

Agent Advantage: Education E-News

[Calendar](#)

[GACAR Education](#)


[CE Shop for Continuing Education](#)



HAVE YOU
checked your DBPR
education requirements?

Please log into your DBPR account to ensure all post-licensing and continuing education requirements are completed and recorded prior to your renewal deadline.

Staying ahead of your renewal deadline helps prevent unnecessary disruptions to your license.

March 31 is the deadline to renew your real estate license. If your license expires, your access to GACAR, Stellar MLS, and Supra services will be suspended. Avoid disruptions by checking your status and completing your renewal now. It only takes a few minutes to stay on track.

Stellar MLS Product Training Day


May 13th | 8:30AM- 12:30PM

Are You Confident In Using Stellar MLS?



Stellar MLS Product Training Day

This workshop features three essential **MLS tools**- taught by Rusty Carpenter with Stellar MLS:



- 1 **Realist** – Learn how to leverage property data, tax records, and market insights to better serve your clients.
- 2 **ShowingTime** – Master scheduling, showing management, and client communication tools.
- 3 **RPR (Realtors Property Resource)** – Discover powerful reports, analytics, and prospecting tools to grow your business.

May 13th- 8:30 AM - 12:30 PM
Three Powerful Tools, One Registration!



If you attend one class this month—make it this one!

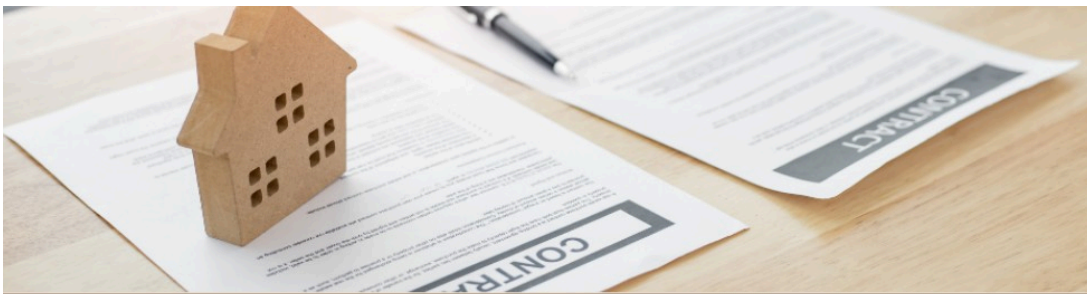
Get hands-on with three essential MLS tools: Realist, ShowingTime, and RPR, all designed to help you better serve your clients and streamline your business. This session is built to give you practical, real-world scenarios you can use immediately.

One morning, three powerful tools, and a stronger, more efficient workflow.

[Stellar MLS Products Training](#)

Contract Preparation

April 9 | 9:00AM- 12:00PM



Contract Preparation

3 hours CE Specialty Credits ~ Course #0008152

April 9th, 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.

Confidence in your contracts builds trust—and protects your deals.

This course breaks down key differences between contract types, required addenda, and common mistakes that can cost you time and money. You'll gain clarity on how to navigate real-world scenarios with accuracy. **A strong foundation in contracts helps you avoid issues before they happen.**

Contract Preparation

Lunch and Learn with Trish Mack

April 6 | 11:30AM- 1:00PM



LUNCH AND LEARN WITH TRISH MACK

1031 TAX-DEFERRED EXCHANGES: BASICS AND BEYOND

What Every Real Estate Professional Needs to Know:

Learn from the Experts. This 1-hour class will cover the background and rules to complete a successful 1031 tax-deferred exchange.

Here's what we'll cover:

- Basics of 1031 exchange requirements
- Advantages for the investor
- Timing
- Like-kind
- Identification
- Combining IRC 121 (primary residence tax exclusion) with 1031

[REGISTER NOW](#)

APRIL 6

11:30AM- 1:00PM | GACAR CONFERENCE CENTER

Understanding 1031 exchanges opens the door to more opportunities for both you and your clients. **In this focused Lunch & Learn, you'll gain insight into requirements, timelines, and how these strategies benefit investors.** It's a great way to strengthen your expertise in a high-value area of real estate. Join us and build confidence in navigating these transactions!

Lunch and Learn with Trish Mack

April 10 | 9:30AM- 1:30PM



FloridaRealtors
The Voice for Real Estate® in Florida

The Florida Realtors®
Virtual Campus Series presents

AI FOR THE REAL ESTATE LIFE

FRIDAY, APRIL 10TH, 2026
9:30-1:30PM EST / 8:30-12:30 PM CST
4 HOURS CE CREDIT!

COURSE DESCRIPTION:
Leveraging AI for business can bring numerous benefits and advantages. 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).

OBJECTIVES:
Participants will discuss the importance of AI to real estate and its potential benefits, explore ChatGPT and Canva, utilize RPR's property analysis tools to provide clients with comprehensive property information and insights including using market research features to access valuable data and trends. This course will also acknowledge the potential ethical and legal ramifications of AI usage and best practices to follow.



WITH INSTRUCTOR
INDIA VANCE

AI is already changing how real estate gets done—are you using it to your advantage?

This course will show you how to leverage tools like ChatGPT, Canva, and RPR to streamline your workflow and elevate your marketing. Walk away with practical strategies you can start using right away. Staying current with technology isn't optional—it's a competitive edge.

Industry Insights: The Down Payment Assistance Playbook

April 23 | 3:00- 5:00PM + 6:00- 8:00PM

Industry Insights Down Payment Assistance Playbook:

Hear from local housing experts about programs that could help your buyers qualify for up to \$100,000 in down payment assistance:

 <p>Marion County Community Services</p>	 <p>City of Gainesville Housing Department</p>
 <p>Alachua County Housing Division</p>	 <p>Neighborhood Housing and Development Corporation</p>

LIGHT REFRESHMENTS PROVIDED. FREE TO ATTEND.
Thursday, April 23rd 3:00- 5:00PM

Join us right after for YPN
HAPPY HOUR

BJ's Restaurant & Brewhouse
6611 W Newberry Rd, Gainesville, FL 32605

When?

Check-in: 3:00-3:30 PM
Program: 3:30-5:00 PM

Where?

GACAR Conference Center
1750 NW 80th Blvd
Gainesville, FL 32606



No registration required!
April 23rd 6:00- 8:00PM

More buyers may qualify than you think—you just need to know the programs. **Hear directly from local housing experts about resources offering up to \$100,000 in assistance.**

Learn how to better guide your clients and turn more “not yet” buyers into “yes.” Knowledge like this can directly impact your ability to close deals.

****Join YPN for Happy Hour RIGHT after this class at BJ's Restaurant and Brewhouse to grab a drink and hangout with fellow realtor members!****

Industry Insights: Down Payment Assistance Playbook: Local Programs That Help Your Buyers Say Yes

April FOREWARN Training



**SAFER SHOWINGS.
SMARTER ENGAGEMENTS.**



Register for a FOREWARN Training and Live Q&A

Know your prospect...in seconds

- 1 Receive a call
- 2 Enter phone # in FOREWARN app
- 3 Get instant prospect info

Results for:
561-555-1212
Name: John Doe
Address: 111 S Main,
Boca Raton, FL 33431

- 18 Phone Records
- 27 Address History
- 7 Possible Criminal/Infraction Records
- 3 Possible Court Records
- 6 Property Records
- 3 Vehicle Records

APRIL

April 14, 2026	10:00 AM	Eastern Time (US & CA)	Register >
April 30, 2026	02:00 PM	Eastern Time (US & CA)	Register >

To set up your password, visit <https://app.forewarn.com/membersetup>

www.FOREWARN.com
support@forewarn.com | 855-518-0897

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Your safety—and your clients'—should always come first. This training shows you how to use FOREWARN to quickly verify prospects, identify potential risks, and approach every showing with confidence. Learn how to access valuable insights in seconds before meeting a new contact. It's a simple tool that can make a big difference in your day-to-day business.

April 14 | 10:00 AM (ET)
April 30 | 2:00 PM (ET)

April Forewarn Training

Stellar MLS: Beyond the Everyday Basics

All day- April 15

Get more out of the tools you use every day. This series is designed to help you work more efficiently, communicate better with clients, and elevate your overall business strategy!

Matrix Beyond the Basics:
Widgets, Stats, & Market Reports



10:00- 11:00AM

Understand your market on a deeper level using tools like Market Watch and reports. Learn how to analyze trends and communicate insights clearly to your clients. Strong data knowledge helps position you as the expert in every conversation.

*Matrix Beyond the Basics:
Widgets, Stats, & Market
Reports*

Matrix, MLS-Touch, and Prospects
CRM Integration



1:15- 2:15PM

Discover how your MLS tools work together to

Enhancing Your Buyer's
Experience with OneHome and
Prospects CRM



11:15AM- 12:15PM

Learn how to streamline communication and stay organized using OneHome and Prospects CRM. This session helps you create a smoother, more connected experience for your clients. Better systems lead to stronger relationships and repeat business.

*Enhancing Your Buyer's
Experience with OneHome and
Prospects CRM*

Matrix Map Searching



2:30- 3:30PM

Take your searches to the next level with map tools that create precise, efficient

simplify your workflow. Learn how to manage leads, stay connected, and keep your business running efficiently. When your systems are aligned, everything feels easier.

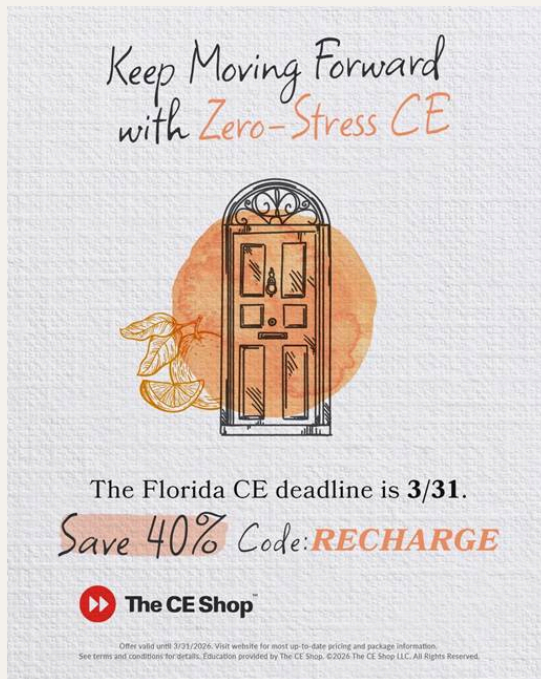
Matrix, MLS-Touch, and Prospects CRM Integration

results. Learn how to draw boundaries, apply layers, and customize searches for your clients. It's a simple upgrade that makes a big difference in your daily workflow.


Matrix Map Searching

*****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- End of March 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 End of March 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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Platinum



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It's time to come home.

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