



GREATER  
CHATTANOOGA  
REALTORS®



## Begin the countdown to watching your career *Take-Off!*

*This program is for **new Realtors** and used as a road map to prepare for success. The handpicked classes are geared toward providing high ethical and professional knowledge needed to help your career take-off. Once all 44 CE hours have been completed with a 24-month period, the Realtor will receive \$80 in Greater Chattanooga Realtor credit to be used on CE classes.*

### **10 Launch: Orientation**

New Member Orientation (3 hrs)

### **9 Houston We Have a Problem: Ethics**

Code of Ethics (3 hrs)

### **8 Mission Control “No Problem”: Forms**

TAR Contracts (5 hrs) *or* GAR Contracts (3 hrs)

### **7 Fund the Mission: Financing**

How a Better Understanding of Finance Can Boost Your Business (4 hrs)

### **6 Mission Analysis: CMA**

Pricing Strategy Advisor (6 hrs)

### **5 Over the Moon: Listing Presentation/Statistics**

Selling Solutions (3 hrs)

### **4 Count Your Stars: Business Accounting**

Develop a Business Plan Successfully (8 hrs)

### **3 Navigating: Negotiations**

Setting the Stage for Buyers Success (3 hrs)

### **2 Accelerate: Social Media/Marketing**

REBAC Real Estate Marketing Reboot (8 hrs)

### **1 Fuel: Lead Generating**

Generation Buyers and Sellers Leads (3 hrs)

*Find these classes on [gcar.net/events](http://gcar.net/events).*

*Questions? Contact: [jessica@gcar.net](mailto:jessica@gcar.net) | 423.698.8001*