

2010 NVAR Post Licensing 4 Day Boot Camp

Day 1 - What's In A Contract/Real Estate and Contract Law/Fair Housing (9-hours of Mandated PL Credit)

What's In A Contract - Covers the regional sales contract, VA Jurisdictional Addendum, exclusive right to list and represent contracts, NVAR contingencies & clauses addendum, and the home inspection & Radon Contingency Addendum.

Real Estate and Contract Law - Understand contract law, and pertinent VA laws relating to your business.

Fair Housing - Learn Fair Housing Rules & Regulations on the State/Federal Level. See real applications, identify violations, and give the Rule for violation.

Day 2 - Agency Law & Ethics (6-hours of Mandated PL Credit)

Agency Law - Learn about current Virginia Agency Law and Exclusive Right to Sell to Represents agreements.

Ethics - Review the history, complaint, & enforcement processes for the Code of Ethics, and articles/standards of practice.

Day 3- Marketing & Technology/Prospecting & Selling (8-hours of Elective PL Credit)

Marketing and Technology - This class will arm you with the tools to market you & your listings. Learn to effectively employ technology in your business.

Prospecting & Selling - Will prepare you to effectively prospect for business and understand the responsibilities due to a buyer.

Day 4 - Listing Strategies & Pricing/Business Planning (7-hours of Elective PL Credit)

Listing Strategies - This class will prepare you to competently list & price a property, and to fully understand the responsibility to the seller.

Business Planning - Learn the tools to properly plan for your business for success sooner and longer.

HERNDON SCHEDULE

- Feb. 27 Day 1 - Contracts 9 a.m. - 12 p.m.
- Feb. 27 Day 1 - Real Estate Law 12:30 p.m. - 3 p.m.
- Feb. 27 Day 1 - Fair Housing 3:30 p.m. - 6 p.m.
- Mar. 6 Day 2 - Agency Law 9 a.m. - 12 p.m.
- Mar. 6 Day 2 - Ethics 1 p.m. - 4 p.m.
- Mar. 13 Day 3 - Marketing/Tech 9 a.m. - 12:30 p.m.
- Mar. 13 Day 3 - Prospecting/Selling 1 p.m. - 5 p.m.
- Mar. 20 Day 4 - Listing Strategies 9 a.m. - 1 p.m.
- Mar. 20 Day 4 - Business Planning 1:30 p.m. - 4:30 p.m.

FAIRFAX SCHEDULE

- Jul. 10 Day 1 - Contracts 9 a.m. - 12 p.m.
- Jul. 10 Day 1 - Real Estate Law 12:30 p.m. - 3 p.m.
- Jul. 10 Day 1 - Fair Housing 3:30 p.m. - 6 p.m.
- Jul. 17 Day 2 - Agency Law 9 a.m. - 12 p.m.
- Jul. 17 Day 2 - Ethics 1 p.m. - 4 p.m.
- Jul. 24 Day 3 - Marketing/Tech 9 a.m. - 12:30 p.m.
- Jul. 24 Day 3 - Prospecting/Selling 1 p.m. - 5 p.m.
- Jul. 31 Day 4 - Listing Strategies 9 a.m. - 1 p.m.
- Jul. 31 Day 4 - Business Planning 1:30 p.m. - 4:30 p.m.

- Oct. 2 Day 1 - Contracts 9 a.m. - 12 p.m.
- Oct. 2 Day 1 - Real Estate Law 12:30 p.m. - 3 p.m.
- Oct. 2 Day 1 - Fair Housing 3:30 p.m. - 6 p.m.
- Oct. 9 Day 2 - Agency Law 9 a.m. - 12 p.m.
- Oct. 9 Day 2 - Ethics 1 p.m. - 4 p.m.
- Oct. 16 Day 3 - Marketing/Tech 9 a.m. - 12:30 p.m.
- Oct. 16 Day 3 - Prospecting/Selling 1 p.m. - 5 p.m.
- Oct. 23 Day 4 - Listing Strategies 9 a.m. - 1 p.m.
- Oct. 23 Day 4 - Business Planning 1:30 p.m. - 4:30 p.m.

Tuition - Students may register for full 4 day series, one full day or split classes into 2 half-day sessions

Series fees: \$330 NVAR Member \$400 Non-Member

Full day fees: \$105 NVAR Member \$135 Non-Member

Half day fees: \$60 NVAR Member \$80 Non-Member

Locations: NVAR Fairfax, 8403 Arlington Blvd., Fairfax VA 22031

NVAR Herndon, 520 Huntmar Park Drive, Herndon, VA 20170

Last Name: _____ **First Name:** _____ **MI:** _____

Home Address: _____ **City/State/Zip:** _____

Day Phone: _____ **Email:** _____

NRDS #: _____ **Last 4 of SS#:** _____

VA Real Estate License #: _____ **NVAR Member:** Yes No

Payment Type (please circle): AmEx Discover M/C Visa **CHECK** **Check#** _____

Credit Card #: _____ **Expiration Date:** _____ **CID:** _____

Signature: _____ **FAX TO 703-207-3270**

