

CONTINUING EDUCATION

UPDATES & ELECTIVES

APRIL 2012 MAY 2012 JUNE 2012



RALEIGH REGIONAL
ASSOCIATION of REALTORS®



LinkedIn

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Cary, NC 27513

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Register Online!

www.RRAR.com



RALEIGH REGIONAL
ASSOCIATION of REALTORS®

ALL COURSES ARE NC REAL ESTATE COMMISSION APPROVED FOR CE

Wednesday, April 11, 2012

2011-2012 MANDATORY UPDATE

8:30 am – 12:30 pm

INSTRUCTOR: BILL GALLAGHER

Wednesday, April 11, 2012

ELECTIVE: ETHICS-PRINCIPLES & PRACTICES, COURSE #3014

1:30 pm – 5:30 pm

INSTRUCTOR: BILL GALLAGHER

This course satisfies the NAR requirement of one ethics course every four years. Course includes case studies based on real-life agency situations as well as scenarios. Also, in depth discussion of the NAR Code of Ethics, typical issues today's real estate professionals are apt to encounter, and guidelines to apply when debating whether a decision is ethical.

Monday, April 16, 2012

2011-2012 BROKER IN CHARGE ANNUAL REVIEW - BICAR

5:00 pm – 9:00 pm

INSTRUCTOR: DEBBIE LONG

For BICs and BIC eligible brokers only!

Thursday, April 26, 2012

ELECTIVE: HOUSE PRICING & MARKET TREND ANALYSIS, COURSE # 3012

8:30 am – 12:30 pm

INSTRUCTOR: STACEY ANFINDSEN

Erratic residential markets require a level of analysis not necessary during increasing markets. The goal of this course is to sharpen the pricing skills of practitioners via the following: identify the reasons for the existence of agents/appraisers, explain the Appraisal Process, which are the steps in the Sales Comparison Approach to Value, critique the various sources of public and private data available to practitioners and the general public, determine trends when analyzing data and integrate the above steps, outputs and trends to determine the correct price for a given house.

Thursday, April 26, 2012

MARKET TREND ANALYSIS & RELOCATION APPRAISAL, COURSE # 3096

1:30 pm – 5:30 pm

INSTRUCTOR: STACEY ANFINDSEN

If you work on Broker Price Opinions, relocation listings or REO properties, this is the class for you. You will learn techniques that will enable you to determine past and future market trends with the goal of setting a realistic initial list price.

Wednesday, May 2, 2012

2011-2012 MANDATORY UPDATE

8:30 am – 12:30 pm

INSTRUCTOR: GEORGE BELL

Wednesday, May 2, 2012

2011-2012 BROKER IN CHARGE ANNUAL REVIEW - BICAR

1:30 pm – 5:30 pm

INSTRUCTOR: GEORGE BELL

Designated for BICs and BIC eligible brokers only!

Tuesday, May 8, 2012

2011-2012 MANDATORY UPDATE

5:00 pm – 9:00 pm

INSTRUCTOR: DEBBIE LONG

Wednesday, May 23, 2012

2011-2012 MANDATORY UPDATE

8:30 am – 12:30 pm

INSTRUCTOR: DEBBIE LONG

Wednesday, May 23, 2012

ELECTIVE: DEEP IN THE HEART OF TAXES: HOMEOWNERSHIP & THE IRS, COURSE #3137

1:30 pm - 5:30 pm

INSTRUCTOR: DEBBIE LONG

Tax advantages of homeownership, tax consequences of purchasing/selling primary and secondary residences, red flags; home office deductions, moving expenses, debt forgiveness and capital gains.

Friday, June 1, 2012

2011-2012 MANDATORY UPDATE

8:30 am – 12:30 pm

INSTRUCTOR: GEORGE BELL

Friday June 1, 2012

ELECTIVE: FOR THE GOOD OF ALL: REALTOR® CODE OF ETHICS & PROFESSIONAL STANDARDS

1:30 pm – 5:30 pm

INSTRUCTOR: GEORGE BELL

A survey of the REALTOR® code of Ethics and Professional Standards.

This course satisfies the NAR Code of Ethics.

Monday, June 4, 2012

2011-2012 MANDATORY UPDATE

8:30 am – 12:30 pm

INSTRUCTOR: TOM MAHLUM

Monday, June 4, 2012

2011-2012 BROKER IN CHARGE ANNUAL REVIEW BICAR

1:30 pm – 5:30 pm

INSTRUCTOR: TOM MAHLUM

Designated for BICs and BIC eligible brokers only!

Friday, June 8, 2012

2011-2012 MANDATORY UPDATE

8:30 am – 12:30 pm

INSTRUCTOR: DEBBIE LONG

Friday, June 8, 2012

ELECTIVE: DEMOGRAPHICS, DIVERSITY, & FAIR HOUSING, COURSE #3099

1:30 pm - 5:30 pm

INSTRUCTOR: DEBBIE LONG

Among the topics covered in this workshop are: the impact of demographic trends on the real estate market, why fair housing issues will become more critical in the next decade and strategies for cultural proficiency.

Please mark your calendar, select courses and return ENTIRE form with TOTAL PAYMENT. Mail check, FAX or Email credit card information.

Or Register Online: www.RRAR.com

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CaraM@RRAR.com

TIPS FOR A SUCCESSFUL REGISTRATION

- Remember to check each class desired and return the entire registration form. noon the day before class.
- Your real estate license number is a vital part of your application. Double check to be sure it is correct.
- When filling in a credit card number, be sure to include the expiration date.
- Make a copy of your completed registration form before sending. You will NOT receive a confirmation letter in the mail.
- You MUST present your real estate license pocket card, or a copy of your license at check-in before class.
- Please check-in 20 minutes before class begins.
- If space is available, registrations will be taken until
- SPECIAL SERVICES: In accordance with ADA, if you have any disabilities which require special accommodations, please notify us immediately.
- CANCELLATION POLICY: The full tuition fee less \$10.00 will be refunded if cancellation notice is received at least 24 hours prior to the course. If class is missed without 24 hour notice, ENTIRE fee is forfeited.

The Raleigh Regional Association of REALTORS® is a non-profit organization. Any profits generated from this CE program are returned to the Association to provide better quality programs for our members.