



WCBR
SCHOOL of
REAL ESTATE

New address!
New classroom!

October 2008

Westchester County Board of REALTORS®, Inc. • (914) 681-0833 • www.WCBR.net
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EcoBroker Designation

Become an EcoBroker and Make a Difference

3 DAYS: October 20, 21 & 22

9:00 am - 4:00 pm each day, \$395 tuition for all

Approved for 10.0 hr of CE credit

All three days must be taken to get credit and the designation.

If you are a licensed real estate agent, earn the **EcoBroker Certified® Designation** while learning about the latest topics influencing the way your clients buy and sell real estate. EcoBroker helps you stay current with the growing green real estate market and the opportunities it presents. EcoBroker's core curriculum offers innovative energy, environmental, and green strategies and tools for real estate professionals. Learn to reduce liabilities and increase buyer and seller satisfaction. Create competitive advantages in the marketplace and build business.

The EcoBroker Designation is a positive and profitable way to differentiate yourself in today's real estate market. Becoming an EcoBroker is a great opportunity for you to benefit your community and the planet, while broadening your base of training and earning more business.

Day 1: EcoBroker Environmental Advantage™

Learn how to constructively address environmental issues such as radon, asbestos, lead, water, mold, indoor air quality, and other issues that may arise during real estate transactions. Reduce liabilities and save deals by learning to work through environmental issues.

Day 2: EcoBroker Energy Advantage™

Learn about energy efficiency technologies, sustainable energy options, and mortgage options that award up to \$15,000 worth of energy efficiency improvements for a home, at the closing table. Catch up with "green" home certification programs, such as Built Green® Colorado and Energy Star Qualified Homes, so the next time you encounter one, you can speak to its features and attributes.

Day 3: EcoBroker Green Market Advantage™

Learn how your energy and environmental training can add value to all of your transactions, with consumers who consider themselves green-minded and those who don't! Identify new markets where your EcoBroker Designation will have appeal and impact. Generate more business from these new relationships and markets. NO CE credit, but completion of all three courses is required for the designation and how to conduct your business in an entirely new way.

DON'T MISS OUT ON CUTTING EDGE EDUCATION



Seminars of Importance

How to Prepare a Purchase Memorandum

Morning session: October 15, 10:00 am - 1:15 pm

Evening session: October 20, 6:30 pm - 9:45 pm

\$45 for all, 3.0 hrs of CE credit

\$20 auditing privileges, no CE credit

Do attorneys really kill the deal or does the agent leave the lawyers to negotiate items they neglected to complete? Learn what the lawyers need to complete the contract according to the deal YOU struck.

"Check up from the Neck up -- A Tune-Up for Real Estate Agents"

October 28, 9:00 am - 5:30 pm, \$110 tuition for all

Approved for 7.5 hours of CE credit, including the NAR ethics mandate & the Fair Housing requirement.

Don't you wish someone had told you that you may be violating the law? Keep your business running on the right

course. Common innocent violations of License Law, Agency, Fair Housing and the Code of Ethics are covered with real life local situations being presented. You tune up your car, why not your real estate career?

Construction Skills

November 5, 9:00 am - 5:30 pm

\$100 for all, 7.5 hours of CE credit

Auditing Privileges: \$50 for each seminar (no CE credit)

Plumbing & electrical components; red flagging structural defects; inspections: who are the professionals; due diligence; and more.

Check out www.WCBR.net for discount series, unadvertised specials and new courses not listed here.

