



2007 Education Schedule

Please visit www.telluriderealtors.net for additional information and to register
Additional courses may be added throughout the year

SEPTEMBER 2007	DETAILS
<p>CREC Update This course is designed to protect the public through requiring all real estate licensees to complete 4 hours of continuing education covering new laws, Commission rules, recent court decisions, changing standards of practice and other areas of concern to the public, Commission and Industry. All TAR Members are required to take this course every year.</p>	<p>Date: Thursday, September 20 Time: 8:30am-12:30pm Credits: 4 CE Location: Wilkinson Library Instructor: Robbie Pepper Price: \$40 payable to VANED <i>You must register on-line at www.vaned.com</i></p>
<p>NAR Mandatory Ethics This course provides a basic review of the REALTOR® Code of Ethics. You will be presented with relevant data to develop an awareness of the new broker relationships and the ethical considerations each presents. This course satisfies the NAR mandatory requirement for membership renewal. All members are required to take this course once every four years. This is the 4-HOUR class.</p>	<p>Date: Thursday, September 20 Time: 1:00pm-5:00pm Credits: 4 CE/GRI Location: Wilkinson Library Instructor: Robbie Pepper Price: \$40 payable to CAR <i>You must register on-line at www.coloradorealtors.com</i></p>
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OCTOBER 2007	DETAILS
<p>INN OF THE COURT What to Do About Multiple Offers <i>More Info coming soon!</i></p>	<p>Date: Thursday, October 4th Time: 5:30pm-8:30pm Credits: 2 CE Location: 221 S. Oak Instructor: TBD Price: \$65 payable to TAR <i>You must register with CHECK only to Inn of Court.</i></p>
NOVEMBER 2007	DETAILS
<p>THE POWER OF INVESTMENT ANALYSIS™: How to Analyze and Sell Investment Properties The benefits of real estate compared to other investments • Calculate before-tax and after-tax cash flow • Use cap rate, GRM, cash-on-cash return to evaluate sales prices • Analyze the local market and generate new business • Calculate debt coverage ratio (DCR) and other financial indicators • Real-life case studies and examples illustrate key concepts. BRING A CALCULATOR OF ANY KIND.</p>	<p>Date: Friday, November 16th Time: 8:45am-1:00pm Credits: 4 CE Location: Wilkinson Library Instructor: Kennen Cohen Price: \$20 payable to TAR <i>You must register with CHECK only to T.A.R.</i></p>
<p>Professional Standards in Real Estate You will learn the basic and practical implementation of the REALTOR® Professional Standards program, grievance procedures, and ethics and arbitration proceedings. You will also be treated to a mock hearing that will give you hands on insight to this valuable association process. All TAR Members are required to take this course once every 4 years.</p>	<p>Date: Tuesday, November 27 Time: 8:30pm-3:30pm Credits: 6 CE/GRI Location: Wilkinson Library Instructor: Steve Stazel Price: \$75 payable to CAR <i>You must register on-line at www.coloradorealtors.com</i></p>

CREC Update

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Date: **Wednesday, November 28**

Time: **8:30am-12:30pm**

Credits: **4 CE**

Location: **Wilkinson Library**

Instructor: **Steve Stazel**

Price: **\$40 payable to VANED**

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www.vaned.com