

CONTINUING EDUCATION

UPDATES & ELECTIVES

JANUARY-MARCH 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, JANUARY 23, 2019
2018-2019 GENERAL UPDATE #9919

8:30 am – 12:30 pm
 INSTRUCTOR: BILL GALLAGHER
 Topics Include: Radon, selected topics in property management, law and rule updates, protecting consumers' personal information, licensing and education review

WEDNESDAY, JANUARY 23, 2019
ELECTIVE: TOXIC TRANSACTIONS AND HOW TO HANDLE THEM #3459

1:30 pm – 5:30 pm
 INSTRUCTOR: BILL GALLAGHER
 The real estate profession presents many challenges. Experienced agents complain about the long hours, the lack of respect for the industry, and the many failures and rejections they encounter in their daily practice. But the greatest challenge brokers may face are toxic transactions, that is, those dealings that in addition to the complexity of the transaction itself include participants who are extremely difficult. The purpose of this course is to help real estate licensees identify the elements of various transactions (including the participants) which could become difficult and risky and techniques necessary to deal with them effectively.

THURSDAY, FEBRUARY 14, 2019
2018-2019 BROKER-IN-CHARGE (BICUP) #8819

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

THURSDAY, FEBRUARY 14, 2019
ELECTIVE: SECRETS OF RESIDENTIAL INVESTING #3344

1:30 pm - 5:30 pm
 INSTRUCTOR: BRIAN PATE
 This course was designed to familiarize licensees with the basic principles of residential investment properties. It includes information about building wealth through residential investments in real estate, provides details about the basic principles of residential real estate investing and includes class studies applying those principles. As a result of taking this course, licensees will be better informed and prepared to work with residential investor clients and to understand the unique viewpoints of investors in residential real estate. Licensees will also be more familiar with investment principles and be able to articulate to clients and customers the benefits of real estate investing.

WEDNESDAY, MARCH 13, 2019
2018-2019 GENERAL UPDATE #9919

8:30 am – 12:30 pm
 INSTRUCTOR: BILL GALLAGHER
 Topics Include: Radon, selected topics in property management, law and rule updates, protecting consumers' personal information, licensing and education review

WEDNESDAY, MARCH 13, 2019
ELECTIVE: TOXIC TRANSACTIONS AND HOW TO HANDLE THEM #3459

1:30 pm - 5:30 pm
 INSTRUCTOR: BILL GALLAGHER
 The real estate profession presents many challenges. Experienced agents complain about the long hours, the lack of respect for the industry, and the many failures and rejections they encounter in their daily practice. But the greatest challenge brokers may face are toxic transactions, that is, those dealings that in addition to the complexity of the transaction itself include participants who are extremely difficult. The purpose of this course is to help real estate licensees identify the elements of various transactions (including the participants) which could become difficult and risky and techniques necessary to deal with them effectively.

WEDNESDAY, MARCH 20, 2019
2018-2019 BROKER-IN-CHARGE (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, MARCH 20, 2019
ELECTIVE: MEL'S REAL ESTATE COUNTDOWN #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 in his 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.

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

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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- Board of REALTORS® \$60 Per Class
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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.**

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.