) Home: Vacation, Investment, Luxury Properties

This one-day course from NAR is designed to teach the essentials of buying, selling, and managing resort properties and second homes for recreation, investment and development. Learn how to help clients identify strategies for building a rental business or assessing the investment value of a property.

ONLINE COURSE PRICE: \$125 

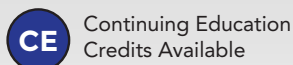


The Short Sales and Foreclosure Resource® (SFR®) certification is meant for real estate professionals who want to be skilled and confident in distressed property transactions.

Course title:
Short Sales and Foreclosures: What Real Estate Professionals Need to Know

Designed for real estate professionals at all experience levels, this one-day course gives learners 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; negotiate with lenders; tap into buyer demand; safeguard your commission; limit risk, and protect buyers.

ONLINE COURSE PRICE: \$130 



Continuing Education Credits Available



Canadian Version



Also Available in Spanish

ABOUT

In addition to core courses for designations and certifications, we offer courses on specialty real estate topics. In some cases these specialty courses may serve to fulfill elective credits for designations and certifications. Electives are credential requirements for which you have a choice to take whatever course interests you, as long as it's on the list of approved electives. You may wish to take a specialty course as a standalone learning opportunity, or to fulfill designation or certification requirements. The choice is entirely up to you.

These elective and specialty courses are offered online at Center for REALTOR® Development. The classroom course content for these courses also may be available for licensing and delivery by approved providers through [Training4RE.com](https://www.training4re.com).

CE CREDIT

Just like designation and certification courses, many of these electives and specialty courses at Center for REALTOR® Development offer continuing education (CE) credits in select states—*at no additional charge to the student*. General CE credit information may be found at our online [Support FAQ](#), and the exact number of hours of CE offered by any particular course may be found on its product page.



**“It was great and very informative!
Changed the way I do business.”**

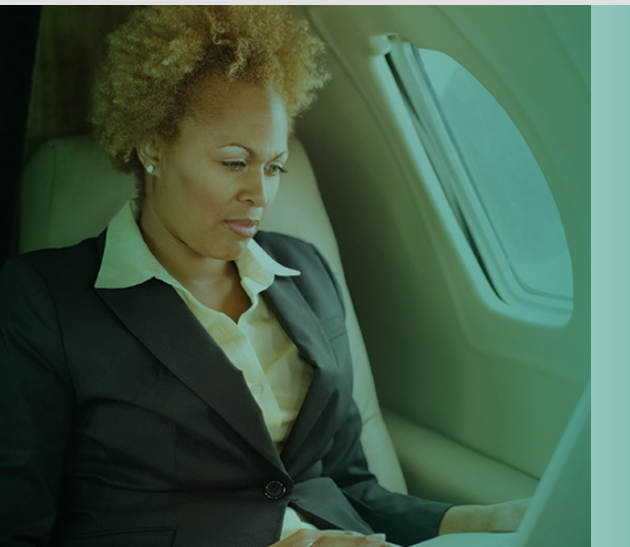
– ABR® online learner

DETAILS

We are committed to providing you the best learning experience in the industry.

All of our courses are self-paced, so that you can study at your own individual pace—*whenever and wherever you want*. Courses are active and available to learners for one year after purchase.

Our courses pair high-quality content with an interactive and engaging online learning experience. Our online courses employ different modalities to optimize the learning experience. We know that everyone learns differently, so we have incorporated: video, audio, visual elements, interactive and branching exercises, online forums, assessments such as quizzes and exams, and downloadable course manuals that may be kept for future reference and on-the-job applications.



Course title:

Discovering Commercial Real Estate

This three-hour course offers a broad overview of the basics of commercial real estate and how it differs from residential real estate. This is an ideal introductory course for those who are newly licensed and/or residential agents who want to learn more about commercial real estate.

ONLINE COURSE PRICE: \$49



Course title:

Enhance Your Brand and Protect Your Clients with Data Privacy and Security

This four-hour course aims to educate real estate associations, brokers, agents, and multiple listing services about the need for data security and privacy; and to assist them in complying with legal responsibilities. It provides information about state laws and pending federal regulations regarding data security and privacy protection that may affect your business.

ONLINE COURSE PRICE: \$39



Course title:

Expanding Housing Opportunities

This three-hour course teaches you how to build partnerships in your practice. You'll learn how to develop relationships with housing counselors, non-profit organizations, lenders, and governmental agencies and officials. These partnerships will open new avenues to affordability. Most importantly, you'll partner with your clients more effectively than before as you find the services and opportunities that are right for them.

ONLINE COURSE PRICE: \$39



Course title:

Generating Buyer and Seller Leads: Capture, Qualify, Convert

This six-hour course is an essential primer on how real estate professionals can generate leads, qualify leads, and convert qualified leads to clients. This course offers tips for choosing the best smartphone, tablet, email marketing platform, and customer relationship management (CRM) system as well as current apps. This course explores the business fundamentals of how to track, research, and quantify the leads that real estate professionals develop.

ONLINE COURSE PRICE: \$115

Course title:

Generation Buy

In this one-day course, learners will examine the characteristics of home-buying generational populations and evaluate their expectations—of the agent and the transaction—as well as communication preferences. As a turnkey resource, this course offers generation-specific marketing tools, networking tips, scripts, and counseling strategies to help real estate professionals formalize their agency relationships.

ONLINE COURSE PRICE: \$115



Course title:

Leadership 100: On the Path to Leadership

Whether new to the board of directors or considering a volunteer position, this online course in the REALTOR® Leadership Program will give you the necessary tools to make your experience positive and rewarding. This course provides a comprehensive overview to give you the confidence you need to pursue a leadership role with the REALTOR® association family.

ONLINE COURSE PRICE: FREE

Course title:

New Home Construction and Buyer Representation: Professionals, Product, Process

This one-day course will help you gain the product and transaction knowledge in order to guide buyer-clients through the steps for the purchase, construction, and customization of a new home. Learn how to interact with new-home builders and sales representatives to protect clients' interests while developing productive business relationships.

ONLINE COURSE PRICE: \$115



Course title:

Real Estate Investing: Build Wealth Representing Investors and Becoming One Yourself

This six-hour course covers the fundamentals of real estate investment and how practitioners can adapt core real estate skills and learn new skills to invest in single family homes, condos, townhomes, and small multifamily properties. You will learn how to work with investors or become one yourself.

ONLINE COURSE PRICE: \$115

Course title:

Real Estate Marketing Reboot: Innovate, Relate, Differentiate

In this one-day course, learners will revisit marketing fundamentals, branding, relationship marketing with an emphasis on electronic tools, social media, blogs, Twitter, podcasts, and really simple syndication (RSS) feeds, web site search engine optimization (SEO), among other technologies. Practical tips in addition to examples of how agents leverage these tools in the field make this course a must for all real estate professionals.

ONLINE COURSE PRICE: \$115



(continued on next page)

“I love the ability to take the courses online. It allows me to work around my schedule with my clients and my children.”

– SRS online learner



Continuing Education Credits Available



Canadian Version



Also Available in Spanish

ELECTIVES AND SPECIALTY COURSES

(continued)

Course title:

**Real Estate Safety Matters:
Safe Business = Smart Business**

This three-hour course teaches real estate professionals how to limit risk and increase safety for themselves and their clients. Learn how to assess potential risks and develop safety protocols for client meetings, open houses, showings, online interactions, and other business activities.

ONLINE COURSE PRICE: \$29.95



Course title:

**REALTORS® Excelling in
Association Leadership (REAL)**

This course teaches the basics of REALTOR® association volunteer leadership, and is a comprehensive tool for training potential leadership about real estate issues, meeting management, governance, legal and regulatory issues, and planning and budgeting.

ONLINE COURSE PRICE: FREE

Course title:

**REO Properties: Responsibilities,
Education, and Opportunities for
Real Estate Professionals**

This course covers the basics of working with sellers and buyers of REO properties and its goal is to enable real estate professionals to participate in and take advantage of business opportunities presented by the REO property market. The course focuses on single-family homes and small multifamily properties.

ONLINE COURSE PRICE: \$115



Course title:

**RPR®: Real-Time Data, Market
Knowledge, Informed Consumers**

Realtors Property Resource® (RPR®) is NAR's exclusive, online real estate database that provides REALTORS® with extensive data on over 166 million parcels of property in the US. This course equips REALTORS® with the training and information necessary to use RPR® tools to help their clients and customers make informed real estate decisions.

ONLINE COURSE PRICE: \$39

Course title:

**Selling the Sun: Establishing Value
for Solar Homes**

For most real estate agents and appraisers, assessing the value of solar is a new frontier. This course provides tools and teaches how to determine the market value of a home with a solar installation so that you can differentiate yourself from your peers by serving as a source of information on solar.

ONLINE COURSE PRICE: \$39



Course title:

Successful Relocation Representation

Relocation buyers have all the concerns of other buyers, plus the added stress associated with moving to an unfamiliar area. Starting with a close look at the relocation process, this one-day course examines the growing market of buyers transferred by an employer or moving to take up employment.

ONLINE COURSE PRICE: \$115



Continuing Education
Credits Available



Canadian Version



Also Available
in Spanish

“The course
was well
presented.
The format
was interesting
and helpful.”

- MRP online learner

GENERATE NON-DUES REVENUE... BY OFFERING ONLINE COURSES



How to Become an Online Affiliate Partner

Affiliate partners include REALTOR® Boards and Associations, proprietary schools, franchises, and any appropriate entity that maintains a web presence focused on REALTOR® education. Any REALTOR® Board or Association can become an affiliate partner. We do, however, review applicants to assure that they are appropriate for the program.

MINIMUM REQUIREMENTS

A business strategy and web presence that makes the applicant a good fit to be an online sales channel through web linking from their site to ours. Online marketing capabilities are assumed and highly recommended, but need not be proven. Submission of an online form is required, as well as possible additional technical assessment, as required. Approval for the program is entirely at the discretion of the Center for REALTOR® Development.

COST

There is no cost to join or to remain in the program. Participation in the program allows affiliates to earn a 15% revenue share of net online course revenues.

Center for REALTOR® Development assumes responsibility for online course quality and for obtaining continuing education credit from state(s) for online courses.

AFFILIATE SUPPORT OFFERED BY THE PROGRAM

- Dedicated and secure online affiliate admin account
- Personalized training and demo of the admin site
- Advance notice of upcoming course promotions and new offerings
- Downloadable marketing materials such as banners, ads, marketing kits
- Marketing and technology consultation
- Strategic programming consultation

FOR MORE INFORMATION AND TO APPLY

onlinelearning.REALTOR (click on "Affiliates" at the top)

CRD@realtors.org

onlinelearning.REALTOR



NAR ONLINE ORIENTATION MODULE

The National Association of REALTORS® has created an online member orientation module as a result of an Association Executives Committee (AEC) work group recommendation. The national module is approximately two hours in duration and is an option for Associations that wish to deliver an online orientation. NAR has negotiated preferred pricing with our online course development vendor for Associations that wish to utilize this online module for new member orientations and for those who wish to develop and add a local module.

This is your opportunity to offer the exclusive, official NAR Orientation program content to your new members. You can use the same team, same technology, and the same content that powers Center for REALTOR® Development courses.

Choose to offer the NAR module only, or add your additional local content—
at the reduced, preferred rate.

Choose to offer via a simple link or your own private-labeled online campus.

Choose to subsidize the module for your members or charge them a nominal fee.

Receive content coaching, creation services, reporting, and technical support at no additional charge.

Program title:
NAR Online Member Orientation Module

ONLINE COURSE PRICE:
Varies, custom pricing

CE: No

FOR MORE INFORMATION

nar.REALTOR/orientation/online-orientation-national-module
orientation@learninglibrary.com

onlinelearning.REALTOR

REALTOR® CODE OF ETHICS

Mandatory ethics training requirements for new and continuing REALTOR® members were established by the National Association's Board of Directors at the 1999 Annual Convention with the following goals:

- To heighten member awareness of the key tenets of the Code of Ethics.
- To create an awareness of and appreciation for the role the Code can and should play in their professional lives.
- To enhance professionalism and competency.
- To encourage REALTORS® to view their Code of Ethics as a living, viable guide in their daily dealings with clients, customers, and the public.

A comprehensive understanding of the Code of Ethics helps REALTORS® in today's market ensure the highest level of professionalism and service for discriminating buyers and sellers.

Code of ethics

DETAILS

REALTORS® are required to complete ethics training of not less than 2 hours, 30 minutes of instructional time within two-year cycles. The training must meet specific learning objectives and criteria established by the National Association of REALTORS®.

The current two-year cycle will end Dec. 31, 2018.

Training may be completed through local REALTOR® associations or through another method, such as home study, correspondence, classroom courses, or online courses.

The National Association of REALTORS® offers several online training options, including free versions for new or existing members, as well as a "with-CE credit" version that is available for purchase at a nominal cost.

Program title:
Code of Ethics Training

ONLINE COURSE PRICE:

Without CE: Free

ONLINE COURSE PRICE:

 **\$29.95**

FOR MORE INFORMATION

nar.REALTOR/code-of-ethics/training

onlinelearning.REALTOR



REALTOR®
SAFETY
PROGRAM

REALTOR® SAFETY PROGRAM

Through **knowledge, awareness, and empowerment**—its key components—NAR’s REALTOR® Safety Program helps members understand the risks they face while on the job.



DETAILS

NAR has designated each September as REALTOR® Safety Month, during which it devotes special attention to resources, efforts, and events focused specifically on REALTOR® Safety. The aim of REALTOR® Safety Month is to educate REALTORS® about the dangers they face; to help them be aware of their surroundings; and to empower them with precautions, preparation, and tips.

Because it’s also important to keep safety top-of-mind all year long, NAR has developed REALTOR® Safety materials for use throughout the entire year. These include:

- The **Real Estate Safety Matters: Safe Business = Smart Business** course in both classroom and online formats.
- Live and archived webinars about REALTOR® Safety, presented by industry experts.
- Articles, reports, presentations, videos, weekly social media tips, web banners, flyers, and other resources—for REALTORS®, associations, and brokerages.

Program title:
REALTOR® Safety Program

ONLINE COURSE PRICE:

 \$29.95

ONLINE WEBINARS:

Free

FOR MORE INFORMATION

onlinelearning.REALTOR (click on “Safety Program” under “Catalog”)
nar.REALTOR/topics/realtor-safety • safety@realtors.org

onlinelearning.REALTOR



The online store offers hundreds of business-boosting products to help you succeed, and allows you to "get in, get out and get back to business." The REALTOR® Store has guides and products and the research you need to stay on top of trends and changes in the industry.

DETAILS

The REALTOR® Store sells books, downloadable and customizable products, courses, guides, multimedia and reports in a variety of topic areas of interest to REALTORS®. Some topic areas include:

Transactions	Legal and compliance issues	Brokerage management
Property issues	Real estate research	Association resources
Being a REALTOR®	Commercial and investment properties	
Sales and marketing		

Through a new partnership with REALTOR® Store, the Center for REALTOR® Development is proud to offer its current and future customers the option of purchasing products from the store at a 10% discount. Simply enter code CRD02 at checkout to take advantage of this offer and save on every purchase you make from the store.

REALTOR® STORE PARTNERSHIP **10% off REALTOR® Store Purchases**

CODE
CRD02

FOR MORE INFORMATION

store.REALTOR.org

onlinelearning.REALTOR

REALTOR BENEFITS® PROGRAM

Designed with you in mind, the REALTOR Benefits® Program is your official member benefits resource, bringing you discounts and unique offers on products and services just for REALTORS®. Since Program Partners are carefully selected, you can be assured they understand the unique needs of real estate professionals and are committed to your success.

DETAILS

Center for REALTOR® Development, in partnership with the REALTOR Benefits® program, offers discounts for select online courses to NAR members only. A **10% discount** on the courses listed can be obtained by using the coupon codes listed here, during checkout at the Center for REALTOR® Development site.



CODE
ABRNOW

Accredited Buyer's Representative Designation Course
For more information:
nar.REALTOR/ABR-discount



CODE
EPRNOW

NAR's e-PRO® Certification Course
For more information:
nar.REALTOR/EPRO-discount



CODE
GREENNOW

NAR's Green Designation Courses
For more information:
nar.REALTOR/GREEN-discount



CODE
MRPNOW

Military Relocation Professional Certification Course
For more information: nar.REALTOR/MRP-discount



CODE
PSANOW

Pricing Strategy Advisor Certification Course
For more information:
nar.REALTOR/PSA-discount



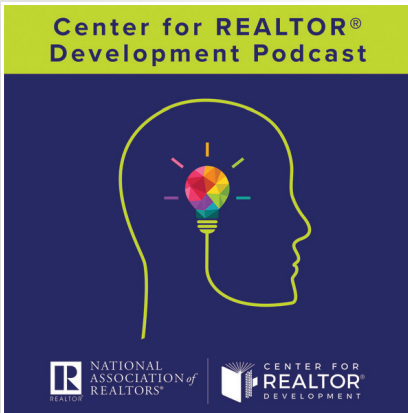
CODE
SRESNOW

Seniors Real Estate Specialist® Designation Course
For more information:
nar.REALTOR/SRES-discount

REALTOR BENEFITS® PARTNERSHIP
10% off course purchases for NAR members
SEE CODES ABOVE

FOR MORE INFORMATION
nar.REALTOR/programs/realtor-benefits-program

onlinelearning.REALTOR



CENTER FOR REALTOR® DEVELOPMENT PODCAST

Center for REALTOR® Development sponsors the **Center for REALTOR® Development Podcast**. Our podcast focuses exclusively on education in the real estate industry. It addresses *formal* education programs (such as those from NAR) and *informal* sources of industry knowledge (for example, peers and mentors).

Its intended audiences include:

- REALTORS®
- Real estate professionals
- Allied professions (such as appraisers and lenders)
- Educators
- Education providers
- Consumers

SAMPLE EPISODES

Episode 1: Pricing Strategies in the Market

Episode 2: Military Real Estate Tips

Episode 3: Real Estate Investing

Central access to the podcast is at CRDpodcast.com, with the ability to also subscribe at any of the following: iTunes, Android, Stitcher, TuneIn, and GooglePlay. A dedicated mobile app will be developed in late 2017.

We are proud to partner with **Monica Neubauer**, who is the “face” of our podcast and its host.



MONICA NEUBAUER

Monica has been a REALTOR® in the Nashville, TN, market since 2002. In 2015, she was awarded the “REALTOR® of the Year” distinction by the Williamson County Association of REALTORS®. She is a national instructor for local and state associations, NAR, RRC, and REBAC. In 2014, Monica was awarded the SRES® Outstanding Service Award.

For more information about Monica, see MonicaNeubauer.com.

FOR MORE INFORMATION

CRDpodcast.com • CRD@realtors.org

onlinelearning.REALTOR

CENTER FOR REALTOR® DEVELOPMENT

Center for REALTOR® Development is a distinct online platform of activities devoted to lifelong learning, career advancement, and specialized credentials for real estate professionals. Its educational offerings provide REALTORS® with the expertise to build their businesses, better serve clients, and differentiate themselves in a competitive marketplace. We primarily offer coursework that leads to official NAR designations and certifications from across NAR and its affiliated Institutes, Societies, and Councils.

onlinelearning.REALTOR

430 North Michigan Avenue
Chicago, IL 60611-4087
800.874.6500 • www.NAR.realtor



NATIONAL
ASSOCIATION of
REALTORS®



CENTER FOR
REALTOR®
DEVELOPMENT