

CONTINUING EDUCATION

UPDATES & ELECTIVES

APRIL - JUNE, 2019



Raleigh Regional
Association of REALTORS®



111 Realtors Way
Cary, NC 27513

phone: 919.654.5400
fax: 919.654.5401
Register Online!
www.RRAR.com



Raleigh Regional
Association of REALTORS®

WEDNESDAY, APRIL 3, 2019
2018-2019 BROKER-IN-CHARGE
UPDATE (BICUP) #8819

8:30 am – 12:30 pm

INSTRUCTOR: GEORGE BELL

The Broker-in-Charge Update is designated for BICs and BIC eligible brokers only!

WEDNESDAY, APRIL 3, 2019
ELECTIVE: BETWEEN THE LINES:
INSIGHTS FROM THE REAL ESTATE
BULLETIN, #3461 1:30 PM – 5:30 PM

INSTRUCTOR: GEORGE BELL

This course is based upon articles published by the NC Real Estate Commission (NCREC) in their newsletter, Real Estate Bulletin, from 2007-2017. It is designed as an interactive group exercise and allows each licensee to judge for themselves how much they do or do not know about the requirements imposed by the NCREC. We begin with a “knowledge quiz”, but each article is included, in full, as it appears in the Bulletin. You may discover that you do not know as much about the NCREC’s various positions as you initially thought.

WEDNESDAY, APRIL 17, 2019
2018-2019 GENERAL UPDATE #9919

8:30 am – 12:30 pm

INSTRUCTOR: DEBBIE LONG

Topics include: Material fact issues, contract issues, offer and acceptance, oral negotiations, emails and texts, due diligence fees and earnest money deposits, agency issues, unlicensed activity, property management, license law and rules update.

WEDNESDAY, APRIL 17, 2019
ELECTIVE: EVERYTHING I KNOW
ABOUT REAL ESTATE I LEARNED
FROM THE MOVIES (AND TV), #3522

1:30 PM – 5:30 PM

INSTRUCTOR: DEBBIE LONG

Land and real estate brokers are often motifs and characters in television/movies. I’ve kidded students that every great book and movie has real estate at its core, citing Gone With the Wind, but also Citizen Kane, and more. This course reviews a variety of critical concepts in real property theory and NC license law/rules by examining clips from cinema and television.

THURSDAY, MAY 9, 2019
2018-2019 GENERAL UPDATE #9919

8:30 am – 12:30 pm

INSTRUCTOR: GEORGE BELL

Topics include: Material fact issues, contract issues, offer and acceptance, oral negotiations, emails and texts, due diligence fees and earnest money deposits, agency issues, unlicensed activity, property management, license law and rules update.

THURSDAY, MAY 9, 2019
ELECTIVE: BETWEEN THE LINES:
INSIGHTS FROM THE REAL ESTATE
BULLETIN, #3461 1:30 PM – 5:30 PM

INSTRUCTOR: GEORGE BELL

This course is based upon articles published by the NC Real Estate Commission (NCREC) in their newsletter, Real Estate Bulletin, from 2007-2017. It is designed as an interactive group exercise and allows each licensee to judge for themselves how much they do or do not know about the requirements imposed by the NCREC. We begin with a “knowledge quiz”, but each article

is included, in full, as it appears in the Bulletin. You may discover that you do not know as much about the NCREC’s various positions as you initially thought.

WEDNESDAY, MAY 22, 2019
2018-2019 BROKER-IN-CHARGE
UPDATE (BICUP) # 8819

8:30 am – 12:30 pm

INSTRUCTOR: MEL BLACK

The Broker-in-Charge Update is designated for BICs and BIC eligible brokers only!

WEDNESDAY, MAY 22, 2019
ELECTIVE: MEL’S REAL ESTATE
COUNTDOWN, COURSE #3516

1:30 PM – 5:30 PM

INSTRUCTOR: MEL BLACK

Mel Black 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 include coming soon listings, making and receiving referrals, valuing upgrades, special property features, working with an unrepresented buyer, and square footage.

TUESDAY, JUNE 4, 2019
2018-2019 BROKER-IN-CHARGE
UPDATE (BICUP) #8819

8:30 am – 12:30 pm

INSTRUCTOR: GEORGE BELL

The Broker-in-Charge Update is designated for BICs and BIC eligible brokers only!

TUESDAY, JUNE 4, 2019
ELECTIVE: THE CONTRACT MAZE
#2430 1:30 pm – 5:30 pm

INSTRUCTOR: GEORGE BELL

When does an offer become a contract? A seemingly simple question, however, many lawsuits have arisen from sellers and buyers not agreeing on this point. This course addresses electronic signature legislation, fax and email communications, multiple, back-up and contingent offers, and much more.

FRIDAY, JUNE 7, 2019
2018-2019 GENERAL UPDATE #9919

8:30 am – 12:30 pm

INSTRUCTOR: DEBBIE LONG

Topics include: Material fact issues, contract issues, offer and acceptance, oral negotiations, emails and texts, due diligence fees and earnest money deposits, agency issues, unlicensed activity, property management, license law and rules update.

FRIDAY, JUNE 7, 2019
ELECTIVE: EVERYTHING I KNOW
ABOUT REAL ESTATE I LEARNED
FROM THE MOVIES (AND TV), #3522

1:30 PM – 5:30 PM

INSTRUCTOR: DEBBIE LONG

Land and real estate brokers are often motifs and characters in television/movies. I’ve kidded students that every great book and movie has real estate at its core, citing Gone With the Wind, but also Citizen Kane, and more. This course reviews a variety of critical concepts in real property theory and NC license law/rules by examining clips from cinema and television.

Please mark your calendar, select courses and return ENTIRE form with
TOTAL PAYMENT. Mail check, FAX or Email credit card information.

Or Register Online: www.RRAR.com

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Raleigh Regional Association of REALTORS®

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CaraM@RRAR.com

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.

ALL COURSES ARE NC REAL ESTATE COMMISSION APPROVED FOR CE