



## February Calendar of Classes

<b><u>ABR Designation: Your Rocket to Success</u></b>	Feb. 7 -8	12 CE	\$175/\$150
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8:30 AM - 4:30 PM  
Instructor: Carolyn Bostwick

This is the core course to obtain your Accredited Buyer's Representative Designation. The overall goals of the ABR® Designation Course are to:

- Prepare real estate professionals to thoroughly represent buyer-clients in real estate transactions and provide the quality of service and degree of fidelity to buyers that sellers have customarily enjoyed.
- Offer ideas and methods for building a buyer-representation business.
- Develop a self-customized tool for conducting a buyer counseling session

We are also offering the Pricing Strategies Advisor Course in March, which is an ABR elective. [Click here](#) for more information.

<b><u>Law &amp; Rule Course 2018-2019</u></b>	Feb. 13	3 CE	Free
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1:00 PM - 4:00 PM  
Instructor: Jaynee Beck

The Law and Rule Required Course (LARRC) is required by the Oregon Real Estate Agency every time a real estate agent renews their license (every 2 years) in the state of Oregon.

<b><u>Sign Locates &amp; Call Before You Dig</u></b>	Feb. 14	1 CE	Free
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9:00 AM - 10:00

Speakers will de-bunk common myths and discuss the state's requirements for sign locates. Tips to ensure compliance and prevent damage to underground infrastructure will also be shared.

Speakers:  
Bill Walker  
President, Call Before You Dig  
Bend District Operations Manager, Cascade Natural Gas  
Jill VanLanduyt  
Cascade Natural Gas

<b><u>Lending 101</u></b>	Feb. 20	1 CE	Free
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12:30 PM - 2:00 PM  
Instructor: Lisa McLuskie

### Rapattoni & MLS Classes

February 2, 10:00 - 12:00  
**Rapattoni I**

February 9, 10:00 - 12:00  
**Rapattoni II**

February 23, 10:00AM - 12:00PM  
**Input Training**

### Other Events

#### **Commercial Marketing Meeting**

February 1 | 7:00 AM  
At COAR

#### **Suicide Prevention Training**

February 16 | 9:00 AM  
At Boys & Girls Clubs of Bend

#### **2018 Real Estate Forecast**

**Breakfast**  
February 22 | 8:00 AM  
At The Riverhouse

### Save the Date

**Pricing Strategies Advisor**  
March 7 - 8 | 8:30 AM - 4:30 PM  
At COAR

**Kickoff Event**  
March 8 | 4:30 PM  
The Capitol

**EnCOAR Awards Ceremony**  
April 3 | 5:30 PM  
Tetherow

COAR Night at The Elks Game  
June 13 | 6:30 PM

Building a Better Central Oregon  
October 10th | 4:00 PM

Holiday and Installation Party  
December 7 | 6:00 PM  
The Riverhouse

### Online Education

**ProSchools** (use discount code COAR)

Includes Lunch

What REALTORS need to know about what goes on after the prequalification letter is issued. Steps to assure you get your hard earned commission.

Lunch and Learn sponsored by [Loan Depot](#)

### Managing Risks in RE Contracts

Feb. 21

3 CE

Free

12:30 AM - 4:00 PM

Instructor Wendy Adkisson

Includes Lunch

- Contract Law Basics
- Deciphering the OREF Sales Contract in its current form
- Clauses to minimize risk
- Covering the details to keep you out of the courtroom

Lunch and Learn sponsored by the Young Professionals Network and [Summit Funding](#).

### Sign Locates & Call Before You Dig

Feb. 28

1 CE

Free

9:00 AM - 10:00 AM

AmeriTitle-Redmond

735 SW 6th St.

Speakers will de-bunk common myths and discuss the state's requirements for sign locates. Tips to ensure compliance and prevent damage to underground infrastructure will also be shared.

Speakers:

Bill Walker

President, Call Before You Dig

Bend District Operations Manager, Cascade Natural Gas

Jill VanLanduyt

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[Click here for all COAR events and classes.](#)

Please click on the link to register for classes. Login to [coar.com](#) will be required for registration. For questions, please contact Chad West at [Chad@coar.com](mailto:Chad@coar.com). Ed Club prices are listed on the right.

[The CE Shop](#)

[Oregon Association of REALTORS®](#)

[Oregon Real Estate Forms](#)

### RPR Webinars

February 7

[Getting Started with RPR](#)

February 8

[RPR for Residential Investment](#)

February 12

[Pre-listing Checklist](#)

February 13

[Get the Most out of Zipforms](#)

February 20

[Design & Deliver a Buyer Tour](#)

February 22

[Don't Blend In! Use RPR Tools](#)

Multiple Dates

[4 Steps to RE Success with RPR Mobile](#)