

Westford College

Olive Location

4425 W. Olive Ave. #128

602-995-9000

SEPTEMBER 2010

Continuing Education

DATE	TIME	CLASS TITLE	INSTRUCTOR	CATEGORY
Wed. Sept. 1	9:00-4:00	Contract Writing - Part 1 & 2 (6Hrs.)	D. Israel	R.E.L.ISS./C-LAW
Thurs. Sept. 2	8:15-11:00	Disclosure	Israel	DISCLOSURE
	11:30-2:15	Principles of Appraisal	Israel	GENERAL
Fri. Sept. 3	8:15-11:00	Appraisal Processes	Israel	GENERAL
	11:30-2:15	Investing in Real Estate	Israel	R.E.L.ISS.
Wed. Sept. 8	6:30-9:30	Introduction to the Internet	Buxton	GENERAL
Thurs. Sept. 9	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	Estimating Property Value in Today's Market	Putnam	DISCLOSURE
Fri. Sept. 10	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. Sept. 11	8:15-11:00	Agency Case Studies	Compton	A-LAW
	11:30-2:15	Fair Housing Case Studies	Compton	F.HSE.
	2:30-5:15	New AAR Contract	D. Israel	C-LAW
Wed. Sept. 15	6:30-9:30	Anatomy of a Short Sale	Putnam	C-LAW
Thurs. Sept. 16	8:15-11:00	Residential Lending-Pitfalls & Protection	Israel	DISCLOSURE
	11:30-2:15	Financing Alternatives	Israel	GENERAL
	6:30-9:30	Fair Housing Issues	Horton	F.HSE.
Fri. Sept. 17	8:15-11:00	Settlements & Closings	Israel	R.E.L.ISS.
	11:30-2:15	Broker Management Clinic	Israel	COMM.STD.
Sat. Sept. 18	8:15-11:00	H.A.F.A.?	Daniels	R.E.L.ISS.
	11:30-2:15	Write On	Daniels	C-LAW
	2:30-5:15	Agency and Real Estate Ethics (**)	Cyga	A-LAW
Mon. Sept. 20	6:30-9:30	Social Media, Web 2.0 and Technology	D. Israel	GENERAL
Tues. Sept. 21	8:15-2:15	Contract Writing - Part 1 & 2 (6Hrs.)	Bridgeman	R.E.L.ISS./C-LAW
Wed. Sept. 22	6:30-9:30	Enviro. Disclosure – What's Required & What's Not	Maxie	DISCLOSURE
Thurs. Sept. 23	8:15-11:00	Land Aspects of Real Estate Law -A	Israel	R.E.L.ISS.
	11:30-2:15	Land Aspects of Real Estate Law -B	Israel	R.E.L.ISS.
	6:30-9:30	Representation Issues	Lenaburg	A-LAW
Fri. Sept. 24	8:15-11:00	Land Aspects of Real Estate Law -C	Israel	R.E.L.ISS.
	11:30-2:15	Land Aspects of Real Estate Law -D	Israel	C-LAW
Sat. Sept. 25	8:15-11:00	Gender Discrimination	Salisbury	F.HSE.
	11:30-2:15	Rules Workshop	Lenaburg	COMM.STD.
	2:30-5:15	OSHA-Hazardous Material Awareness for R.E. Agents	Salzler	DISCLOSURE
Mon. Sept. 27	6:30-9:30	Contract Writing - Part 1 – Must attend Part 1 & Part 2	Rafeedie	R.E.L.ISS.
Tues. Sept. 28	6:30-9:30	Contract Writing - Part 2 – Must attend Part 1 & Part 2	Rafeedie	C-LAW
Wed. Sept. 29	8:15-11:00	Making Sense of "Making Home Affordable" Programs	Fenton	DISCLOSURE
	11:30-2:15	Fair Housing for Property Managers and Landlords	LeBlance	F.HSE.
	6:30-9:30	The ABC's of Being a "Green" Realtor	Salzler	GENERAL
Thurs. Sept. 30	8:15-11:00	Broker Agency Issues	Israel	A-LAW
	11:30-2:15	Real Estate Employment Contracts	Israel	C-LAW
	6:30-9:30	Professional Conduct	Bridgeman	COMM.STD.

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