

OCTOBER 2010

Continuing Education

DATE	TIME	CLASS TITLE	INSTRUCTOR	CATEGORY
Sat. Oct. 9	8:15-2:15	Contract Writing - Part 1 & 2 (6 Hrs.)	Burden	R.E.L.ISS./C-LAW
Sun. Oct. 10	8:15-11:00	Attracting and Working with Foreign Clients	Compton	F.HSE.
	11:30-2:15	Navigating Through the Financial Maze in a Tough Market	Compton	R.E.L.ISS.
	2:30-5:15	The ABC's of Being a "Green" Realtor	Salzler	GENERAL
Mon. Oct. 11	CLOSED	COLUMBUS DAY		
Tues. Oct. 12	8:15-11:00	Operating Rules	Johnson	COMM.STD.
	11:30-2:15	Shift Your Risk	Zwierzynski	R.E.L.ISS.
	2:30-5:15	Making Sense of the "Making Home Affordable" Program	Fenton	DISCLOSURE
Sun. Oct. 17	8:15-11:00	Buyer Representation	Bridgeman	A-LAW
	11:30-2:15	New AAR Contract	D. Israel	C-LAW
Mon. Oct. 18	8:15-11:00	Gender Discrimination	Salisbury	F.HSE.
	11:30-2:15	Consumer Protection Issues	LeBlance	COMM.STD.
	2:30-5:15	Social Media, Web 2.0 and Technology	D. Israel	GENERAL
Tues. Oct. 19	8:15-11:00	Comply or Never R.E.S.P.A. in Peace	LeBlance	DISCLOSURE
	11:30-2:15	Kind Landlords & Responsible Tenants...HA	Connolly	R.E.L.ISS.
	2:30-5:15	Representation Issues	Lenaburg	A-LAW
Sun. Oct. 24	8:15-11:00	Mortgage Fundamentals 101	Flynn	GENERAL
	11:30-2:15	OSHA-Hazardous Material Awareness for R.E. Agents	Salzler	DISCLOSURE
	2:30-5:15	Broker Management Clinic	Pierce	COMM.STD.
Mon. Oct. 25	8:15-11:00	Misrepresentation	Lenaburg	A-LAW
	11:30-2:15	Lending Arizona	Connolly	GENERAL
	2:30-5:15	Understanding Utility Rates	Franklin	R.E.L.ISS.
Tues. Oct. 26	8:15-11:00	The Licensee & Fair Housing	Salisbury	F.HSE.
	11:30-2:15	Residential Purchase Contract	D. Israel	C-LAW

Requirements: 1-Real Estate Legal Issues (R.E.L.ISS.)

- 1-Contract Law (C-LAW)
- 1-Agency Law (A-LAW)
- 1-Fair Housing (F.HSE.)
- 1-Commissioner's Standards (COMM.STD.)
- 1-Disclosure (DISCLOSURE)

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

24 Hour Packages

1. Any of the shaded areas above.
2. Mix & Match
3. Sundays
4. Tuesdays

Tuition for Renewal Classes: Classes Subject to Change Without Notice

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

ATTENTION: (**) meets - NAR ETHICS - requirement.