

# Westford College

Olive Location

4425 W. Olive Ave. #128

602-995-9000

**JULY 2013**

**Continuing Education**

| DATE             | TIME       | CLASS TITLE   | Instructor | CATEGORY         |
|------------------|------------|---|------------|------------------|
| Wed. July 3      | 8:15-11:00 | Broker Agency Issues                                    | Israel     | A-LAW            |
|                  | 11:30-2:15 | Real Estate Employment Contracts                        | Israel     | C-LAW            |
| Thurs. July 4    | *****      | <b>CLOSED --- Independence day</b>                      |            |                  |
| Fri. July 5      | 8:15-11:00 | Deeds and Conveyances                                   | Israel     | R.E.L.ISS.       |
|                  | 11:30-2:15 | Acquisition and Recordation                             | Israel     | R.E.L.ISS.       |
| Sat. July 6      | 8:15-2:15  | Contract Writing – Part 1 & 2 (6Hrs.)                   | D. Israel  | R.E.L.ISS./C-LAW |
|                  | 2:30-5:15  | Estimating Property Value in Today's Market             | Putnam     | DISCLOSURE       |
| Tues. July 9     | 6:30-9:30  | Consumer Protection Issues                              | Bridgeman  | COMM.STD.        |
| Wed. July 10     | 6:30-9:30  | Environmental Disclosure – What's Required & What's Not | Maxie      | DISCLOSURE       |
| Thurs. July 11   | 8:15-11:00 | Fair Housing  | Israel     | F.HSE.           |
|                  | 11:30-2:15 | Environmental Issues                                    | Israel     | R.E.L.ISS.       |
|                  | 6:30-9:30  | Lending Arizona   | Flynn      | GENERAL          |
| Fri. July 12     | 8:15-11:00 | Types of Ownership – Not Legal Advice                   | Israel     | R.E.L.ISS.       |
|                  | 11:30-2:15 | Code of Ethics & Commissioner's Rules (Ethics)          | Israel     | COMM.STD.        |
| Sat. July 13     | 8:15-11:00 | Buyer Representation                                    | Compton    | A-LAW            |
|                  | 11:30-2:15 | Agreement Issues  | Compton    | C-LAW            |
|                  | 2:30-5:15  | OSHA-Hazardous Material Awareness for R.E. Agents       | Salzler    | DISCLOSURE       |
| Mon. July 15     | 6:30-9:30  | Contract Writing – Part 1 – Must Attend Part 1 & Part 2 | Rafeedie   | R.E.L.ISS.       |
| Tues. July 16    | 6:30-9:30  | Contract Writing – Part 2 – Must Attend Part 1 & Part 2 | Rafeedie   | C-LAW            |
| Wed. July 17     | 6:30-9:30  | Operating Rules   | Johnson    | COMM.STD.        |
| Thurs. July 18   | 8:15-11:00 | CYE: Cover Your "E"ssentials                            | Israel     | C-LAW            |
|                  | 11:30-2:15 | Refusals, Options and More – Oh My                      | Israel     | C-LAW            |
|                  | 6:30-9:30  | Agency Law  | D. Israel  | A-LAW            |
| Fri. July 19     | 8:15-11:00 | Disclosure Issues – Residential Purchase Contract       | Israel     | DISCLOSURE       |
|                  | 11:30-2:15 | Insure the Lender! Are You....?                         | Israel     | C-LAW            |
| Sat. July 20     | 8:15-11:00 | Image Management  | Daniels    | R.E.L.ISS.       |
|                  | 11:30-2:15 | The Gavel   | Daniels    | COMM.STD.        |
|                  | 2:30-5:15  | What's Fair is Fair                                     | LeBlance   | F.HSE.           |
| Tues. July 23    | 6:30-9:30  | Arizona Contract Law                                    | Fenton     | C-LAW            |
| Wed. July 24     | 8:15-11:00 | Broker Management Clinic #1                             | Israel     | COMM.STD.        |
| All 9 Hrs. \$75* | 11:30-2:15 | Broker Management Clinic #2                             | Israel     | COMM.STD.        |
| 3 Hrs. \$30 ea.  | 2:30-5:15  | Broker Management Clinic #3                             | Israel     | COMM.STD.        |
| Wed. July 24     | 6:30-9:30  | Fair Housing Issues                                     | Horton     | F.HSE.           |
| Thurs. July 25   | 8:15-11:00 | Encumbrances: Voluntary or Not                          | Israel     | C-LAW            |
|                  | 11:30-2:15 | Financing: Clauses and Concepts                         | Israel     | C-LAW            |
|                  | 6:30-9:30  | Comply or Never R.E.S.P.A. in Peace                     | LeBlance   | DISCLOSURE       |
| Fri. July 26     | 8:15-11:00 | Financing: Losing It and "Wrapping" It                  | Israel     | C-LAW            |
|                  | 11:30-2:15 | "PETE" Government Rights and You                        | Israel     | R.E.L.ISS.       |
| Sat. July 27     | 8:15-11:00 | Agency & Real Estate Ethics (Ethics)                    | Cyga       | A-LAW            |
|                  | 11:30-2:15 | The Licensee & Fair Housing                             | D. Israel  | F.HSE.           |
|                  | 2:30-5:15  | Rules to Work By  | Pierce     | COMM.STD.        |
| Tues. July 30    | 9:00-4:00  | Contract Writing – Part 1 & 2 (6Hrs.)                   | D. Israel  | R.E.L.ISS./C-LAW |

**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.

(Ethics) = Meets (NAR) ETHICS Requirement

**24 Hour Packages**

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

|                              |                      |
|------------------------------|----------------------|
| <b>Tuition: 3 Hours \$20</b> | <b>15 Hours \$75</b> |
| <b>6 Hours \$39</b>          | <b>18 Hours \$85</b> |
| <b>9 Hours \$55</b>          | <b>21 Hours \$94</b> |
| <b>12Hours \$65</b>          | <b>24 Hours \$99</b> |

9 Hr. Broker Management Clinic \$75 or \$30 per 3 Hr. BMC class.\*\*\*\*\*30 Hrs. including 9hr. BMC - \$149\*\*\*\*\*