

Greenwood Association of REALTORS®

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MANDATORY CONTINUING EDUCATION

\$50.00 per class \$90.00 both classes same day

***** Add \$25.00 late fee if registering less than one week prior to start of course *****

April 12

____ (1) Real World Fair Housing
CEE 116034 8:30pm-12:30pm

____ (2) What's Your EQ (Ethical Quotient)?
CEE 2082 1:30pm-5:30pm

May 10

____ (1) What's Your EQ (Ethical Quotient)?
CEE 2082 8:30pm-12:30pm

____ (2) Buyer Representation in Real Estate
CEE 116037 1:30pm-5:30pm

June 21

____ (1) What's Your EQ (Ethical Quotient)?
CEE 2082 8:30pm-12:30pm

____ (2) Top 10 Ways to Be Disciplined
CEC 116400 1:30pm-5:30pm

Oct 11

____ (1) What's Your EQ (Ethical Quotient)?
CEE 2082 8:30pm-12:30pm

____ (2) Advanced Buyer Agency Skills
CEE 116013 1:30pm-5:30pm

Nov 1

____ (1) Buyer Representation in Real Estate
CEE 116037 8:30pm-12:30pm

____ (2) What's Your EQ (Ethical Quotient)?
CEE 2082 1:30pm-5:30pm

Instructor: Dianna Brouthers, College of Real Estate, Inc.

Location (unless otherwise announced): Greenwood Association of Realtors® classroom, 231 Hampton Ave, Greenwood, SC 29646

Name as it appears on RE License: _____ Real Estate License #: _____

Company name & Address: _____

Phone: _____ Fax: _____

Email: _____

PLEASE BILL MY: MC VISA DISCOVER (PLEASE DO NOT FAX THIS INFORMATION)

CARDHOLDER NAME & BILLING ADDRESS: please print name as it appears on card

Card Number: _____ Exp Date: _____ VOC _____

ENCLOSED is registration fee of \$ _____ Check # _____

Please make check payable to *Greenwood Association of REALTORS®*

- I understand that in order to receive full MCE credit, I must attend the entire class. Absolutely no partial credit will be given. Full refunds will be paid only if written notification is postmarked or faxed at least *seven days* prior to date of the class. One-half (1/2) tuition will be refunded if written notice is postmarked or faxed *less than seven days* prior to the date of the class.
- No refunds will be given if cancellation notice is not postmarked or faxed *at least two (2) days* before the start of the class. No make-ups or retakes will be given.
- The Greenwood Association of REALTORS® reserves the right to cancel or postpone courses due to low registration or weather emergencies.
- Courses are open to all persons regardless of race, creed, color, sex, national origin, familial status, or handicap. If you have special needs, please notify GAR prior to the course.

My signature indicates that I have read, understand and consent to the above.

Signature: _____ Date: _____

COURSE DESCRIPTIONS

- **What's your EQ (Ethical Quotient)?**

Technology, consumer needs, and new regulations create new challenges that REALTORS® face in their everyday business practice. Because change on the street precedes the changes to the Code of Ethics, there are times when the highly ethical REALTOR® must navigate without clear guidance. In 2010 REALTORS® will have to make decisions based on their personal EQ (ethical quotient). When faced with hard choices, to what (or whose) standard will you hold yourself accountable? Learn to apply the 2010 Code of Ethics and license law to determine your behavior in this four-hour elective course.

- **Real World Fair Housing**

This course is great refresher on fair housing and has been updated for 2010. Focusing on “real world” issues such as fair housing advertising and provisions of service, the course uses a scenario approach to give the agent the skills and confidence needed to meet any fair housing challenge.

- **Advanced Buyer Agency Skills**

Pre-requisite training in buyer agency recommended. Expanding on basic skills, this course is designed for the seasoned buyer agent who has a need for skill refinement. In addition, recent liability issues involving buyer agency will be discussed as well as enhanced skill training in listing the buyer and discussing required agreements and fees involved.

- **Buyer Representation in Real Estate**

Based on the third edition of this book published by Dearborn Financial Publishing and written by Dianna Brouters and Roger Turcotte, this course is a review of basic buyer agency, includes a demonstration of a buyer agency presentation, and focuses on compensation and diligence. Each attendee receives a copy of Buyer Representation in Real Estate.