



2009 CRCBR Spring Continuing Education

All classes will be held at the Marriott Executive Park, 5700 Westpark Dr., Charlotte, NC 28217

Course Descriptions

Mandatory Update – Commercial Version (CE Approved)

The 2008-9 Update will cover material facts, new Commission rules, licensing & education issues and the changes to the commercial contract, Agreement to Purchase Form 580-T. The Commercial Version of the Update has been modified for the commercial practitioner. For agents who practice residential real estate, it is strongly recommended that they take the regular Update, not this version.

Broker-In-Charge Annual Review Course (CE Approved)

The 2008-9 BICAR will cover distressed sellers, short sales and foreclosures. Lending laws, loan fraud and Broker-in-Charge requirements will also be discussed. The Broker-In-Charge Annual Review Course is a mandatory elective for all brokers-in-charge who wish to remain a broker-in-charge as of July 1, 2009 for the 2009-2010 licensing period. This continuing education course is reserved only for licensees who are brokers-in-charge or who retain broker-in-charge eligibility or who are seeking to reinstate broker-in-charge eligibility. Only such licensees shall receive continuing education elective credit for this course.

8 Strategies for a Slow Market - Commercial Version (CE Approved)

While buyers are understandably nervous about investing in today's shaky real estate market, sophisticated real estate brokers can provide buyers with an analysis that demonstrates that buyers are better off buying today than a year from now. This course offers 8 creative strategies which help licensees by teaching them about nontraditional financing methods and also offers them opportunity to earn additional commissions and income from their transactions. Attendees will need to bring a simple calculator.

Advanced 1031 Exchanges - Reverse/Improvements (CE Approved)

The course will focus on advanced 1031 Exchange topics including Reverse Exchanges, Improvement Exchanges and more.

Ethics for Commercial Agents (CE Approved)

This course discusses professional ethical issues, ethical decision making, and professional conduct utilizing a lecture/case study discussion format. This course satisfies NAR's 2.5 hours ethics requirements, and the 4 hour NCREC elective requirement.

Gold Passport

The Gold Passport takes \$20 off the already discounted total member price for two CE courses. Pay for your continuing education once, and schedule classes at your convenience. Pay no rescheduling fees if CRCBR is notified by 12:00 pm the business day prior to the class date. Use your Gold Passport anytime between the time of purchase and December 31, 2009.

Policies & Restrictions

- The Gold Passport is available to REALTOR® members only.
- Gold Passport is valid from date of purchase through December 31, 2009.
- Gold Passport not valid for the Commercial Certificate Program Classes
- Gold Passport not valid for CRCBR on-line continuing education classes
- Gold Passport valid anytime between time of purchase and December 31, 2009.

Cost

The cost of the Gold Passport is \$110. To purchase a Gold Passport, please check the appropriate box on the registration form.

2009 Course Schedule

Mandatory Update – Commercial Version

- **May 7, 2009**
8:30am – 12:30pm
Instructor: Cindy Chandler
- **May 12, 2009**
2:00pm – 6:00pm
Instructor: Garth Dunklin
- **June 5, 2009**
8:30am – 12:30pm
Instructor: Garth Dunklin

Broker-in-Charge Annual Review Course

- **May 12, 2009**
8:30am – 12:30pm
Instructor: Garth Dunklin

Ethics for Commercial Agents

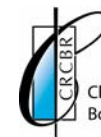
- **May 7, 2009**
2:00pm – 6:00pm
Instructor: Cindy Chandler

8 Strategies for a Slow Market

- **May 29, 2009**
8:30am – 12:30pm
Instructor: Debbie Long

Advanced 1031 Exchanges: Reverse/Improvements

- **June 1, 2009**
2:00pm – 6:00pm
Instructor: Dave Pawlowski



Continuing Education



2009 CRCBR Spring Continuing Education Registration Form

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Fees:

- I would like to purchase a Gold Passport (\$110)*
- I am already a Gold Passport Holder
- CRCBR Member (\$65 per class)
- Non-Member (\$85 per class)

**If purchasing a Gold Passport, please select the 2 classes you plan to attend, and return form with your payment of \$110.*

Please indicate the course(s) you wish to take:

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- June 1**, 2:00pm – 6:00pm, Instructor: Dave Pawlowski

Policies:

Confirmation policy: An email confirmation will be sent 2 - 3 business days before class date.

Transfer Policy: You may transfer your registration to another class of equal value. Class transfers must be made by 12:00 pm the day before the class. All class transfers must be received in writing at the CRCBR office. To transfer your class registration, fax or email the CRCBR office informing them of the class you are currently registered for and the class you wish to transfer to. Transfers requests made after 12:00 pm the day before the class may not be honored.

Cancel/Refund Policy: All class cancellations must be received in writing at the CRCBR office by 12:00 pm the day before the class to receive a refund. Cancellations received 3 or more business days prior to the class will receive a full refund. Cancellations received within the 3 day period will be charged a \$10 processing fee. Cancellations made after 12:00 pm the day before will not receive a refund. No-shows will not receive a refund.

Class Cancellation Policy: CRCBR reserves the right to cancel a class if less than 20 students are registered.

2009 CRCBR Spring Continuing Education Registration Form

Name (as it appears on your RE license) _____

North Carolina RE License # (as it appears on your RE license) _____

Company _____

Phone _____ Fax _____

Email Address _____

Payment Method:

of Classes _____ x \$ _____ = \$ _____ Total Payment (if not purchasing a Gold Passport) _____

Check Visa MasterCard AMEX \$ _____ is enclosed.

CC#: _____ Exp. Date _____

CID # AMEX _____ VISA/MC _____ The CID for AMEX is located above the CC#, for Visa and MC it is the Last 3 Digits of the number on back

Billing Address _____

City _____ State _____ Zip _____

Mail or fax completed registration form and payment to:
CRCBR, 400 East Boulevard, Suite 210, Charlotte, NC 28203.

Fax with Visa/MC/AmEx payment to:
704-377-8983.

For questions call CRCBR at 704-377-8982, or email us at info@crcbr.org.