

# Professional Development Committee

**Statement of Purpose:** The Professional Development Committee reports to the Executive Committee. Its purpose is to formulate and recommend policies and programs designed to meet the educational needs of members. The scope of the committee's involvement shall include state educational requirements and related programs offered by the Association, the Ohio REALTORS® Institute, specialized training programs, instructor development, cooperative programs with Local Boards and other activities relevant to real estate education in Ohio.

## List of Programs:

- ABR Designation Programs
- 10-Hour post-Licensure Courses (Salespeople)
- Appraisal Continuing Education
- Appraisal Pre-Certification Courses
- RLI Courses
- Co-Sponsored CE Programs
- Curriculum Delivery & Development
- "Ethics: The Measure of Professionalism"
- GRI 100, 200 and 300 Programs
- GRI 100 Equivalency Examinations
- GRI Benefits Brochure
- Industry Update Seminars
- Certification & Support Service for OAR Conv. CE Programs
- Industrial and Office/SIOR Course Offering
- Property Management Seminar
- Ohio Real Estate Exam Prep.
- On-line Education – R.E. Campus
- E-pro Certification Program
- REALTOR University on-line offerings
- Instructor Development Workshop
- Resort & Second Home Certification program
- ABR Electives
- SRES Designation Offerings
- Green Designation & elective offering

## Strategic Plan Objectives

- Offer cooperative educational ventures, i.e. Local Boards, Institutes, Societies and Councils, Bar Association, etc.
  - Offer specialty topics, i.e. international, appraisal, auction, commercial, resort, home inspectors, safety and personal assistants.
  - Offer core topics:
    - Fair Housing/Civil Rights
    - Agency
    - Legal
    - Ethics (NAR Requirement)
  - Online (real time, not real time)
    - Teleconference
    - Use of CDs and Books
  - Utilizing cooperative relationships for on-line education
    - NAR
    - E-pro
    - Dearborn
  - Promote, differentiate and explain the benefits of NAR designations.
  - Enhance earnings and productivity opportunities. •Promote professionalism – enhance the REALTOR® image. •Utilize testimonials whenever possible.
- Expand delivery methods.
- Through the classroom. (tri-annual meetings, rallies, trade shows)
    - Via alternative methods

## Yearly Objectives:

- Offer Second Home/Resort certification course sponsored by REBAC
- Update the GRI curriculum as needed
- Update Ethics: The Measure of Professionalism and Ohio: Makes Agency Simple and Fair Housing courses both on-line and classroom curriculum if needed when the law and rule changes are implemented and offer a license renewal to local associations for Ethics: The Measure of Professionalism.
- If changes are implemented in Pre-Licensing or Home Inspectors based on law or rules, consider the feasibility of those markets.
- Provide an Ohio GRI Chapter opportunity
- Offer a license to local associations to provide the ABC's training program.
- Offer the new Green designation offering and electives through REBAC.
- Promote NAR Green Designation
- Meet and schedule programs in cooperation with NAR commercial real estate/REALTORS Commercial Alliance
- Provide testimonials on OAR website on NAR designations and the Ohio GRI program
- Expand SFR certification offerings
- Expand and utilize more email communications and marketing targeting as much as possible OAR education programs
- Offer the benefits of Social Media Marketing but also how to manage the risks and liabilities
- Survey webinar potential usage as an education tool
- Expand on-line providers to enhance OAR's on-line real estate and appraisal offerings

## Committee Members

Chris Reese, Chairman & EC Liaison  
Bonnie J. Boyd, Vice Chairman  
Tim Lockwood, Staff Liaison

Joann E. Amos  
Mary Jane Balazs, CC  
Leslie A. Besl, CC  
Jodi Bice  
Susan M. Blazek  
Jolyn T. Brown  
Marilou A. Butcher-Roth  
Lucy O. Buzzee  
Gloria Cannon, GRI  
Annette M. Chmiel

Timothy J. Cocanour  
William P. Davis, CRB  
Tony L. Deluke, GRI  
Judith C. Dickman  
Nancy A. Farkas  
Ora Forusz, CRS  
Charles W. Foster, CC  
Michelle Renee Fry  
Alec H. Hagerty, CC  
Mary A. Jeffrey, CC

Barbara J. Joyce  
Cynthia A. Kane, GRI  
David M. Kerscher, CC  
Young H. Kim, CC  
Deanna K. Kreiger, WCR  
John E. Kurlich  
Bill Leib  
Isabelle Maglione-Gale  
Susan Rae McCollister  
Robert H. Morrison

Sandy K. Naragon, RCE  
Debbie S. Parisi, ABR  
Traci A. Pauley  
Christopher J. Pedon  
Deborah L. Sasser  
Edward K. Sitter, CRS  
Alasandra M. Whitley, GRI