

We're always seeking innovative trainers to complement our education program which delivers first-rate, targeted instruction to meet the learning needs of our diverse membership. If you've got what it takes to meet this challenge, we'd like to hear from you. Because of the number of inquiries received, only complete submissions will be reviewed and presented to our Education Committee.

Date: _____

Proposed Title of Class or Program: _____

Instructors Name: _____

Instructor's Title: _____

Firm / Company: _____

Address: _____

Contact Phone: _____ Fax: _____

Email Address: _____ Website: _____

Will this class be offered for CE Credit? _____ If yes, what type? _____

DRE Sponsor Number: _____ Length of class: _____

Class will be offered at: Fountain Valley Laguna Hills Both Locations

What category best describes your class? OC REALTORS® is actively seeking training that compliments our education tracks:

Transaction Fundamentals (Buying, Selling, Financing)

Marketing and Building Your Business (Planning, Lead Generation, Scripts, Social Media Marketing)

Technology and Multimedia Tools (Real Estate Apps, SaaS, CRMs, Cloud Computing)

Running a Real Estate Office (Broker and Office Manager Specific Issues)

Managing Your Risks (Personal and Cyber Security, Disclosures, Insurance)

Niche Markets (Global, Green, Commercial, Luxury)

Charge for OC REALTORS® members to attend: _____
If free to OC REALTORS® members, non-members will be charged a non-member fee; if there's a cost to members, charge for non-members will be determined by the Education Committee.

Is there a cost to OC REALTORS® to host this class (speaker fee, materials, etc.)? Please note amount: _____

ATTACHMENTS Only complete submissions will be reviewed by the Education Committee

Please send your completed submission form with:

- Three (3) letters of reference which comment on the instructor and/or presentation **(Required)**
- A class description (in Word format), which succinctly summarizes the key learning points and gives specifics on how attendees will benefit from the class. Please identify your target audience (broker, salesperson, new agent, office manager, etc) **(Required)**
- Instructor biography (75 words or less) and recent digital headshot **(Required)**
- Handout materials for the class presentation (Optional, but highly recommended)
- Any promotional materials you've created for the class (Optional)

SIGNATURE

If selected as a presenter, I understand that:

- My presentation will focus on the learning experience and will not be promotional or self-serving in nature.
- No materials, products, or services are to be marketed to class participants without prior, written approval.
- I am responsible for paying any travel-related expenses.
- OC REALTORS® reserves the right to edit and format my class description/bio to meet its marketing needs and will create its own flyer for promoting my class. Please specify if there are required items to be displayed on any flyer which OC REALTORS® creates (license number, DRE Course Sponsor Number, etc.).
- I will inform OC REALTORS® of any audio-visual needs well in advance of my class.
- I will direct students to fill-out OC REALTORS® Class Feedback form upon completion of the class (available on the Education Overview page at www.OCAR.org).

Signature: _____

Print Name: _____

SUBMIT COMPLETED FORMS:

Please remember to save the PDF document to your computer before sending it back to OC REALTORS®.

Email your completed packet to Cassie Cardenas, Education Director at: cassie@ocar.org.

Office Use Only:

MEMBER #: _____ Approved? _____ Class Date: _____

To assist OC REALTORS® Education Committee in reviewing this application, we have provided the steps for you to understand the selection process. Please understand that the Committee will review more than 100 class submissions this year. Because of the number of inquiries received, only complete submissions will be reviewed and presented to our Education Committee.

1. Presenter to complete an Education Program Submission form.
2. Submit to Cassie Cardenas, OC REALTORS® Education and Programs Director.
3. OC REALTORS® Education Committee will review the Class Submission.
4. If the Committee likes the Class Submitted they will request a brief five minute presentation to be made in front of the committee.
5. Presenter to appear and provide a brief five minute presentation to the committee on the proposed class at an upcoming Education Committee meeting.
6. This will be scheduled by Cassie Cardenas, OC REALTORS® Education and Programs Director.
7. Presenter will be contacted after the presentation to the committee. If the committee has given approval for the class to be offered at OC REALTORS®, class dates and class times will be discussed.

A well-written and complete application will greatly enhance the Committee's ability to evaluate your particular class offering. The Committee will be evaluating how your class will provide OC REALTORS® members with valuable knowledge or an in-demand skill-set.

SAMPLE CLASS DESCRIPTION

Below is a sample course description please reference this as a guide to describe the proposed education program.

- Please focus on the program's content as opposed to promoting a particular company, its products, or its services.
- List at least (3) Key learning points for the session's participants. What will the participant be able to do as a result of their participation?

Insurance – What You Should Know to Help Your Buyers

Slab leaks, brush fires, earthquakes, and mudslides—welcome to life in Southern California. Do your clients have the right tools and information to make an informed decision on their insurance coverage? This class will educate REALTORS® and Affiliates on what is covered, and more importantly, what is not covered by insurance. Help your clients protect their most important assets.

Key learning points:

- When should you start looking for home insurance in a purchase transaction?
- Why home owners coverage is not the same as the purchase price
- The limits of coverage
- Deductibles
- What is "walls in" coverage and how much do you need for a condo?
- Fire lines and eligibility in high-brush/high-risk areas
- How previous claims affect your rate for acquiring new insurance
- Filing claims and how they can affect you
- What types of claims are covered and what are not?
- Earthquake and flood policies and how they differ from your home owners' policy.