

**WINSTON-SALEM REGIONAL ASSOCIATION OF REALTORS®, INC. (SPONSOR #1037)
 ALL COURSES ARE NC REAL ESTATE COMMISSION APPROVED FOR CONTINUING EDUCATION
2010-2011 Update and Elective Courses – 4 hours credit per course**

2010-2011 Mandatory Update Course

Revised Offer to Purchase & Contract
 Contract Practical Exercise
 The New Good Faith Estimate and HUD1 Forms
 Licensing and Education Issues
 North Carolina Real Estate Agent Safety
 Commission Rule Changes

Elective - NCAR Residential Forms

A review of the NCAR Residential Forms Library

2010-2011 Mandatory Update Course

Update - This update is specially modified for commercial real estate agents

Elective - Commercial Real Estate Brokerage II - Income Leases & Valuation This 4 hour program covers commercial real estate leases and valuing a property. The student will be able to identify the major types of property leases, describe provisions and the impact leases have on the value of the real estate. Further, the student will be able to define value, highest & best use, depreciation, obsolescence, describe the 3 approaches to value and using the income approach, estimate a property's value.

Please *mark* the course(s) you wish to take:

DATE	COURSE	TIME	PLACE	INSTRUCTOR	COURSE #
<input type="checkbox"/> October 29	Update	8:30 am-12:30 pm	WSRAR	George Bell	9911 FULL
<input type="checkbox"/> October 29	NCAR Residential Forms	2:00 pm – 6:00 pm	WSRAR	George Bell	3071
<input type="checkbox"/> December 7	Update- This update is specially modified for commercial real estate agents	8:30 am-12:30 pm	WSRAR	Cindy Chandler	9911
<input type="checkbox"/> December 7	Commercial Real Estate Brokerage II – Income Leases & Valuation This course is specially modified for commercial real estate agents	2:00 pm - 6:00 pm	WSRAR	Cindy Chandler	2316

Mark your calendar, select courses and return entire form with payment to:

Winston-Salem Regional Association of REALTORS®, Inc.
 Attn: Nancy Yarborough
 195 Executive Park Blvd.
 Winston-Salem, NC 27103
 Phone (336) 768-5560 Fax (336) 768-7295

Name _____
Type or print as appears on license

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ License# _____ E-mail Address _____
(Mandatory)

Cost: \$50.00 per class **Amount Enclosed** _____
MAIL YOUR REGISTRATION FORM TO THE WINSTON-SALEM REGIONAL ASSOCIATION OF REALTORS.
WE CANNOT TAKE REGISTRATION OVER THE PHONE.
 Make checks payable to W-S Regional Association of REALTORS®, Inc.

OR

If you would like to pay by VISA, MasterCard, American Express or Discover, complete the following information.

Charge to: ___ VISA ___ MasterCard ___ American Express ___ Discover

Account No. _____ - _____ - _____

Expiration Date ___ / ___ Cardholder's Name _____

Authorized Signature _____

MAKE A COPY OF THIS COMPLETE FORM FOR YOUR RECORDS. In accordance with the ADA, if you have a disability which requires special accommodations, please notify us immediately @ (336-768-5560)Winston-Salem Regional Association of REALTORS®.

WSRAR
Presents

Continuing Education

Update

&

NCAR Residential Forms - Elective

October 29, 2010
December 7, 2010

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In accordance with the ADA, if you have a disability which requires special accommodations, please notify us immediately @ (336-768-5560) Winston-Salem Regional Association of REALTORS®.

Tips for Successful Registration

Remember to check each class desired and return the entire registration form.

Your real estate license number is a vital part of your application. Double check to be sure it is correct.

Mail your registration form to the WSRAR. We cannot take registration over the phone.

Make a copy of your completed registration form before sending it in. You will receive a confirmation for your course(s). Please compare it with your copy to be sure the dates coincide.

You **MUST** present your real estate license pocket card, or a copy of your license at check-in before class.

Check-in times are posted in your confirmation letter; please plan accordingly.

CANCELLATION POLICY: NO REFUNDS are available for C/E courses sponsored by the WSRAR. We will apply funds to another WSRAR C/E course within the current licensing year if written notice is received no later than three (3) business days prior to the scheduled course.