

Agent Advantage: Education E-News

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Contract Preparation

3 hours CE Specialty Credits ~ Course #0008152

February 12th, 2026 ~ 9 am - noon

In Person @ GACAR

This course helpful in distinguishing the As-Is Residential Contract from the Residential Contract. Objectives:

- Identify and accurately complete the appropriate addenda to use in any specific situation
- Examine the types of parties to a transaction and the Florida Constitutional ramifications for spouses selling or encumbering homestead property.
- Identify what personal property is included as an automatic inclusion in the contract.
- Explain the differences between assignment with recourse and without recourse.
- Examine the requirements for a survey that is reliable for purposes of closing and title insurance
- and more...



The following Attendance Policy applies to this program:

GACAR provides several educational and networking events throughout the year at no cost to its members. While they may be free to attend, registration is still required to ensure an accurate head count for food, seating, handouts, etc. All "walk-ins" (anyone not registered 48 hours in advance) will be charged a \$25 registration fee at the door assuming there is availability. Cancellations must be made 48 hours in advance or be charged a \$25 cancellation fee. No shows will be charged a \$25 no show fee.

[Contract Preparation](#)

February 12, 2026

9:00 am-12:00pm

Build confidence in your contract skills with this 3-hour CE specialty course focused on real-world transactions. Learn how to correctly complete addenda, understand contract differences, and avoid common errors that can delay or derail a closing.

[Register Now](#)

BYO Learning Experience

Build Your Own Learning Experience: Two-Day CE Program

February 18th & 19th

4 Classes to choose from

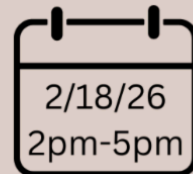
This flexible two-day program features four standalone classes, allowing attendees to customize their learning experience by selecting any combination of one to four classes.

The full program delivers 14 total hours of continuing education credits, with credits awarded based on sessions attended. All together, these classes supply 3 Law, 3 Ethics & 8 Specialty Credits for a total of 14-hours.



Pricing In A Competitive Market

4 hours CE Specialty Credits
FREC Course # 0014794
In-Person @ GACAR
Instructor: Cynthia DeLuca



Core Law- Avoiding the Danger Zone

3 hours CE LAW Credits
FREC Course # 0023202
In Person @ GACAR
Instructor: Deb Diesing



AI for the Real Estate Life

4 hours CE Credit
FREC Course # 0030463
Learning Level: Beginner
In-person @ GACAR
Instructor: India Vance



Code of Ethics

3 hours CE Credit • BP FREC Course # 0019585
In Person @ GACAR
Instructor: Todd Louis


Visit www.gacar.com to register

GACAR is offering a flexible two-day continuing education program on February 18 and 19, allowing realtors to build a customized learning experience by selecting from four standalone classes. Attendees may earn up to 14 total CE credits, including Law, Ethics, and Specialty credits, with instruction held in person at GACAR.

Courses range from AI applications in real estate to pricing strategy, core law, and Code of Ethics, giving participants the option to attend one class or the full two-day lineup.

The Classes in the: BYO Learning Experience:

Pricing In A Competitive Market
4 hours CE Specialty Credits • FREC Course # 0014794
February 19th, 2026, 9 am - 1pm
In-Person @ GACAR
Learning Level: Beginner



This course covers how an agent can learn to price properties in a competitive or changing market. The students are introduced to the concepts of appraisal versus a CMA, and the general descriptions of each, as well as the legal obligations that an agent has in Florida with respect to a CMA—when it can be done, what disclaimers apply, etc. With close to 60% of all agents, nationwide, having tenure of less than 5 years in the real estate business, many of them have not experienced what some call a 'down' market, and others call a 'normal' market.

Students will learn how to read supply and demand in a market, calculate absorption rate and critically evaluate what comparable data is still germane. The goal is to learn how to price property properly, to avoid carrying listings for a long time, and also to not disappoint property owners.

- Define pricing, valuation, appraisals and CMA.
- Define the three methods, or approaches, to value.
- How Florida Statute 475.612 relates to valuation reports
- Identify the challenges for pricing properties.
- Know how to read a market.
- Estimate supply and demand.
- Calculate and apply the absorption rate.
- Understand that the 'market' is actually comprised of several markets in a geographical area.
- Understand why some price ranges will always be performing better than others.
- Evaluate the market to value the property.
- How "Day's on Market" Can Affect Pricing and protect the Consumer by adhering to Article 1 of the Realtor® Code of Ethics.




Instructor: Cynthia DeLuca

[Pricing in a Competitive Market:](#)

February 18th, 2026
9:00am- 1:00pm

Build a strong foundation in property pricing with this 4-hour CE specialty course. You'll learn how to analyze supply and demand, apply absorption rates, and price properties with confidence.

[Register Here](#)



Core Law-Avoiding the Danger Zone
3 hours CE LAW Credits • FREC Course # 0023202
February 18th - 2 pm - 5 pm - In Person @ GACAR
**This class fulfills the 3 Hour CORE LAW requirement

Understanding real estate law is part of every real estate licensee's business. The more a licensee knows, the better he or she can work with customers and safeguard them from legal complications. Buying and selling property requires a lot of legal paperwork. Today, more than ever, it's important to know the laws governing the practice of real estate. This material will provide a "red flag notice" of when participants are potentially going into a danger zone—the unlicensed practice of law.



Instructor: Deborah Dising
AHRD, GRI, PSA, SRS

The following Attendance Policy applies to this program: GACAR provides several educational and networking events throughout the year at no cost to its members. While they may be free to attend, registration is still required to ensure an accurate head count for food, seating, handouts, etc. All "walk-ins" (anyone not registered 48 hours in advance) will be charged a \$25 registration fee at the door assuming there is availability. Cancellations must be made 48 hours in advance or be charged a \$25 cancellation fee. No shows will be charged a \$25 no show fee.



[Core Law: Avoiding the Danger Zone](#)

February 18th
2:00pm-5:00pm

This required Core Law CE course breaks down the legal responsibilities of today's real estate professionals. Learn how to recognize red flags and navigate transactions while staying compliant with Florida law.

[Register Here](#)

WIN THE YEAR



RETHINK: 2026

Thank you for everyone who joined us at ReThink 2026!
We hope you got out so many new tips and tricks to make
this year, YOUR YEAR!

The Classes in the:
BYO Learning Experience:



AI for the Real Estate Life

4 hours CE Credit • FREC Course # 0030463
Learning Level: Beginner
February 19th, 2026, 9am - 1pm
In-person @ GACAR

Instructor: India Vance, AHWD, CRS

BRING YOUR LAPTOP!

This interactive course is designed to empower realtors with cutting-edge tools and techniques for success. In this course, you'll explore three essential areas: AI Technology for Realtors, Canva Design, and RPR (Realtors Property Resource). You'll learn how AI can automate tasks and enhance marketing, how Canva can create stunning marketing materials, and how RPR can provide valuable data and analytics to better serve your clients. Leveraging AI for business can bring numerous benefits and advantages. This course includes live demonstrations and encourages class participation. To get the most out of it, please bring your laptops, have a basic understanding of these tools, and have your accounts set up and ready. By the end of this course, you'll be equipped to transform your business, save time, and achieve greater success.

Objectives: After taking this class students will be able to:

1. Discuss the importance of Artificial Intelligence (AI) in real estate and its potential benefits.
2. Discover how ChatGPT can enhance real estate practices, like crafting listings, agent bios, emails, and social media content.
3. Illustrate using ChatGPT for impactful real estate campaign messaging tailored to various purposes.
4. Become proficient in using ChatGPT to enhance real estate video content creation.
5. Acquire strategies to effectively manage objections and build rapport with clients using ChatGPT.
6. Implement ChatGPT for personalized communication in real estate, from listing to emails and social media, enhancing your overall communication skills.
7. Discover how to leverage Canva's Magic Design and Text-to-Image tools to enhance design capabilities and create visually stunning content.
8. Develop the skills needed to efficiently create multiple design projects at once using Canva's Bulk Create feature.
9. Maximize creative potential and productivity by effectively using Canva's Magic Write, Magic Erase, Magic Edit, Magic Design, Text-to-Image, and Bulk Create features to produce high-quality designs.
10. Utilize RPR's property analysis tools to provide clients with comprehensive property information and insights.
11. Efficiently use RPR's market research features to access valuable data and trends, make informed decisions, and effectively guide clients through the real estate market.
12. Acknowledge the potential ethical and legal ramifications of AI usage and follow best practices with due diligence, transparency, and open communication.



Code of Ethics

3 hours CE Credit • BP FREC Course # 0019585
February 19th, 2026 - 02:00 pm - 05:00 pm
In Person @ GACAR

In recognition and appreciation of their obligations to clients, customers, the public, and each other, REALTORS® continuously strive to become and remain informed on issues affecting real estate and, as knowledgeable professionals, they willingly share the fruit of their experience and study with others. They identify and take steps, through enforcement of this Code of Ethics and by assisting appropriate regulatory bodies, to eliminate practices which may damage the public or which might discredit or bring dishonor to the real estate profession. REALTORS® having direct personal knowledge of conduct that may violate the Code of Ethics involving misappropriation of client or customer funds or property, willful discrimination, or fraud resulting in substantial economic harm, bring such matters to the attention of the appropriate Board or Association of REALTORS®.

MANDATORY CODE OF ETHICS TRAINING

Mandatory ethics training requirements for new and continuing REALTOR® members was established by the National Association's Board of Directors at the 1999 Annual Convention and went into effect for all active REALTOR® members on January 1, 2001. In November of 2019 NAR's Board of Directors approved a change to the Code of Ethics training requirement, extending it from every two years, as previously prescribed, to every three years. What does this mean to members? All active REALTOR® members are required to complete a Code of Ethics course within each triennial (three-year) cycle. Failure to meet the mandate is a violation of membership requirements and will result in suspension of membership until the requirement is met or until membership is automatically terminated. This class meets the NAR mandated requirement for completion of a Code of Ethics class and fulfills the FREC BP requirement.

NAR's Cycle 8 (the current cycle) begins January 1, 2025 and ends on December 31, 2027.

The course meets both the DBPR's Business Ethics & NAR's Realtor® Code of Ethics.



Instructor: Todd Louis



AI for the Real Estate Life

February, 19th
9:00am-1:00pm

Learn how to leverage AI tools to enhance marketing, communication, and productivity in your real estate business. This interactive, beginner-level CE course offers practical strategies you can immediately apply.

[Register Here](#)

Code of Ethics

February, 19th
2:00pm-5:00pm


Complete your mandatory Code of Ethics training with this in-person CE course at GACAR. The class satisfies NAR's ethics requirement and counts toward FREC Business Ethics credit.

[Register Here](#)


*****Realtors are required to complete Fair Housing/ Anti-Bias Training upon becoming a member, and every 3 years thereafter, coinciding with the Code of Ethics training timeline. This requirement is in addition to the Code of Ethics training. Qualified training must be of not less than 2 hours of instructional time. The training must meet specific learning objectives and criteria established by the National Association of Realtors. This requirement will begin January 1, 2025 with a deadline of December 31, 2027.***

The CE Shop- February Sales:

Keep Moving Forward
with *Zero-Stress CE*



The Florida CE deadline is **3/31**.
Save **40%** Code: **RECHARGE**

 **The CE Shop**

Offer valid until 3/31/2026. Visit website for most up-to-date pricing and package information.
See terms and conditions for details. Education provided by The CE Shop. ©2026 The CE Shop LLC. All Rights Reserved.

The CE Shop- Online Continuing Education

Remember! To maintain your real estate license in Florida, you must complete 14 hours of continuing education every two years! The CE Shop is a great source to getting those done.

Don't miss out on their February Sales of 40% with the code:

RECHARGE



Have Questions? Need Clarity?

Make sure to contact ***Teresa Layne!***

[Teresa's Email](#)

[Call GACAR](#)

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2026 SILVER SPONSORS

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Thank you, to our incredible sponsors for helping us grow a stronger, more connected community!

Your support plants the seeds of impact, and we're so grateful to have you on this journey with us!

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