



## 2008 Education Schedule

Please visit [www.telluriderealtors.net](http://www.telluriderealtors.net) for additional information and to register  
Additional courses may be added throughout the year

JUNE	DETAILS
<p><b>Servicing the Cyberspace Customer (Tech Apps)</b> The purpose of this course is to provide the student with a foundation for using technology in a manner that ensures higher level real estate services for the consumer; awareness of the legal and ethical ramifications involved in electronic communications and advertising; and the ability to utilize and guide consumers to the internet for vital information in real estate decision making processes.</p>	<p>Date: <b>Wednesday, June 11</b> Time: <b>8:30am-3:30pm</b> Credits: <b>6 GRI</b> Location: <b>Wilkinson Library</b> Instructor: <b>Brad Hanks</b> Price: <b>\$80 payable to CAR</b> <i>You must register on-line at <a href="http://www.coloradorealtors.com">www.coloradorealtors.com</a></i></p>
<p><b>THE POWER OF EXCHANGE™:</b> <b>Discover the Value of §1031 Tax Deferred Exchanges</b></p> <ul style="list-style-type: none"> <li>• Exchange terminology and exchange closing procedures</li> <li>• Like-kind property: what qualifies and what does not</li> <li>• Converting a rental to a primary residence or residence to a rental</li> <li>• Related party rules and split transaction benefits and pitfalls</li> <li>• Delayed exchange rules and identification requirements</li> <li>• Introduction to improvement/reverse exchanges and examples</li> <li>• Calculating capital gain and comparing a sale vs. an exchange</li> </ul>	<p>Date: <b>Friday, June 13</b> Time: <b>9:00am-Noon</b> Credits: <b>3 CE</b> Location: <b>Fire Hall</b> <b>131 W. Columbia</b> Instructor: <b>Kennen Cohen</b> Price: <b>\$20* payable to TAR</b> <i>*Take this &amp; the afternoon class for only \$30!</i> <i>You must register with CHECK only to T.A.R.</i></p>
<p><b>THE POWER OF INVESTMENT ANALYSIS™:</b> <b>How to Analyze and Sell Investment Properties</b></p> <ul style="list-style-type: none"> <li>•The benefits of real estate compared to other investments</li> <li>• Calculate before-tax and after-tax cash flow</li> <li>• Use cap rate, GRM, cash-on-cash return to evaluate sales prices</li> <li>• Analyze the local market and generate new business</li> <li>• Calculate debt coverage ratio (DCR) and other financial indicators</li> <li>• Real-life case studies and examples illustrate key concepts.</li> </ul> <p>BRING A CALCULATOR OF ANY KIND.</p>	<p>Date: <b>Friday, June 13</b> Time: <b>1:00pm- 4:00pm</b> Credits: <b>3 CE</b> Location: <b>Fire Hall</b> <b>131 W. Columbia</b> Instructor: <b>Kennen Cohen</b> Price: <b>\$20* payable to TAR</b> <i>*Take this &amp; the morning class for only \$30!</i> <i>You must register with CHECK only to T.A.R.</i></p>