

2010 Charlotte Region Commercial Board of REALTORS® CE Registration Form



2010 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 2009-10 Commercial Version Update topics will include agency disclosure requirements, selected property management issues, due diligence, licensing and education issues. The Commercial Version of the Update has been modified for the commercial practitioner.

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

The 2009-10 Broker-In-Charge Annual Review will cover dual & designated agency, compensation & disclosure issues including changes to the compensation disclosure rule (Rule A.0109), and a review of BIC requirements. 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, 2010 for the 2010-2011 licensing period. Only licensees who are brokers-in-charge, or who are broker-in-charge eligible will receive 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.

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.

Anatomy of a Deal (CE Approved)

This program covers the steps the mortgage broker, banker and lender take when analyzing income producing real estate for financing. A knowledgeable broker must understand this process to effectively assist the buyer or seller of investment real estate.

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 June 4, 2010.

Policies & Restrictions

- The Gold Passport is available to REALTOR® members only.
- Gold Passport is valid from date of purchase through June 4, 2010.
- Gold Passport not valid for the Commercial Certificate Program classes
- Gold Passport not valid for CRCBR on-line continuing education classes

Cost

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

2010 Course Schedule

Mandatory Update – Commercial Version

March 25, 2010

8:30am – 12:30pm

Instructor: Cindy Chandler

April 20, 2010

2:00pm – 6:00pm

Instructor: Garth Dunklin

May 6, 2010

8:30am – 12:30pm

Instructor: Cindy Chandler

May 12, 2010

8:30am – 12:30pm

Instructor: Garth Dunklin

June 4, 2010

8:30am – 12:30pm

Instructor: Garth Dunklin

Broker-In-Charge Annual Review Course

April 20, 2010

8:30am – 12:30pm

Instructor: Cindy Chandler

May 12, 2010

2:00pm – 6:00pm

Instructor: Garth Dunklin

May 27, 2010

8:30am – 12:30pm

Instructor: Cindy Chandler

Electives

8 Strategies for a Slow Market

March 25, 2010

2:00pm – 6:00pm

Instructor: Debbie Long

Ethics for Commercial Agents

May 6, 2010

2:00pm – 6:00pm

Instructor: Cindy Chandler

Anatomy of a Deal

May 27, 2010

2:00pm – 6:00pm

Instructor: Cindy Chandler



Charlotte Region Commercial
Board of REALTORS®

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CE 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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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. CRCBR reserves the right to cancel a class if class participation minimums are not met.

2010 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 _____

Submit registration & payment to: CRCBR, 400 East Boulevard, Suite 210, Charlotte, NC 28203. Fax to: 704-377-8983.
Or, email completed form to info@crcbr.org. For questions call CRCBR at 704-377-8982, or email us at info@crcbr.org.