

REALTOR® Success Academy

The REALTOR® SUCCESS ACADEMY is SPAAR's professional development path for Better Agents. This path has been developed to guide a member through four distinct programs that build upon each other to help shape the future success of each REALTOR® by giving them the understanding of their purpose and value in the real estate industry.

The Value

Whether you complete the journey in months or years, at completion of the REALTOR® SUCCESS ACADEMY, you will have gained a better understanding of REALTOR® association membership, benefits, tools of the business, resources for success, and your true value proposition as a REALTOR® when working for and with clients and consumers.

SPAAR offers all four programs in this path for FREE (a value of more than \$200), as a member benefit.

New Member Orientation

9.5 CE / 2 Days

Education on key Real Estate topics, designed for REALTOR® members to gain an in-depth understanding of resources, tools, and the value of their membership

W	9-10:15	Unlocking Your Membership	0 CE	
	10:30-11:30	Getting Started with RPR	1 CE	
	12:15-1:15	Safety Strategies for REALTOR® Professionals	1 CE	
	1-3pm	Agency & Fair Housing	2 CE	<i>License Requirement</i>
TH	9-12:00	Introduction to NorthstarMLS	3 CE	
	12:45-3:15	NAR Code of Ethics for New Members	2.5 CE	<i>Association Requirement</i>

Real Estate Fundamentals

7.5 CE / 3 Days

Designed to follow the New Member Orientation giving a 'next step' comprehensive overview of the fundamentals of real estate with a hands-on learning approach to the business.

W	9-10 am	Taxes & Financial Planning for REALTORS®	0 CE	
	10:15-11	Title Insurance	0 CE	<i>Affiliate Committee Member Presentation</i>
	11:45-12:45	Value of a REALTOR®: Professional Courtesies	1 CE	
	1-3pm	Marketing Yourself and Your Business	0 CE	
TH	9-11am	CMA in NorthstarMLS	2 CE	
	11:15-12	Mortgage Programs & Pitfalls	0 CE	<i>Affiliate Member Presentation</i>
	12-12:45	Importance of Home Inspections	0 CE	<i>Affiliate Committee Member Presentation</i>
	1:30-3:30	Negotiating	2 CE	
F	9-11:30	Instanet & Authentisign Basics	2.5 CE	
	11:45-12:30	Home Warranties	0 CE	<i>Affiliate Committee Member Presentation</i>

Enhancing Professionalism

2.75 CE / 1 Day

Aimed to take a deeper dive into what it means to be a REALTOR®, what their value proposition is for consumers, and elevating some of those professional skills both online and in-person.

W	9-10 am	REALTOR® Professionalism in an Online World	1 CE	
	10:15-11:15	Build Confidence in Public Speaking with Toastmasters	0 CE	
	12-1:45 pm	Owning Up!	1.75 CE	
	2-3 pm	Pending Class: Diversity, Equity, & Inclusion in Real Estate Topic TBD		

NAR Commitment to Excellence Program / Endorsement

Eleven competencies complete with tasks to encourage ongoing commitment to professional behavior and development aimed to sharpen, expand, and engage industry skills while helping REALTORS® track their growth and progress.