

Training Classes for April 2013

Here's a quick rundown of upcoming real estate training events for April in Oregon and Southwest Washington. If you have an event that's not listed here, let us know in the comments! Be sure and check out the new *RMLScentral* events page as well.

April 10: Cloud CMA Demonstration

Come learn about what Cloud CMA has to offer! Cloud CMA is now integrated with *RMLSweb*. The program leverages multiple data sources and internet information to create custom reports for buyers and sellers from your PC, iPad, or smartphone. A large part of the class will focus on listing presentations, mobile applications, and utilizing social media to help propel your business.

Location: RMLS™ Portland – FREE

April 10-11: Certified Negotiation Expert Seminar (15CE)

A two day course taught by Oliver Frasca which includes competitive win-lose vs. collaborative win-win negotiation; the psychology of buying; persuasion principles; CNE model and planning; case studies; role plays; and group discussion. Attendees will be awarded Certified Negotiation Expert designation at the end of the course. Approved for CE in Oregon and Washington.

Location: Airport Clarion Hotel, Portland – \$249

April 11: RMLS™ Spring Education Summit and Trade Fair

Hit a home run with RMLS™! This annual event offers free CE hours for both Oregon and Washington agents (registration required). Exhibitors will be on hand to offer the best in services, technology, and tools for your business needs. Refreshments will be available for purchase, and a special guest will be on hand to ensure a memorable day.

Location: Oregon Convention Center, Portland – FREE (except

PMAR classes)

April 18: BuildRight: High Performance Building and Remodeling Conference and Expo

The Home Builders Association of Metropolitan Portland offers its annual business-to-business building and remodeling conference in the Portland metro area. Select classes are available for CE credit, and PMAR members may receive discounted registration.

Location: Airport Holiday Inn, Portland – \$150

April 25: At Home with Diversity® (6CE)

PMAR's Homeownership Opportunities Committee offers the National Association of REALTORS® At Home with Diversity® Program. Gain diversity awareness and cross-cultural skills and begin preparing your diversity marketing plan today! With this certification, you will be able to better serve your clients in the ever-growing diverse marketplace. PMAR members receive discounted registration.

Location: Oregon Medical Association, Tigard- \$149

April 26: Homeownership Opportunities Certification Course (5CE)

Developed to help address buyers' concerns about homeownership affordability, the Homeownership Opportunities Certification program provides practical, hands-on information about financing programs and products that may help financially challenged or first-time homebuyers in the Portland metropolitan region. PMAR members receive discounted registration, and lunch will be provided.

Location: Oregon Medical Association, Tigard- \$149

FREE RMLSweb Training

If you are an RMLS™ subscriber, we have many free educational opportunities at a location near you. View the current calendar for your area by clicking the link.

-Brookings

- Coos County
- Eastern Oregon
- Eugene
- Florence
- Gresham
- Hood River
- Portland
- Roseburg
- Salem
- Vancouver

Don't forget to check out our webinars for training outside these areas, and the Open House hours at the Portland office each Friday (10am-noon) when subscribers may consult with our training staff for individualized attention.

You can also find ongoing education and training classes through a number of different associations in the Portland metro area and beyond. To search for classes in April, check out the current event listings at the following associations:

Portland Metropolitan Association of Realtors® (PMAR)

East Metro Association of Realtors® (EMAR)

Clark County Association of Realtors® (CCAR)