

Westford College

Olive Location
MARCH 2010

4425 W. Olive Ave. #128

602-995-9000

Continuing Education

DATE	TIME	CLASS TITLE	INSTRUCTOR	CATEGORY
Mon. Mar. 1	6:30-9:30	Contract Writing - Part 1 – Must attend Part 1 & Part 2	Zemel	R.E.L.ISS.
Tues. Mar. 2	6:30-9:30	Contract Writing - Part 2 – Must attend Part 1 & Part 2	Zemel	C-LAW
Wed. Mar. 3	6:30-9:30	Introduction to the Internet	Buxton	GENERAL
Thurs. Mar. 4	8:15-11:00	Legal Aspects of Contracts - A	Israel	C-LAW
	11:30-2:15	Legal Aspects of Contracts - B	Israel	C-LAW
	6:30-9:30	Professional Conduct	Bridgeman	COMM.STD.
Fri. Mar. 5	8:15-11:00	Disclosure Issues-Residential Purchase Contract	Israel	DISCLOSURE
	11:30-2:15	Legal Aspects of Contracts – D	Israel	C-LAW
Sat. Mar. 6	8:15-11:00	Agency Law	D. Israel	A-LAW
	11:30-2:15	Fair Housing for Property Managers & Landlords	Le Blance	F.HSE.
	2:30-5:15	Ethics & the Licensee (**)	Lenaburg	R.E.L.ISS.
Wed. Mar. 10	6:30-9:30	Estimating Property Value in Today's Market	Putnam	DISCLOSURE
Thurs. Mar. 11	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	Broker Liabilities to Buyers	Salisbury	A-LAW
Fri. Mar. 12	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. Mar. 13	8:15-11:00	Attracting & Working with Foreign Clients	Compton	F.HSE.
	11:30-2:15	Rules to Work By	Compton	COMM.STD.
	2:30-5:15	Enviro. Disclosure – What's Required & What's Not	Maxie	DISCLOSURE
Wed. Mar. 17	6:30-9:30	Social Media, Web 2.0 and Technology	D. Israel	GENERAL
Thurs. Mar. 18	8:15-11:00	Disclosure	Israel	DISCLOSURE
	11:30-2:15	Principles of Appraisal	Israel	GENERAL
	6:30-9:30	Fair Housing Issues	Horton	F.HSE.
Fri. Mar. 19	8:15-11:00	Appraisal Processes	Israel	GENERAL
	11:30-2:15	Investing in Real Estate	Israel	R.E.L.ISS.
Sat. Mar. 20	8:15-11:00	Broker Management Clinic	Daniels	COMM.STD.
	11:30-2:15	Think Twice - Act Once	Daniels	A-LAW
	2:30-5:15	Contracts, Forms & "How To's" for Listings	Salisbury	C-LAW
Mon. Mar. 22	9:00-4:00	Contract Writing - Part 1 & 2 (6Hrs.)	D. Israel	R.E.L.ISS./C-LAW
Wed. Mar. 24	6:30-9:30	Anatomy of a Short Sale	Putnam	C-LAW
Thurs. Mar. 25	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	Agency & Real Estate Ethics (**)	Cyga	A-LAW
Fri. Mar. 26	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. Mar. 27	8:15-11:00	What is Fair	LeBlance	F.HSE.
	11:30-2:15	Contract Law	D. Israel	C-LAW
	2:30-5:15	OSHA-Hazardous Material Awareness for R.E. Agents	Salzler	DISCLOSURE
Tues. Mar. 30	6:30-9:30	Contract Writing - Part 1 – Must attend Part 1 & Part 2	Rafeedie	R.E.L.ISS.
Wed. Mar. 31	6:30-9:30	Contract Writing - Part 2 – Must attend Part 1 & Part 2	Rafeedie	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.**)

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

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

12Hours \$65

24 Hours \$99

() Meets NAR Ethics Requirement**