



# Sharpen your Skills & Make More

Research has shown that those who hold **Designations** and **Certifications** earn more and close



more transactions. Those who take **Training** in Hospitality and Customer Service are more effective, and those who save money by taking their **Continuing Education** with OBAR are just plain smart. Checkout the education list on the left and register today at [outerbanksrealtors.com/education!](http://outerbanksrealtors.com/education!)

## Upcoming Education

**BIC Breakfast** Sept 28, Emmet Woods: "How to Survive a Trust Account Audit" Kelly's, 8a

**Sales QUEST Hospitality Training**  
Doug Kennedy, Nov 29, Comfort Inn, 9a-1230p

**Conquering Complaints**  
Doug Kennedy, Nov 29, Comfort Inn, 2p-530p

### Designation Destination

**Certified Residential Specialist (CRS)**  
October 9, Comfort Inn, 830a-530p

**Resort and Second Home Property Specialist (RSPS)** Oct 10, Comfort Inn, 9a-5p

**ePRO** October 11, OBAR, 9a-5p

**Seller Representative Specialist (SRS)**  
October 12-13, Comfort Inn, 9a-5p

### Fall CE Courses

*Please note: Payment is due at time of registration.*

**Deborah Long, October 18-19**

- BICUP Oct 18, OBAR, 1:30-5:30p
- GenUP Oct 19, Ramada Plaza, 8:30a-12:30p
- Elective Oct 19, "Drones, Nannycams & Other Privacy Issues" Ramada Plaza, 1:30-5:30p

**Mark Saunders, November 9-10**

- Property Management\* BICUP  
Nov 9, Comfort Inn, 1:30-5:30p
- Property Management\* GenUp  
Nov 10, Comfort Inn, 8:30a-12:30p
- \*Courses pending approval from NCREC*
- Technology Tools & Resources Elective  
Nov 10, Comfort Inn, 1:30-5:30p

**Mark Given, December 5-6**

- BICUP, Dec 5, Comfort Inn, 1:30-5:30p
- GenUp, Dec 6, Comfort Inn, 8:30a-12:30p
- REALTOR® Professional Standards Ethics Elective  
Dec 6, Comfort Inn, 1:30-5:30p

Online electives available at [obar.theceshop.com](http://obar.theceshop.com)  
Find the latest anytime at:

[outerbanksrealtors.com/upcoming](http://outerbanksrealtors.com/upcoming)

*Thank you for posting and sharing The OBAR Flyer!*

## Surf Fish & Serve Others

The OBAR Surf Fishing Tournament now supports both our **Scholarship Fund** and **Disaster Relief Fund**.

To make a donation or get your lines in the water on October 20<sup>th</sup>, visit [outerbanksrealtors.com/surf](http://outerbanksrealtors.com/surf) or contact Karen at 252-441-4036.



## Show Your Appreciation

They have gone above and beyond. Time to nominate them for the Good Neighbor, **REALTOR® of the Year**, or Career Achievement Awards. Visit [outerbanksrealtors.com/awards](http://outerbanksrealtors.com/awards).

## Be Safe



The core components of REALTOR® Safety are Knowledge, Awareness, and Empowerment. For resources on personal safety plans, office preparedness, and vacant property security, visit [outerbanksrealtors.com/safety](http://outerbanksrealtors.com/safety).

## Upcoming Events

- Sept 12, Education Committee Meeting, OBAR, 9a
- Sept 14, GMM, Cap't George's, 830a
- Sept 17-19, NC REALTORS® Conference, Asheville
- Sept 25-26, Headshots with Studio6Teen, OBAR
- Oct 5-8, OBHBA Parade of Homes
- Oct 18, NC REALTORS® Mix Event, Sea Ranch, 4-6p
- Oct 20, Surf Fishing Tournament, Nags Head, 7a
- Nov 16, GMM, Cap't George's, 9a
- Dec 1, REALTOR® Ball, Cap't George's

