

# Westford College

**February 2012  
2 Week Crash Course  
Broker Licensing**

**Olive Location  
4425 W. Olive Ave. #128  
602-995-9000**

DATE	TIME	CLASS TITLE	CATEGORY
Mon. Feb. 27	8:15-11:00	Getting It and Keeping It – License Requirements	R.E.L.ISS.
	11:30-2:15	Trusts, “Doc’S” and Ways to Lose Your License	R.E.L.ISS.
	2:30-5:15	Dividing It, Managing It, Practicing It	R.E.L.ISS.
Tues. Feb. 28	8:15-11:00	Commissioner’s Rules	COMM.STD.
	11:30-2:15	Broker Agency Issues	A-LAW
	2:30-5:15	Real Estate Employment Contracts	C-LAW
Wed. Feb. 29	8:15-11:00	Get Real, Not Personal	R.E.L.ISS.
	11:30-2:15	Why Change It, Describe It Legally	R.E.L.ISS.
	2:30-5:15	Environmental Issues	R.E.L.ISS.
Thurs. Mar. 1	8:15-11:00	CYE: Cover Your “E”ssentials	C-LAW
	11:30-2:15	Refusals, Options, and More – Oh My	C-LAW
	2:30-5:15	Fair Housing	F.HSE.
Fri. Mar. 2	8:15-11:00	Disclosure Issues - Residential Purchase Contract	DISCLOSURE
	11:30-2:15	Insure the Lender! Are You.....?	C-LAW
	2:30-5:15	Settlements & Closings	R.E.L.ISS.
Mon. Mar. 5	8:15-11:00	Principles of Appraisal	GENERAL
	11:30-2:15	Appraisal Processes	GENERAL
	2:30-5:15	Investing in Real Estate	R.E.L.ISS.
Tues. Mar. 6	8:15-11:00	Residential Lending – Pitfalls & Protection	DISCLOSURE
	11:30-2:15	Financing Alternatives	GENERAL
	2:30-5:15	Code of Ethics and Commissioner’s Rules	COMM.STD.
Wed. Mar. 7	8:15-11:00	Types of Ownership – Not Legal Advice	R.E.L.ISS.
	11:30-2:15	Deeds and Conveyances	R.E.L.ISS.
	2:30-5:15	Acquisition and Recordation	R.E.L.ISS.
Thurs. Mar. 8	8:15-11:00	Encumbrances: Voluntary or Not	C-LAW
	11:30-2:15	Financing: Clauses and Concepts	C-LAW
	2:30-5:15	Inheritable, Defeatable, What Do You Own	R.E.L.ISS.
Fri. Mar. 9	8:15-11:00	Financing: Losing It and “Wrapping” It	C-LAW
	11:30-2:15	“PETE”: Government Rights and You	R.E.L.ISS.
	2:30-5:15	Leasing and the law	C-LAW