

# REALTOR® RESOURCE



June 2022

This monthly newsletter is designed to provide you with a resource to share with agents in your office on what's upcoming at the Association. Whether agents need to complete continuing education or post licensing credits, want to get more involved in the community or are looking for networking opportunities, this newsletter will provide relevant information and more.

## Triennial Ethics Requirement UPDATE

It's never too early to submit a certificate for the Triennial Ethics Requirement. PWAR accepts certificates from the following education providers:

\*PWAR \* NAR (online course) \* 4 Pillars  
\*Coldwell Banker \* The CE Shop \* Long & Foster Institute of Real Estate \* Moseley Flint School of Real Estate (not Moseley Real Estate Schools)

### View training requirements

Submit certificates to [education@pwar.com](mailto:education@pwar.com)



## Make More Money w/Condos



Learn how to generate more business and revenue by working with Condo buyers and sellers. Get offers excepted and closed quickly! In this course you'll learn the ins and outs of condo requirements for Conventional, FHA, and VA Loans. Did you know... that ALL condos can be VA approved now!? Not only that, you'll increase your contract to close percentage on condo transactions by knowing what questions to ask the condo association and what NOT to assume. Join us for a powerful 3-hour session with a lunch at the conclusion.

[Register](#)

## June Classes

*Classes subject to change*

**6/1 - Fair Housing**  
(Virtual Only)

**6/3 - Essentials of Mortgage Lending**  
(CE: Elective; PL: Finance)

**6/3 - First Fridays Lunch & Learn (Home Inspector)**  
(Informational)

**6/7 - PL Contract Writing**  
(PL: Contract Writing)

**6/9 - Make More Money with Condos** (Informational)

**6/10 - PL Risk Management**  
(PL: Risk Management)

**6/10 - Home Inspection 101**  
(CE: Elective; PL: Current Industry)

**6/14 - PL Agency**  
(PL: Agency)

**6/14 - PL Escrow**  
(PL: Escrow)

**6/23 - Bright MLS; Creating CMA and Manage & Monitor Listing Activity**  
(Informational)

**6/24 - PL RE Law & Board Regulations**  
(CE: Legal Updates/Elective; PL: RE Law & Board Regulations)

**6/25 - Weekend Series: Free Ways to Grow Your Business**  
(Informational)

Contact [brandy@pwar.com](mailto:brandy@pwar.com) with questions.

## Small Group Meetings

**6/2 - Diversity, Equity & Inclusion**

**6/9 - Affiliates**

**6/16 - Community Outreach**

**6/21 - Professional Development**

Subject to change; learn more at [www.pwar.com/smallgroups](http://www.pwar.com/smallgroups)

## RE Law & Board Regs

June 24, 2022

Succeeding as a real estate professional requires a thorough understanding of the rules that apply to your practice. Virginia Post-Licensing: Real Estate Law and Board Regulations is a six-hour mandatory post-licensing course that focuses on a number of must-know laws and regulations.

Equipped with a thorough understanding of the laws that pertain to yourself and your clients, you'll be better able to serve your clients, as well as protect them and yourself from lawsuits and disciplinary measures.

[Register](#)