

Westford College

Olive Location
MAY 2010

4425 W. Olive Ave. #128

602-995-9000

Continuing Education

DATE	TIME	CLASS TITLE	INSTRUCTOR	CATEGORY
Sat. May 1	8:15-2:15	Contract Writing - Part 1 & 2 (6Hrs.)	Zemel	R.E.L.ISS./C-LAW
Wed. May 5	6:30-9:30	The Moment of Truth: How a Home Inspection Helps Sell	Maxie	GENERAL
Thurs. May 6	8:15-11:00	Legal Aspects of Encumbrances - A	Israel	C-LAW
	11:30-2:15	Legal Aspects of Encumbrances- B	Israel	C-LAW
	6:30-9:30	Fair Housing Issues	Horton	F.HSE.
Fri. May 7	8:15-11:00	Legal Aspects of Encumbrances - C	Israel	C-LAW
	11:30-2:15	Legal Aspects of Encumbrances - D	Israel	R.E.L.ISS.
Sat. May 8	8:15-11:00	Professional Conduct	Bridgeman	COMM.STD.
	11:30-2:15	Agency Law	D. Israel	A-LAW
	2:30-5:15	Enviro. Disclosure – What’s Required & What’s Not	Maxie	DISCLOSURE
Wed. May 12	6:30-9:30	Arizona Water	Salzler	R.E.L.ISS.
Thurs. May 13	8:15-11:00	Disclosure	Israel	DISCLOSURE
	11:30-2:15	Principles of Appraisal	Israel	GENERAL
	6:30-9:30	Consumer Protection Issues	LeBlance	COMM.STD.
Fri. May 14	8:15-11:00	Appraisal Processes	Israel	GENERAL
	11:30-2:15	Investing in Real Estate	Israel	R.E.L.ISS.
Sat. May 15	8:15-11:00	Think Twice - Act Once	Daniels	A-LAW
	11:30-2:15	Write On	Daniels	C-LAW
	2:30-5:15	Fair Housing for Property Managers & Landlords	Salisbury	F.HSE.
Mon. May 17	6:30-9:30	Contract Writing - Part 1 – Must attend Part 1 & Part 2	Rafeedie	R.E.L.ISS.
Tues. May 18	6:30-9:30	Contract Writing - Part 2 – Must attend Part 1 & Part 2	Rafeedie	C-LAW
Wed. May 19	6:30-9:30	Introduction to the Internet	Buxton	GENERAL
Thurs. May 20	8:15-11:00	Introduction to Real Estate Law -A	Israel	R.E.L.ISS.
	11:30-2:15	Introduction to Real Estate Law -B	Israel	R.E.L.ISS.
	6:30-9:30	Anatomy of a Short Sale	Putnam	C-LAW
Fri. May 21	8:15-11:00	Introduction to Real Estate Law -C	Israel	R.E.L.ISS.
	11:30-2:15	Introduction to Real Estate Law -D	Israel	COMM.STD.
Sat. May 22	8:15-11:00	OSHA-Hazardous Material Awareness for R.E. Agents	Salzler	DISCLOSURE
	11:30-2:15	What is Fair	LeBlance	F.HSE.
	2:30-5:15	Misrepresentation	Bridgeman	A-LAW
Wed. May 26	9:00-4:00	Contract Writing - Part 1 & 2 (6Hrs.)	D. Israel	R.E.L.ISS./C-LAW
	6:30-9:30	Agency & Real Estate Ethics (**)	Cyga	A-LAW
Thurs. May 27	8:15-11:00	Residential Lending-Pitfalls & Protection	Israel	DISCLOSURE
	11:30-2:15	Financing Alternatives	Israel	GENERAL
	6:30-9:30	Estimating Property Value in Today’s Market	Putnam	DISCLOSURE
Fri. May 28	8:15-11:00	Settlements & Closings	Israel	R.E.L.ISS.
	11:30-2:15	Broker Management Clinic	Israel	COMM.STD.
Sat. May 29	8:15-11:00	What & When is a Contract	Compton	C-LAW
	11:30-2:15	Who’s the Client	Compton	A-LAW
	2:30-5:15	Fair Housing	Salisbury	F.HSE.

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.

24 Hour Packages 1. Any of the boxed areas above.

- 2. Saturdays
- 3. Mix & Match
- 4. Evenings

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

(**) Meets NAR Ethics Requirement