

GREATER HARRISBURG REALTORS® INSTITUTE

Spring 2021

Your School,
Your Education Partner!



CONTINUING EDUCATION SCHEDULE AND CLASS CATALOG

CE Deadline and License Renewal - May 31, 2022
NAR Code of Ethics Deadline - December 31, 2021

COURSE CATEGORIES

CB = Core Broker Course

CE = Continuing Education

CM = Commercial Course

E = Ethics Course

EB = Elective Broker Course

M = Mandatory Course

MB = Mandatory Broker Course

NL = New Licensee Required Course

AP = Appraiser Course

ELECTIVE BROKER COURSES

Seller Representative Specialist (SRS)



15
hours*

Instructor: Pat Moyer ABR, CRS, GRI, GREEN, SRES, SFR, SRS, ePRO

Learn tools and tips that will equip you to list in today's marketplace. Learn how to: increase listings and grow your business, demonstrate and communicate your value package, understand and apply the Code of Ethics & Standards of Practice, understand and comply with state license laws, understand and apply methods, tools and techniques to provide support and services that sellers want and need. Designation is approved for an ABR Elective credit., 1 Broker credit and 15 Hours PA Real Estate CE for the 2020-2022 cycle. Cost is \$299. Includes lunch both days.

Dates offered:

- April 15 & 16 from 8:30 a.m. - 4:30 p.m.

CONTINUING EDUCATION

At Home With Diversity® Certification Course (AHWD)



7
hours*

Instructor: Angela Eliopoulos, CLHMS, GREEN, GRI, ABR, CIPS, RSPS, TRC, AHWD

Course will help real estate licensees to develop an increased awareness of cultural and personal biases that they may inhibit you from embracing diversity and creating a successful multicultural real estate business. Students will learn inclusive, multi-cultural marketing and advertising strategies to broaden their client base; how to formulate an inclusive business plan to them create an enduring business that is able to adapt and evolve in an ever-changing marketplace.

Course will cover the importance of embracing diversity on both a professional and personal level to grow a thriving and inclusive real estate business, will summarize the cultural concepts and social categories that will help you to better understand, relate to, and engage with clients in our diverse real estate market, and will describe the immigrant community in the United States and their increasing buying power in the real estate market. Course is approved for 7 hours of Continuing Education for the 2020-2022 Real Estate CE cycle. Course is also approved for the 3 ½ hours of mandatory CE requirement on Redlining, Steering, Bias and Diversity for the 2020-2022 cycle. Course is approved as an elective for the SRS and ABR designations. Cost is \$149.

Dates offered:

- May 7 from 8:30 a.m. - 4:30 p.m.

Courses taken at GHRI are recorded in your education history in the ghar.realtor Members Only section.

To register for classes call (717) 364-3205 or go to Members Only section on www.ghar.realtor.

Registration begins a 1/2 hour prior to class and closes at class start time. You must be seated at that time in order to receive credit. See School Policies section of the catalog. *Approved PA Real Estate CE Credit hours for 2020-2022 cycle.

ONLINE PARTNERS

If you prefer taking your classes online, visit www.ghar.realtor to see all of our online continuing education partners with links to register and online continuing education policies.



RealEstateCE.com

GHRI SCHOOL POLICIES

NOTE: At the time a GHAR member registers for a class, he assumes payment responsibility for that class. GHAR members may pay tuition (class fees) at the door. **Non-members must pay at time of registration.** Tuition must be paid in full prior to the start of a class. Tuition payments are refundable if 48 hour cancellation notice is given. If a student leaves after a class begins, no portion of tuition is refunded. Exceptions due to hardship/emergency may be granted by the School Director. Students must have registered, paid for class, and be seated at the advertised class start time in order to be admitted to the class. Late arrivals will not be seated, and will not be entitled to a refund. If the School finds it necessary to cancel the entire course, the full dollar amount of any payment will be promptly refunded. If the School cancels a portion of the course, the unused portion of the tuition may be credited towards a future course or refunded. No portion of the tuition will be refunded after class day begins. GHRI does not permit auditing

In order to better accommodate your needs, please be sure to notify us in advance, if you have any disability which will require special auxiliary aids and/or services at this event. Payments to the Greater Harrisburg Association of REALTORS® are not deductible as charitable contributions for Federal Income Tax purposes; however, such payments may be deductible as ordinary and necessary business expenses.



Look out for Course Evaluation Surveys!
We value your input!



An email will be sent to you from GHRI after each class with a link to complete an electronic class survey. Each survey should only take about 60 seconds to complete. Thank you!

Updated 4/7/2021

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