

Westford College

Olive Location

4425 W. Olive Ave. #128

602-995-9000

SEPTEMBER 2013

Continuing Education

DATE	TIME	CLASS TITLE	Instructor	CATEGORY
Mon. Sept. 2	*****	CLOSED --- Labor day		
Thurs. Sept. 5	8:15-11:00	Fair Housing	Israel	F.HSE.
	11:30-2:15	Environmental Issues	Israel	R.E.L.ISS.
	6:30-9:30	Te Disclosure Course	LeBlance	DISCLOSURE
Fri. Sept. 6	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. Sept. 7	8:15-2:15	Contract Writing – Part 1 & 2 (6Hrs.)	Burden	R.E.L.ISS./C-LAW
	2:30-5:15	Agency Law	Johnson	A-LAW
Wed. Sept. 11	6:30-9:30	Consumer Protection Issues	Bridgeman	COMM.STD.
Thurs. Sept. 12	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 & Real Estate Ethics (Ethics)	Cyga	A-LAW
Fri. Sept. 13	8:15-11:00	Disclosure Issues – Residential Purchase Contract	Israel	DISCLOSURE
	11:30-2:15	Insure the Lender! Are You....?	Israel	C-LAW
Sat. Sept. 14	8:15-11:00	Operating Rules	Compton	COMM.STD.
	11:30-2:15	Attracting & Working with Foreign Clients	Compton	F.HSE.
	2:30-5:15	Enviro. Assessment of Residential & Commercial Properties	Salzler	R.E.L.ISS.
Tues. Sept. 17	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. Sept. 18	9:00-4:00	Contract Writing – Part 1 & 2 (6Hrs.)	D. Israel	R.E.L.ISS./C-LAW
	6:30-9:30	Home Inspection – Disclosure & Risks	Maxie	DISCLOSURE
Thurs. Sept. 19	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	Fair Housing Issues	Horton	F.HSE.
Fri. Sept. 20	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. Sept. 21	8:15-11:00	The Perils of Agency	Daniels	A-LAW
	11:30-2:15	Look Before You Leap	Daniels	DISCLOSURE
	2:30-5:15	Rules to Work By	Pierce	COMM.STD.
Tues. Sept. 24	6:30-9:30	Contract Writing – Part 1 – Must Attend Part 1 & Part 2	Rafeedie	R.E.L.ISS.
Wed. Sept. 25	6:30-9:30	Contract Writing – Part 2 – Must Attend Part 1 & Part 2	Rafeedie	C-LAW
Thurs. Sept. 26	8:15-11:00	Disclosure	Israel	DISCLOSURE
	11:30-2:15	Principles of Appraisal	Israel	GENERAL
	6:30-9:30	Professional Conduct	LeBlance	COMM.STD.
Fri. Sept. 27	8:15-11:00	Appraisal Processes	Israel	GENERAL
	11:30-2:15	Investing in Real Estate	Israel	R.E.L.ISS.
Sat. Sept. 28	8:15-11:00	Agreement Issues	Fenton	C-LAW
	11:30-2:15	The Licensee & Fair Housing	D. Israel	F.HSE.
	2:30-5:15	Buyer Representation	D. Israel	A-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

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

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