



Weekly REALTOR® September 22, 2008

WWW.REALTORACADIANA.COM

Centralized Showing Service (CSS) Training Schedule

Centralized Showing Service (CSS) -- Most companies will have training conducted at their offices during the weeks of Sept 15-26. However, small offices will have training at RAA's office. Also, any agent or broker who missed training at their office is welcome to attend. **It is "first come-first served" - you do not need reservations.** The RAA Education Room can hold about 75 people so there shouldn't be a problem. Listed below are the dates and times for training. Choose whatever time is the most convenient for you. **All training lasts about 1 hour.** Please call the RAA office if you have any questions.

Monday, Sept. 22	11:00 a.m. 2:00 p.m.
Tuesday, Sept. 23	11:00 a.m. 4:00 p.m.
Wednesday, Sept. 24	9:00 a.m. 4:00 p.m. 6:30 p.m.
Friday, Sept. 26	11:00 a.m.

Foundations For Success - 30 Hours Post-Licensing credit or 3 GRI credits- Louisiana Realtors

Now is the TIME to build a foundation
Learn the building blocks for a successful career in real estate

Part One: October 2 - 3
Part Two: October 23 - 24

REALTORS Association of Acadiana- Lafayette

[Click here Course Flyer](#)
[Click here for Registration Form](#)

Foundations for Success with national instructor Lynn Madison, is a program that YOU NEED TO INVEST IN. Madison guides REALTORS to build a solid foundation for a strong, lasting career in the "real world" of real estate.

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CSS Training Schedule
30 hrs of Post Licensing
MLS C.E. Course Added
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MLS Course Added

MLS Course ADDED

**2 C.E. Hours
"Prospecting"
THURSDAY, OCT. 9th
10-12**

To Register: Email
Kathy@RealtorAcadiana.com

Suggested Caravan Schedule

September 24 - B, C, D, St.
Martin, St. Landry

Check front page of MLS for
weekly caravan schedule.
www.lbrmls.com

MARK YOUR Calendar 2008 Legislative Luncheon

**RAA, AHBA & AMLA
2008 Legislative
Luncheon
October 7th**

Great for new licensed agents, but also good for those that have been in the industry three years and under; this course will help the way YOU DO BUSINESS!

Topics covered include:

- Prospecting from Day One with Proven Marketing Strategies
- Preparing Accurate CMAs
- Effective Buyer Counseling
- Writing Offers That Get Accepted
- Offer Presentation Tips
- Listing Presentation Strategies
- Win-Win Negotiating

For just a \$299 registration fee, you get the experience of a national instructor, information and access to training videos online and CD's filled with tips and techniques to put together more transactions!! Now is the TIME TO BUILD A FOUNDATION.

This course counts toward 30 Hours Post-Licensing credit or Three GRI credits. If you aren't there; your competition is!

For more information, contact Amy Phuphanich at 1-800-266-8538 or amy@larealtors.org

It's Gumbo Cook-Off Time



ATTENTION REALTOR® AND AFFILIATE MEMBERS!!

RAA's 18th Annual Gumbo Cook-off will be on Wednesday, October 22nd from 4:00 - 7:00 p.m. at Parc International.

Click below to retrieve the Registration Form for your team to compete and/or for the Sponsor Form for your company to sponsor the event.

The theme is "Haunting in the Parc" and there will be a Costume Contest for children this year!

Jamie Bergeron and the Kickin' Cajuns will provide entertainment and tickets are \$5 per person for "all-you-can-eat" gumbo.

[Team Registration Form](#)
[Sponsor Form](#)

For more information contact Lisa at Lisa@RealtorAcadiana.com or 233-0086

2008 Continuing Education Schedule

RAA EDUCATION POLICY: MOST education courses are free of charge but there will be a \$25 cancellation fee for no shows if you do not cancel 24 hours prior to the class. Cancellations must be in writing. If cancellation fee is not paid within 30 days after notification, MLS privileges will be suspended until the fee is paid.

***To Register: Kathy@RealtorAcadiana.com unless otherwise

**11:30 - 1:00p.m.
Hotel Acadiana
Must RSVP by
Noon, October 6th**

Lisa@RealtorAcadiana.com

Quick Links

[RAA Website](#)
[MLS Website](#)

Any questions please feel free to contact the RAA staff at 337-233-0086 or Kathy@RealtorAcadiana.com

indicated.

***All classes held at the RAA office unless otherwise indicated.

***Real Estate license numbers are required for all continuing education credit.

October 14th Code of Ethics has been rescheduled to November 11th

Sept. 25th	Procuring Cause	4 CE hrs.	10 -2
Sept 30th	Purchase Agreement	4 CE hrs.	10-2
Oct. 2nd	Foundations for Success Part 1	2 days	
	RAA Office Louisiana REALTORS®		To Register call 1-800-266-8538
Oct. 9th	Advanced MLS "Prospecting"	2 C.E. Hrs.	10-2 Janice Hebert Instructor
Oct. 23rd	Foundations for Success Part 2	2 days	
	RAA Office Louisiana REALTORS®		To Register call 1-800-266-8538
Oct. 28th	Commercial Agency & Purchase Agreement (Commercial Alternative for Mandatory Topic 2008) RAA Office Louisiana REALTORS®		
			To Register call 1-800-266-8538
Nov. 11th	Code of Ethics	4 CE hrs.	8:30 - 12:30
Nov. 18th	2008 LREC Mandatory Agency Relations	4 CE hrs.	10 - 2
Nov. 19th	GRI "Goal Setting & Time Management		-RAA Office LA REALTORS®
	Lynn Madison		
Dec. 2nd	2008 LREC Mandatory Agency Relations	4 CE hrs.	10 - 2
Dec. 9th	Code of Ethics	4 CE hrs.	8:30 - 12:30

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