

May and June are full of great classes-You won't want to miss any of them!

Register today to earn CE or PL credits! www.WAARealator.com

➤ **ROOKIE Program: Understanding FHA Loans**

Date: Thursday, May 14, 2009

Time: 9:00 am-11:00 am

Instructor: Pam Catts, Prosperity Mortgage

Fee: FREE to all WAAR Rookies (licensed on or after January 1, 2007)

Approved for: 2 CE or PL RE Related (elective) credits

➤ **Broker Management & Supervision – Earn mandatory Broker CE credits!**

“Is Your Company Lawsuit Proof?”

Class minimum: 4

Date: Wednesday, May 20, 2009

Time: 8:30 am-12:30 pm

Instructor: Pat Snyder

Fee: \$40 WAAR Members; \$60 NonMembers

Approved for: 4 mandatory Broker Management & Supervision credits

➤ **Broker Management & Supervision – Earn mandatory Broker CE credits!**

“Managing Risk”

Class minimum: 4

Date: Wednesday, May 20, 2009

Time: 1:30 am-5:30 pm

Instructor: Pat Snyder

Fee: \$40 WAAR Members; \$60 NonMembers

Approved for: 4 mandatory Broker Management & Supervision credits

➤ **Tax Strategies for the Real Estate Professional**

Class minimum: 15

➤ **Class Flyer Information**

Location: WAAR Classroom

Date: Thursday, May 21, 2009

Time: 10:30 am-12:00 pm

Instructor: Maury Scarborough, Bradford & Company, Inc

Fee: FREE

Many of us assume our accountants take care of our taxes....but forget that WE are the ones giving them the numbers and records they are using to prepare our tax return. This seminar is guaranteed to identify between \$2500 and \$27,500 in NEW deductions that can be used right away to pocket thousands in tax savings.

-This seminar is excerpted from the Bradford & Company, Inc. Tax Strategies for the Self-Employed 8-hr audio course (available at the seminar).

➤ **Listing Input & Maintenance Class**

Date: Monday, June 8, 2009

Time: 9:30 am-12:30 pm

Instructor: Sue Strasser, WMLS Director

Fee: \$25

➤ **8 hour Mandatory CE Class**

Date: Friday, June 12, 2009

Time: 8:30 am-5:30 pm

Instructor: WAAR Instructors

Fee: \$50 Members; \$75 Nonmembers

Approved for 3 hours mandatory Ethics CE, 1 hour Legal Update CE, 1 hour Contracts CE, 1 hour RE Agency CE and 2 hours Fair Housing CE

Or

Approved for 8 hours residential elective PL

➤ **Ethics & Standards of Conduct**

Date: Friday, June 12, 2009

Time: 8:30 am-11:30 am

Instructor: WAAR Instructors

Fee: \$30 Members; \$45 Nonmembers

Approved for 3 hours mandatory Ethics CE/PL

➤ **Legal & Legislative Update**

Date: Friday, June 12, 2009

Time: 11:30 am-12:30 am

Instructor: Susan Gaston

Fee: \$10 Members; \$15 Nonmembers

Approved for 1 hour mandatory Legal Update CE or 1 hour residential elective PL

➤ **Contracts Class**

Date: Friday, June 12, 2009

Time: 1:30 pm-2:30 pm

Instructor: WAAR Instructors

Fee: \$10 Members; \$15 Nonmembers

Approved for 1 hour mandatory Contracts CE or 1 hour residential elective PL

➤ **Real Estate Agency**

Date: Friday, June 12, 2009

Time: 2:30 pm-3:30 pm

Instructor: WAAR Instructors

Fee: \$10 Members; \$15 Nonmembers

Approved for 1 hour mandatory RE Agency CE or 1 hour residential elective PL

➤ **Fair Housing**

Date: Friday, June 12, 2009

Time: 2:30 pm-4:30 pm

Instructor: WAAR Instructors

Fee: \$20 Members; \$35 Nonmembers

Approved for 2 hours mandatory Fair Housing CE or 2 hours residential elective PL

➤ **8 hour Real Estate Related (Elective) CE/PL**

Date: Wednesday, June 17, 2009

Time: 8:30 pm-5:30 pm

Instructor: WAAR Instructors

Fee: \$60 Members; \$90 Nonmembers

Approved for 8 hours RE Related CE or 8 hours residential elective PL

➤ **Post Listing Evaluation in a Down Market**

Date: Wednesday, June 17, 2009

Time: 8:30 am-10:30 am

Instructor: Pam Encrapera

Fee: \$20 Members; \$35 Nonmembers

Approved for 2 hours RE Related CE or 2 hours residential elective PL

➤ **Working Smart in the Digital Age**

Date: Wednesday, June 17, 2009

Time: 10:30 am-12:30 am

Instructor: John Cummings

Fee: \$20 Members; \$35 Nonmembers

Approved for 2 hours RE Related CE or 2 hours residential elective PL

➤ **Home Construction**

Date: Wednesday, June 17, 2009

Time: 1:30 pm-4:30 pm

Instructor: Kevin Salva, US Inspect

Fee: \$30 Members; \$45 Nonmembers

Approved for 3 hours RE Related CE or 3 hours residential elective PL

➤ **Antitrust**

Date: Wednesday, June 17, 2009

Time: 4:30 pm-5:30 pm

Instructor: Rita Miller, Director of Professional Development, WAAR

Fee: \$10 Members; \$15 Nonmembers

Approved for 1 hour RE Related CE or 1 hour residential elective PL

➤ **ROOKIE Program: Negotiation Skills**

Date: Thursday, June 18, 2009

Time: 9:00 am-12:00 pm

Instructor: Jim Mellen

Fee: FREE to all WAAR Rookies (licensed on or after January 1, 2007)

This class is not currently approved for credits

➤ **CCI 101 – (CCIM Institute) – Commercial Real Estate Designation Class**

Date: Monday, June 22, 2009 – Friday, June 26, 2009

Time: 8:00 am-5:00 pm each day

Instructor: CCIM Instructor

Fee: Please go to CCIM.com for registration details & fees

➤ **Broker Licensing Class – Real Estate Brokerage**

Date: Monday, June 22, 2009 – Monday, June 29, 2009

Time: 6:00 pm-10:00 pm each day (except Saturday & Sunday)

Instructor: William Brown, Alpha College of RE

Fee: \$250 plus price of book - \$50



Please click here to view the current:

[2009 Education Calendar](#)

[2009 WAAR REALTOR Rookie Program](#)

[Updated 'Pinnacle Path to Success for Professional REALTORS'](#) – includes the updated Pyramid, review of class offerings and recommended reading list

[VREB License Renewal Requirements](#)

[DPOR Website](#)

Prefer correspondence or online Classes?

Go to www.WAAREaltor.com and link directly to **Alpha College of Real Estate** for correspondence courses. Their link can be found under Consumer Information on the home page or under the Education Link for members only. For more information, call Rita at 757-253-0028.

Register Today For WAAR classes at www.WAAREaltor.com

Class cancellation policies will be enforced. To review the cancellation policies, go to www.WAAREaltor.com

The Williamsburg Real Estate School reserves the right to cancel classes and/or change class location.

This email may contain ADVERTISING OR SOLICITATION of goods or services offered in addition to your other Member Benefits. If you wish to OPT-OUT of receiving further ADVERTISING OR SOLICITATION please contact info@WAAREaltor.com or call 757-253-0028.

Williamsburg Area Association of REALTORS® 5000 New Point Road Suite 1101 Williamsburg, VA 23188
Office Hours: M-F 8:30 a.m.—4:30 p.m. (O) 757-253-0028 (Fax) 757-253-1559 Email: info@waarealtor.com