

CONTINUING EDUCATION

UPDATES & ELECTIVES

SEPTEMBER - NOVEMBER, 2019



Raleigh Regional
Association of REALTORS®



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Cary, NC 27513

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Register Online!
www.RRAR.com



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Association of REALTORS®

Or Register Online: www.RRAR.com

WEDNESDAY, SEPTEMBER 18, 2019
2019-2020 BROKER-IN-CHARGE UPDATE (BICUP) #8820

8:30 am – 12:30 pm
 INSTRUCTOR: BILL GALLAGHER
 The Broker-in-Charge Update is designated for BICs and BIC eligible brokers only!

WEDNESDAY, SEPTEMBER 18, 2019
ELECTIVE: TRENDS: THE CURRENT & FUTURE DIRECTION OF THE REAL ESTATE PROFESSION, #3439

1:30 pm – 5:30 pm
 INSTRUCTOR: BILL GALLAGHER
 This course incorporates legislative issues that influence real estate practice, trends and statistics that affect real estate brokerage including agency, fiduciary duties and risk management. Real estate licensees cannot best serve the interests of their clients and the consuming public without understanding the current trends and practices that affect their role as real estate professionals. This course covers 15 critical trends in the real estate profession. They are broken down into 3 major categories which include: (1) The Top 5 Disruptive Trends Affecting the Real Estate Profession (2) The Top 5 Technology Trends Affecting Real Estate and (3) The Top 5 Client Trends. Attendance in this class will provide current and relevant information to licensees so that they will be better able to meet and serve the needs of the public and better fulfill their responsibilities to consumers.

WEDNESDAY, OCTOBER 16, 2019
2019-2020 GENERAL UPDATE (GENUP) #9920

8:30 am – 12:30 pm
 INSTRUCTOR: TRAVIS EVERETTE
 Topics covered: competence of Licensees and the broker's duty to provide clients with skill, care and diligence, material facts, property inspections, wire fraud, law and rule updates and licensing and education.

WEDNESDAY, OCTOBER 16, 2019
ELECTIVE: BUYERS WITH POWER: WINNING STRATEGIES FOR QUALIFICATION INSPECTION AND CLOSING #3548

1:30 pm – 5:30 pm
 INSTRUCTOR: TRAVIS EVERETTE
 Buyer representation is still a relatively "new kid on the block" in terms of agency relationships, but has rapidly gained popularity and become a fixture of modern real estate practice. Buyers have very unique needs and representing them properly requires rethinking the process from beginning to end. The goal of this course is to provide some guidance in that process and ensure that all who attend will be better suited to protect their buyer clients and provide the best possible path toward a beneficial outcome.

THURSDAY, NOVEMBER 7, 2019
2019-2020 GENERAL UPDATE (GENUP) #9920

8:30 am – 12:30 pm
 INSTRUCTOR: MEL BLACK
 Topics covered: competence of Licensees and the broker's duty to provide clients with skill, care and diligence, material facts, property inspections, wire fraud, law and rule updates and licensing and education.

THURSDAY, NOVEMBER 7, 2019
ELECTIVE: MEL'S REAL ESTATE COUNTDOWN #3516

1:30 pm – 5:30 pm
 INSTRUCTOR: MEL BLACK
 Mel counts down some of the most requested real estate brokerage topics from a statewide survey. He presents well-researched and accurate information as well as guidance of how to make sure you are doing things the right way. Topics in this class include coming soon listings, making and receiving referrals, valuing upgrades, and special property features, working with an unrepresented buyer, and square footage. Join us for this lively discussion that is sure to give you something to apply immediately in your real estate business.

NAME TYPE OR PRINT AS APPEARS ON LICENSE _____

MAILING ADDRESS _____

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I AM A MEMBER OF (PLEASE CHECK ONE BOX BELOW)

- Board of REALTORS® \$60 Per Class
 I am not a member of a Board/Association of REALTORS® \$65 Per Class

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TIPS FOR A SUCCESSFUL REGISTRATION

- Remember to check each class desired and return the entire registration form.
- Your real estate license number is a vital part of your application. Double check to be sure it is correct.
- When filling in a credit card number, be sure to include the expiration date.
- Make a copy of your completed registration form before sending. You will NOT receive a confirmation letter in the mail.
- You MUST present your real estate license pocket card, or a copy of your license at check-in before class.
- Please check-in 20 minutes before class begins.
- If space is available, registrations will be taken until noon the day before class.
- SPECIAL SERVICES: In accordance with ADA, if you have any disabilities which require special accommodations, please notify us immediately.
- CANCELLATION POLICY: The full tuition fee less \$10.00 will be refunded if cancellation notice is received at least 24 hours prior to the course. If class is missed without 24 hour notice, ENTIRE fee is forfeited.
- Students have 2 years from receipt of payment to use CE financial credits on file.
- If RRAR has to cancel a continuing education class, we will try to give 72 hours notice.**

THERE ARE 8 ADDITIONAL ELECTIVES AVAILABLE ONLINE THROUGH WWW.RRAR.COM.

The Raleigh Regional Association of REALTORS® is a non-profit organization. Any profits generated from this CE program are returned to the Association to provide better quality programs for our members.