

JANUARY 2023 Course Schedule

via ZOOM

*Course qualifies for the Virtual Card

- January 10- [Matrix 1: Introduction to Matrix*](#) with LaVonne Bost-Barksdale
[Fair Housing for Today \(CORE\)*](#) with Carole McCann
- January 12- [Legal Update \(CORE\)*](#) with William O'Keeffe
[Implicit Bias: How the Mind Makes Decisions Without You \(CORE\)*](#) with Freddimir Garcia
- January 17- [Cultural Competency: A Real Estate Perspective \(CORE\)*](#) with Robin White
[Agency \(CORE\)*](#) with Robin White
[Matrix 2: The Next Step into Matrix*](#) with LaVonne Bost-Barksdale
- January 19- [Ethical Business Practices \(CORE\)*](#) with Peter Mallon
- January 24- [Pricing Strategies For Listings and Listing Presentations*](#) with Katheryn DeClerck
[Matrix 3: Matrix to the Max*](#) with LaVonne Bost-Barksdale
- January 25- [Financing The Deal; Understanding The Mortgage Process*](#) with David Moore
- January 26- [Contracts to Closings*](#) with William O'Keeffe

Sign up for the CORE Bundle and SAVE \$\$\$

Instead of signing up for your CORE Requirements separately, sign up for all 6 requirements and Save \$35!

Every Month will Include: Fair Housing, Legal Update, Implicit Bias, Cultural Competency, Agency & Business Ethics

Check out the schedules Today!

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77 hr. Salesperson Qualifying Course

January 23rd – March 8th

Monday – Thursday's, Evenings

6:00pm – 9:00pm (some nights till 10pm)

Check **HGAR.com** for Availability!



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.

