

Westford College

**Olive Location
9000**

4425 W. Olive Ave. #128

602-995-

AUGUST 2013

Continuing Education

DATE	TIME	CLASS TITLE	INSTR.	CATEGORY
Thurs. Aug. 1	8:15-11:00	Disclosure	Israel	DISCLOSURE
	11:30-2:15	Principles of Appraisal	Israel	GENERAL
	6:30-9:30	What is Fair	LeBlance	F.HSE.
Fri. Aug. 2	8:15-11:00	Appraisal Processes	Israel	GENERAL
	11:30-2:15	Investing in Real Estate	Israel	R.E.L.ISS.
Sat. Aug. 3	8:15-11:00	Buyer Representation	Bridgeman	A-LAW
	11:30-2:15	The Residential Purchase Contract	D. Israel	C-LAW
	2:30-5:15	Rules to Work By	Pierce	COMM.STD.
Thurs. Aug. 8	8:15-11:00	Getting It and Keeping It – License Requirements	Israel	R.E.L.ISS.
	11:30-2:15	Trusts, “Doc’s” and Ways to Lose Your License	Israel	R.E.L.ISS.
	6:30-9:30	Anatomy of a Short Sale	Putnam	C-LAW
Fri. Aug. 9	8:15-11:00	Dividing It, Managing It, Practicing It	Israel	R.E.L.ISS.
	11:30-2:15	Commissioner’s Rules	Israel	COMM.STD.
Sat. Aug. 10	8:15-11:00	Who’s the Client	D. Israel	A-LAW
	11:30-2:15	The Licensee and Fair Housing	D. Israel	F.HSE.
	2:30-5:15	Home Inspection – Disclosure & Risks	Maxie	DISCLOSURE
Wed. Aug. 14	8:15-11:00	Broker Management Clinic #1	Israel	COMM.STD.
	11:30-2:15	Broker Management Clinic #2	Israel	COMM.STD.
	2:30-5:15	Broker Management Clinic #3	Israel	COMM.STD.
Tues. Aug. 13	6:30-9:30	Contract Writing – Part 1 – Must Attend Part 1 & Part 2	D. Israel	R.E.L.ISS.
Wed. Aug. 14	6:30-9:30	Contract Writing – Part 2 – Must Attend Part 1 & Part 2	D. Israel	C-LAW
Thurs. Aug. 15	8:15-11:00	Residential Lending-Pitfalls & Protection	Israel	DISCLOSURE
	11:30-2:15	Financing Alternatives	Israel	GENERAL
	6:30-9:30	Fair Housing Issues	Horton	F.HSE.
Fri. Aug. 16	8:15-11:00	Settlements and Closings	Israel	R.E.L.ISS.
	11:30-2:15	Professional Conduct	Israel	COMM.STD.
Sat. Aug. 17	8:15-11:00	What and When is a Contract	Daniels	C-LAW
	11:30-2:15	The Perils of Agency	Daniels	A-LAW
	2:30-5:15	Arizona Water	Salzler	R.E.L.ISS.
Wed. Aug. 21	6:30-9:30	Mortgage Fundamentals 101	Flynn	GENERAL
Thurs. Aug. 22	8:15-11:00	Get Real, Not Personal	Israel	R.E.L.ISS.
	11:30-2:15	Why Chance It, Describe It Legally	Israel	R.E.L.ISS.
	6:30-9:30	Agency and Real Estate Ethics (Ethics)	Cyga	A-LAW
Fri. Aug. 23	8:15-11:00	Inheritable, Defeatable, What Do You Own	Israel	R.E.L.ISS.
	11:30-2:15	Leasing and the Law	Israel	C-LAW
Sat. Aug. 24	8:15-11:00	What’s Fair is Fair	Compton	F.HSE.
	11:30-2:15	Consumer Protection Issues	Compton	COMM.STD.
	2:30-5:15	The Disclosure Course	LeBlance	DISCLOSURE
Wed. Aug. 28	8:15-2:15	Contract Writing – Part 1 & 2 (6Hrs.)	Burden	R.E.L.ISS./C-LAW
	6:30-9:30	Making Sense of the “Making Home Affordable” Program	Fenton	DISCLOSURE
Thurs. Aug. 29	8:15-11:00	Broker Agency Issues	Israel	A-LAW
	11:30-2:15	Real Estate Employment Contracts	Israel	C-LAW
	6:30-9:30	Operating Rules	Johnson	COMM.STD.
Fri. Aug. 30	8:15-11:00	Deeds and Conveyances	Israel	R.E.L.ISS.
	11:30-2:15	Acquisition and Recordation	Israel	R.E.L.ISS.

Requirements: Classes Subject to Change Without Notice

- 1-Contract Law (C-LAW)
- 1-Agency Law (A-LAW)
- 1-Fair Housing (F.HSE.)
- 1-Commissioner’s Standards (COMM.STD.)
- 1-Disclosure (DISCLOSURE)
- 1-Real Estate Legal Issues (R.E.L.ISS.)

AND any two (2) elective classes to get the 24 hours required.

6:30 classes are P.M.

24 Hour Packages

Tuition: 3 Hours \$20	15 Hours \$75
6 Hours \$39	18 Hours \$85
9 Hours \$55	21 Hours \$94
12Hours \$65	24 Hours \$99

1. Any of the boxed areas above.
2. Saturdays
3. Mix & Match
4. Evenings

* **30 Hour Brokers renewal includes Broker Management Clinic**