




BDAR Professional Development combines annual and recurring events that offer our REALTOR® Members leadership opportunities and all the tools needed to deliver the highest standard of professionalism and client services. BDAR is committed to upholding higher standards and supporting BDAR REALTORS® to be valued, trusted, and successful professionals in the community.

## WINTER 2019

### JANUARY

	<b>BDAR Member Open House</b> Featuring Mark Weisleder Real Estate Lawyer	<b>Jan 10, 2019</b> 8:00am-11:00am
	<b>How To Build a Powerful Social Media Ad Campaign</b> Featuring Darren Cabral from the Wylie Ford Team	<b>Jan 16, 2019</b> 12:00pm-1:30pm
	<b>REALTOR® Safety Training</b> Taught by BDAR's Very Own Brian McCracken	<b>Jan 17, 2019</b> AM & PM sessions
	<b>Tech Tips &amp; Tricks in Virtual Home Tours</b> Featuring Wylie Ford!	<b>Jan 18, 2019</b> 12:00pm-1:00pm
	<b>Willis and Estate Planning or REALTORS®</b> Instructor: Tom Wilson	<b>Jan 21, 2019</b> 12:00pm-1:00pm
	<b>Introduction to Matrix™</b> <b>Advanced Matrix™ Training</b>	<b>Jan 23, 2019</b> 9:00am-12:00pm <b>Jan 23, 2019</b> 1:00pm-3:00pm
	<b>OREA Forms</b> Instructor: OREA's Own Cassandra Agnew-Walker	<b>Jan 24, 2019</b> 10:00am-12:00pm 1:00pm-3:00pm
	<b>MPAC Assessment 101 for REALTORS®</b> Instructor: Marc Laurin	<b>Jan 30, 2019</b> 12:00pm-1:30pm



### FEBRUARY

	<b>Public Grand Opening &amp; Ribbon Cutting</b>	<b>Feb 5, 2019</b> 11:30am-2:30pm
	<b>Pre-Listing Inspections</b> Instructor: Glenn Dilts	<b>Feb 11, 2019</b> 12:00pm-2:00pm
	<b>Breaking Ground: Economic Development and Land Use Plananing</b>	<b>Feb 13, 2019</b> 9:00am-2:00pm

### FEBRUARY

	<b>Emergency First Aid Level A CPR &amp; AED</b> Instructor: Sandra Brown from St. John's Ambulance	<b>Feb 14, 2019</b> 9:00am Start
	<b>REALTalk Speaker Series - Market Stats, Trends &amp; Outlook</b> Featuring Panel Discussion with CREA HPI Expert Gregory Klump, Representatives from CMHC & Altus Group	<b>Feb 20, 2019</b> 9:00am-11:00am
	<b>Tax &amp; REALTORS®: What you need to know</b> Featuring BDAR's Very Own Matthew Moran	<b>Feb 21, 2019</b> 12:00pm-1:30pm
	<b>Introduction to Matrix™</b> <b>Advanced Matrix™ Training</b>	<b>Feb 21, 2019</b> 9:00am-11:00am <b>Feb 21, 2019</b> 2:00pm-4:00pm

### MARCH

	<b>Home Inspector - 18 Month warranty for pre-list Inspectors</b> Instructor: Glenn Dilts	<b>March 4, 2019</b> 12:00pm-1:30pm
	<b>Appraisals for Superior Sales and Listings</b> Instructor: Barry Lebow	<b>March 6, 2019</b> 9:00am-11:30am
	<b>My Kick Ass Listing Presentation</b> Instructor: Barry Lebow	<b>March 6, 2019</b> 1:00pm-3:00pm
	<b>CREA Certification Course Senior Real Estate Specialist Designation</b> Instructor: Gareth Jones	<b>March 18-19, 2019</b> 9:00am-4:00pm
	<b>Introduction to Matrix™</b> <b>Advanced Matrix™ Training</b>	<b>March 20, 2019</b> 9:00am-12:00pm <b>March 20, 2019</b> 1:00pm-3:00pm
	<b>Cannabis: What REALTORS® Need to Know</b>	<b>March 21, 2019</b> 12:00pm-2:00pm

## SPRING 2019

### APRIL



	Home Inspector - Enbridge Gas Energy Rebate Program for residential homeowners
	GeoWarehouse Training Session
	Hugh Foy: Real Estate Instructor
	Quick Tips with Ernie Vance
	Mastering Selling Skills Workshop
	Earth Day Panel Discussion
	Matrix™ Training
	Commercial Corporate Practice
	BDAR Annual General Membership Meeting
	How to Convert Leads to Sale

### MAY



	REALTOR® Safety & Self Defense
	Home Inspector - 21 Month Warranty for the Buy Side of the Transaction
	Residential Leases & Common Pitfalls of Residential Tenancies
	Certified Staging Advocate Designation
	
	Matrix™ Training
	Social Marketing
	REALTalk Speaker Series: Financial Panel Discussion

## SUMMER 2019



### JULY

	Goal Setting and Vision Boards
	BDAR Mobile App Refresher
	The Importances of Client Presentations
	Marketing in Our Region
	Community Development Updates
	Matrix™ Training

### AUGUST

	Staging for the Best
	Virtual Reality - Changing Style of Home Tours
	Hugh Foy: Real Estate Instructor
	Finding Ways to Reach a New Audience
	Matrix™ Training

### SEPTEMBER



	Working with Sellers
	Blockchain for REALTORS®
	ROI Generation
	Managing Website Content
	Community Advocacy
	Matrix™ Training

## FALL 2019

### OCTOBER

	Real Estate Succession Planning
	Facebook Live for REALTORS®
	Lead Generation at Networking Events
	Creating Visually Appealing Marketing Material
	Matrix™ Training
	REIGN: REALTOR® Education Innovation Growth & Networking Conference

### NOVEMBER

	What to do When Things Go Wrong
	Using and Incorporating Drones
	Home Price Index (HPI) Refresher
	Digital Marketing Strategies for REALTORS®
	Transportation Issues within the Greater Simcoe Region
	Matrix™ Training

### DECEMBER

	iGuide
	Blog Creation
	Networking - Making Deeper Connections
	Making Every Impression Count - Digital Advertising
	Community Developments in Progress

For more information and to register visit [www.bdar.ca/events](http://www.bdar.ca/events)

Have a request or suggestion for a topic to cover at one of these events? Let's make it happen!

Email [info@bdar.ca](mailto:info@bdar.ca) or call 705-739-4650