

NVAR Post Licensing

Day 1 - What's In A Contract & Real Estate and Contract Law (6-hours of Mandatory PL Credit)

What's In A Contract - You will cover the regional sales contract, VA Jurisdictional Addendum, exclusive right to list and right to 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.

Day 2 - Agency Law & Ethics (6-hours of Mandatory 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- Fair Housing & Business Planning (3-hours of Mandatory & 3-hours of Elective PL Credits)

Fair Housing- Learn Fair Housing Rules and Regulations on the Federal and State Level. You will see real-world applications and identify violations and give the Rule for each violation.

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

Day 4 - Listing Strategies & Pricing the Property (afternoon only) (4-hours of Elective PL Credits)

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

Day 5 - Prospecting & Selling and Marketing & Technology (8-hours of Elective PL Credits)

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

Marketing and Technology - This class will arm you with the tools to market yourself and your listings. You will also learn ways to efficiently and effectively employ technology in your business.

JANUARY - FEBRUARY 2010

<input type="checkbox"/>	January 11	Day 1 - Contracts	9 a.m. - 12 p.m.	Herndon
<input type="checkbox"/>	January 11	Day 1 - Real Estate Law	1 p.m. - 4 p.m.	Herndon
<input type="checkbox"/>	January 13	Day 2 - Agency Law	9 a.m. - 12 p.m.	Herndon
<input type="checkbox"/>	January 13	Day 2 - Ethics	1 p.m. - 4 p.m.	Herndon
<input type="checkbox"/>	January 15	Day 3 - Fair Housing	9 a.m. - 12 p.m.	Herndon
<input type="checkbox"/>	January 15	Day 3 - Business Planning	1 p.m. - 4 p.m.	Herndon
<input type="checkbox"/>	January 19	Day 4 - Listing/Pricing	1 p.m. - 5 p.m.	Herndon
<input type="checkbox"/>	January 21	Day 5 - Prospecting/Selling	8:45 a.m. - 12:25 p.m.	Herndon
<input type="checkbox"/>	January 21	Day 5 - Marketing/Technology	1 p.m. - 4:45 p.m.	Herndon
<input type="checkbox"/>	February 1	Day 1 - Contracts	9 a.m. - 12 p.m.	Fairfax
<input type="checkbox"/>	February 1	Day 1 - Real Estate Law	1 p.m. - 4 p.m.	Fairfax
<input type="checkbox"/>	February 3	Day 2 - Agency Law	9 a.m. - 12 p.m.	Fairfax
<input type="checkbox"/>	February 3	Day 2 - Ethics	1 p.m. - 4 p.m.	Fairfax
<input type="checkbox"/>	February 5	Day 3 - Fair Housing	9 a.m. - 12 p.m.	Fairfax
<input type="checkbox"/>	February 5	Day 3 - Business Planning	1 p.m. - 4 p.m.	Fairfax
<input type="checkbox"/>	February 9	Day 4 - Listing/Pricing	1 p.m. - 5 p.m.	Fairfax
<input type="checkbox"/>	February 11	Day 5 - Prospecting/Selling	8:45 a.m. - 12:25 p.m.	Fairfax
<input type="checkbox"/>	February 11	Day 5 - Marketing/Technology	1 p.m. - 4:45 p.m.	Fairfax

Tuition - Students may register for full 5 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**

