AHWD Certification Course
October 3, 2017 | 8:30 a.m. – 5:00 p.m.

Instructor: Eric Kodner, AHWD
Since 2008, Kodner has taught real estate courses in technology, fair housing, ethics and agency in both Minnesota and Wisconsin. Kodner is the broker and owner of Madeline Island Realty in LaPointe, Wis., and Wayzata Lakes Realty in Minneapolis-St. Paul, Minn.

AHWD certification course
The At Home With Diversity (AHWD) educational experience is designed to present a picture of the changing face of the industry. REALTORS® who adapt to increasing cultural diversity and wisely plan to meet the needs of diverse clients gain a competitive edge and expand opportunities.

The one-day AHWD certification course will give you the ability to:
- Access and understand attributes of diversity in local markets and associated impacts on the real estate industry.
- Build a business plan to successfully service all client profiles.
- Understand basic competencies to earn the confidence of potential buyers and sellers, regardless of race, ethnicity, religion, gender, handicaps, familial status or national origin.

AHWD certification benefits
While the AHWD teaches you how to transact business in culturally competent ways, the AHWD certification conveys to clients that you are a dynamic real estate professional with expertise that transcends cultural barriers.

REALTORS® who adapt to increasing cultural diversity in the market and plan to meet the needs of diverse clients gain a competitive edge. According to the National Association of REALTORS®, REALTORS® with designations and certifications are more likely to out-earn REALTORS® without such credentials, making the AHWD certification more valuable than ever.

Madison (host site)
Wisconsin REALTORS® Association
4801 Forest Run Rd.
Madison, WI 53704

Appleton (classroom webcast)
REALTORS® Association of Northeast Wisconsin
W8124 Aerotech Dr.
Appleton, WI 54914

Eau Claire (classroom webcast)
REALTORS® Association of Northwestern Wisconsin
1903 Keith St.
Eau Claire, WI 54701

Kenosha (classroom webcast)
Southshore REALTORS® Association
7347 57th Ave.
Kenosha, WI 53142

La Crosse (classroom webcast)
La Crosse Area REALTORS® Association
111 6th St.
La Crosse, WI 54601

LOCATIONS
Choose the location where you will attend the course.

___ Madison (live)
___ Appleton (remote) ___ Kenosha (remote)
___ Eau Claire (remote) ___ La Crosse (remote)

Check-in time: 8:00 a.m. | Class time: 8:30 a.m. – 5:00 p.m.

PAYMENT
- Enclosed is my check made payable to the WRA
- Charge my VISA/MasterCard (Circle one)
  Card number________________________  Exp. date________________________
  Security code________________________
- Special services: Check here if you require special services to attend. Attach a written description of needs.

Register by mail: Wisconsin REALTORS® Association
4801 Forest Run Road, Suite 201 | Madison, WI 53704
Register by phone: 800-279-1972 | 608-241-2047
Register by fax: 608-241-5168
Online registration: www.wra.org/AHWD

CANCELLATION POLICY: The WRA reserves the right to cancel this course if not filled. Cancellations must be made in writing prior to the start of course and will be refunded, minus a $25 administrative fee. Registrations cannot be transferred from person to person.

Complete course information: www.wra.org/AHWD