

GREATER FAIRFIELD BOARD OF REALTORS
2012 Winter/Spring Schedule
Continuing Education
\$25 members, \$30 non-members
Pay on-line gfbor.com or call 203-255-0497

Reservations required for all classes

All classes held at First Church Congregational
1:30-4:30 p.m.

Cancellation policy: refunds or credits will be given if cancelled prior to class

Required course for license renewal : CT Real Estate Agent Fiduciary Duties & Law Update; required course to maintain REALTOR status with NAR: Code of Ethics (also serves as a 3 hour elective for license renewal). A total of 12 credit hours necessary for license renewal. All courses listed below are 3 credits each. PLEASE SCROLL DOWN FOR CLASS DESCRIPTIONS....

<u>DATE</u>	<u>COURSE</u>	<u>SCHOOL</u>
Feb. 16	CT Real Estate Agent Fiduciary Duties & Law Update	Dynamic Directions
March 8	Tech Agent: Managing Your Risks & Reputation	Amy Chorew Dynamic Directions
March 15	Code of Ethics--Updated Case Studies	Andover
March 22	This Old Connecticut House	Tiger
April 12	CT Real Estate Agent Fiduciary Duties & Law Update	Andover
April 19	Code of Ethics--Updated Case Studies	Andover
April 26	Minimize Your Risk, Maximize Your Earnings	Tiger
May 10	Real Estate Staging 101, The Consumer's Guide to Real Estate Staging	Real Estate Staging Assoc.

Tech Agent: Managing Your Risks & Reputation

National instructor, Amy Chorew, will combine technology with today's real estate transactions in this course. With the increasing use of the internet to market your services and properties, communicate with clients & customers to transact business, you need to be aware of the different areas of risks.

Learn ways to be certain you are in compliance with federal and state laws, NAR Code of Ethics standards regarding internet use, advertising and protecting the privacy of clients. This course will help you feel confident as you walk away with better knowledge of conducting real estate activities on the web.

This Old CT House

If you take this course you will learn the following: architectural styles & history, understanding the construction process to help determine age, top 10 deterioration issues & solutions and selling antique homes, what you need to know.

Minimize Your Risk, Maximize Your Earnings

Understanding and recognizing the top 10 property conditions that most often lead to disputes. 80% of claims against agents are due to property related conditions; property condition disclosure is the third leading cause of disputes in the transaction; 56% of buyers rely upon their agent to point out faults with the property. Learn to recognize and interpret warning signs to better protect yourself and your clients.

Real Estate Staging 101, The Consumers Guide to Real Estate Staging

You will learn: what is home staging and what is included in home staging, the cost and value of home staging; how to leverage marketing efforts with staging, photos and internet presence; how buyers think and how staging influences them to buy; home staging statistics and facts; why sellers respond better to professional stagers advice; the agent and staging, how to collaborate with a home stager and how to present home staging to your clients and overcome objections.

WHEN REGISTERING--PLEASE INCLUDE: real estate license #, phone # and email address.