

Your OMCAR Weekly Newsletter is here!



## January 11, 2018 Weekly News

### TOP PRODUCER RECOGNITION FORM- DEADLINE TOMORROW, JAN. 12TH

The [2017 Top Producer Form](#) must be submitted by January 12, 2018.

Please submit your Verification Form with your "closed" property volume for 2017 that is verified and signed by your Designated Broker. Please note, the Association cannot accept verification forms without the signature of the Designated Broker. To help you in determining the recognition that you have received, please review the definitions below:

- Top Professional: Those who closed one million dollars or more in property volume for 2017.
- Outstanding Achiever: Those who closed three million dollars or more in property volume for 2017.
- Rookie of the Year: Those who closed one million dollars or more in property volume in their first year of full membership.

Please contact OMCAR if you have any questions (352) 629-2415.

### REALTOR® OF THE YEAR AND DISTINGUISHED MEMBER SERVICE AWARD FORMS

The [2017 Realtor® of The Year](#) and [Distinguished Member Service Award](#) Forms are now available. Please complete and return your form to [Mikhalea@omcar.com](mailto:Mikhalea@omcar.com) no later than January 12, 2018.

### DON'T FORGET TO PAY YOUR 2018 ANNUAL DUES!

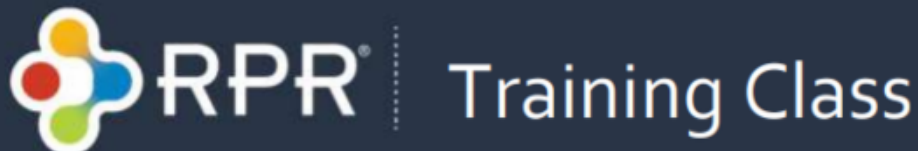
Your 2018 membership invoices were due January 1, 2018. As a reminder, if dues are not paid by Friday, January 19, 2018 by 5PM, you will be assessed a \$50.00 late fee. To pay invoice, log on to the portal: <https://omcar.getlamps.net>. Click "pay dues online" and log in with your user ID (your NRDS number) and your password (your last name in lower case letters). We also accept check and cash in our Association office or you can mail checks to: OMCAR, 3105 NE 14 ST, Ocala, 34470.

## 2018 EDUCATION PASSPORT SCHEDULE

The [2018 Education Passport Schedule](#) is now available. As a reminder, you can register for classes by logging into your Member Portal. If you have any questions, please email [Mikhalea@omcar.com](mailto:Mikhalea@omcar.com) or call OMCAR at (352) 629-2415.

## FEATURED CLASS- RPR® BASIC TRAINING & 10 WAYS TO EARN MORE BUSINESS THAN YOUR COMPETITION

Join RPR® Instructor, Hameed Saddiq, at OMCAR on January 17, 2018 for "RPR® Basic Training & 10 Ways to Earn More Business Than Your Competition". No CE Hours. Register Today!



**Ocala/Marion County Association of Realtors**  
**RPR Training Courses - January 17<sup>th</sup> 9am to 11am**

Getting Started with RPR

10 Ways to Earn More Business than Your Competition

RPR's dynamic data and client-friendly reports help REALTORS® achieve professional success. In this free workshop you will learn to:

- Search hundreds of datasets on more than 160 million on-and-off market properties
- Create the ultimate listing package with RPR's Comp Analysis tool
- Calculate the ROI for your client's home improvement
- Analyze Residential Investment Real Estate
- Research a property's history
- Send customized and branded reports... anywhere, anytime
- Search Commercial Properties
- REALTOR® member benefit – included in your REALTOR® dues



**REGISTER TODAY!**

Join RPR & Ocala/Marion County Association of Realtors®

January 17, 2018  
 9:00am to 11:00am

## FLORIDA REALTORS GRADUATE REALTOR INSTITUTE (GRI) IS COMING TO OMCAR FEBRUARY 2018!

Registration is open for the GRI 300 series to be held at OMCAR on Feb 27-28 and March 1-2, 2018. Register on or before February 12, 2018 to save!

[GRI 301 Module Flyer](#)

[GRI 302 Module Flyer](#)

[GRI 300 Series Registration Form](#)

[GRI FAQs](#)



Why Should You Get Your GRI?

### MANDATORY NEW MEMBER ORIENTATION

New Member Orientation for all New Members will be held on January 18, 2018 from 9:00am-12:00pm. Immediately following Orientation, join Patti Ketcham for Code of Ethics from 1:00pm-4:00pm (3CE). Please email [Mikhalea@omcar.com](mailto:Mikhalea@omcar.com) if you have any questions.

### CODE OF ETHICS TRAINING- JANUARY 18, 2018 FROM 1PM-4PM (3CE)

Register now to attend Code of Ethics Training with Patti Ketcham at OMCAR. This class fulfills the 3 Hour of Ethics & Business Practices requirement for license renewal as well as your NAR mandated requirement! As a reminder, all members must complete cycle 5 of Code of Ethics by December 31, 2018! Register through your [Member Portal](#)

### OMCAR's ONLINE CONTINUING EDUCATION- THE CE SHOP

Check out the January promotion and save 20% on your real estate education today! Use promo code: JANUARY20



### **CODE OF ETHICS TRAINING- JANUARY 18, 2018 FROM 1PM-4PM (3CE)**

Your ability to build trust with customers opens the door to better communication and more closed sales. Allow customers to ask questions, vent, offer opinions and even object to your solutions. Take 5 and watch the video below.



Dan Elzer: Closing Techniques



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<https://www.facebook.com/OMCAR1922/>

**Ocala/Marion County Association of Realtors®**

(352) 629-2415 | [www.omcar.com](http://www.omcar.com)

*Our Mission Statement:*

*To advance the local real estate industry by shaping public policy, adhering to the REALTOR® Code of Ethics, and to provide the information and tools our members need to succeed.*

Ocala Marion County Association of Realtors®, 3105 NE 14 Street, Ocala, FL 34470

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Try it free today

