



CONTINUING EDUCATION

Philadelphia

Headquarters of The Greater Philadelphia
Association of REALTORS®
Penn Treaty Park Place
1341 North Delaware Ave - Suite 200
Philadelphia, PA 19125

South Philadelphia

Occasions by Galdo Caterers
1935 West Moyamensing Ave.
Philadelphia, PA 19145

Going, Going, Gone

Instructor: Heather Petrone-Shook

Essential sales tools including FHA 203(k) programs, short sales, auctions, and legal updates.

- ⇒ *Topics include: FHA 203(k) and Streamlined 203(k) programs; Qualifying for short sales, contracts, credit scores, and more; Mortgage Forgiveness Debt Relief Act and tax consequences; Benefits and tips for using auction companies. Approval #RECE000980*
- ⇒ *Completes 7 hours of Broker/Salesperson Continuing Education for the 5/31/2012 renewal date **IF** you were originally licensed before December 1, 2009. This course does **not** count as CE for “New Licensees”.*

Location

South Philadelphia

Dates Available

Wednesday, February 1, 2012, 9 am - 5 pm

Tuition

\$85.00*

**These classes include AM Coffee & Lunch*

What’s Hot & What’s Too Hot

Instructor: Heather Petrone-Shook

- ⇒ *Topics include: Discover the Benefits and Warnings about REOs - Real Estate Owned; Learn the Red Flags and Penalties of Mortgage Fraud; Know the Difference Between Legal and Illegal Flipping; Identify the signs of Predatory Lending Approval #RECE000979*
- ⇒ *Completes 7 hours of Broker/Salesperson Continuing Education for the 5/31/2012 renewal date **IF** you were originally licensed before December 1, 2009. This course does **not** count as CE for “New Licensees”.*

Location

South Philadelphia

Dates Available

Wednesday, February 8, 2012, 9 am - 5 pm

Tuition

\$85.00*

**These classes include AM Coffee & Lunch*

www.learnrealestate.com

PHONE (215) 855-1265 or (800) 364-0380



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The Big Picture: General Module

Instructor: John Becker

- ⇒ TOPICS INCLUDE: Duties of Licensees, Closing Costs, Agreement of Sale, Addenda and Special Clauses, Title Reports, Zoning, Agency Relationships and Representation Agreements Approval #RECE000351
- ⇒ **Approved as a required course for “new licensees”.**
- ⇒ Approved for **7** hours of Broker/Salesperson Continuing Education for the 5/31/2012 renewal date for ALL licensees.

LOCATION
Philadelphia

DATES AVAILABLE
Thursday, January 19, 2012, 9 am - 5 pm

TUITION
\$70.00

Gaining Insight of the Residential Market: Residential Module

Instructor: John Becker

- ⇒ Includes Information on new revisions to the Agreement of Sale
- ⇒ TOPICS INCLUDE: Uniform Construction Code and Zoning, Environmental Issues, Types of Construction, Land Development, Home Inspections and Home Warranties, Mortgage Information, and Fair Housing Approval #RECE000352
- ⇒ **Approved as a required course for “new licensees”.**
- ⇒ Approved for **7** hours of Broker/Salesperson Continuing Education for the 5/31/2012 renewal date for ALL licensees.

LOCATION
Philadelphia

DATES AVAILABLE
Thursday, January 26, 2012, 9 am - 5 pm

TUITION
\$70.00

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