

Peninsula Real Estate School

Owned and operated by the

Virginia Peninsula Association of REALTORS®



8 - Hour Broker Management CE Course

| <u>Location</u> | <u>Time for ALL Classes</u> | <u>Price</u> |
|--|--|--|
| VPAR Building 1001 North Campus Parkway, Hampton 23666 | Module I: 8:30 a.m. - 12:30 p.m. Module II: 1:30 p.m. - 5:30 p.m. | \$30 per module for Members \$35 per module for Non-Members |

Module I & II 2019 Class Schedule

Monday, Feb. 18

- Module I
- Module II

Tuesday, June 11

- Module I
- Module II

Tuesday, Sept. 10

- Module I
- Module II

Tuesday, December 10

- Module I
- Module II

Broker Management Module I

- Understand the importance of keeping pace with emerging trends in the real estate business now and in the future.
- Recognize the power that the consumer holds in the marketplace and that real estate companies must adjust to today's consumer driven business.
- Discuss changes that have impacted today's real estate businesses and the job of managers and changes that could challenge both in the future.

Broker Management Module II

- * Building Your Offense
- * Insuring Against Risk
- * Dispute Resolution
- * Property Disclosures
- * Anti trust
- * Communications Issues and Policies
- * RESPA
- * Fair Housing
- * Controlled Business Arrangements

Payment **MUST** be made at time of registration. Register online at members.vpar.realtor and click on Member Service Center to register, fax to 757-596-3911 or email to: jo@vpar.org. VPAR reserves the right to cancel a class if less than 10 people are registered. Students must give 48 hours notice of cancellation for a full refund. Please notify us in advance if you have a disability that requires special services.

Registration Form

Complete form and fax to 757-596-3911.
Payment **MUST** be made at time of registration.

Name: _____

Address: _____

City/Zip _____

Phone: _____

Email: _____

License # _____

Exp. Date: _____

Method of Payment

- Check
- Visa
- AmEx
- Master Card
- Discover Card
- Bill office

Credit Card #: _____

Exp. Date: _____

Signature: _____

- VPAR Member: \$30 Per Module
- Non-Member: \$35 Per Module