

JANUARY 2024

Course Schedule
via ZOOM

*Course qualifies for the Virtual Card

- January 8-** [What Have You Done For Me Lately?](#)* with Katheryn DeClerck
- January 9-** [Legal Update](#)* with Alex Wolf
[Fair Housing for Today](#)* with Carole McCann
[Matrix 1: Introduction to Matrix](#)* with LaVerne Brown-Williams
- January 11-** [Implicit Bias: How the Mind Makes Decisions Without You](#)* with Robin White
[Cultural Competence: A Real Estate Perspective](#)* with Robin White
- January 16-** [Do's and Don'ts of Real Estate Ethics and Agency](#)* with Elizabeth Boucher
[Matrix 2: The Next Step into Matrix](#)* with LaVerne Brown-Williams
- January 23-** [Pricing Strategies For Listings and Listing Presentations](#)* with Katheryn DeClerck
[Matrix 3: Matrix to the Max](#)* with LaVerne Brown-Williams
- January 24-** [Financing the Deal: Understanding the Mortgage Process](#)* with David Moore
- January 25-** [Contracts to Closings](#)* with William O'Keeffe
- January 29-** [I Am Licensed, How Do I Start My Business?](#)* with Katheryn DeClerck

CORE BUNDLE

Sign up now before they fill up!

VISIT: www.hgar.com/course-type/dosbund

1 hr. Agency · 1 hr. Legal · 2 hrs. Cultural Competency · 2 hrs. Implicit Bias · 2.5 hrs. Business Ethics · 3 hrs. Fair Housing

UPCOMING SALESCOURSE

**77 hr. Salesperson Qualifying
Course via ZOOM**

**Evenings – Monday thru Thursdays
January 22nd – March 11th**

****Includes 3 LIVE Optional Reviews via Zoom****

Price: \$549.00



HGAR 22.5 Hour Virtual Education Card—Buy an Education Card and Save \$50 on 22.5 Hours of Continuing Ed to renew your license.

* Online classes via CE SHOP, designation courses, and certification courses WILL NOT be included in the purchase of the Education Card.

