



# April 2008 Courses

Westchester County Board of REALTORS®, Inc. • (914) 681-0833 • [www.wcbr.net](http://www.wcbr.net)  
59 South Broadway, White Plains, NY 10601 • Education Fax: (914) 931-0101

## Appraisal Skills

April 2 OR November 24 9:00 am - 5:30 pm  
\$100 for all students, 7.5 hours of CE credit

The difference between a good guess and a good CMA; market factors that effect value; appraising in a hot market or one that's slowing; what to do if you disagree with the appraisal; and more.

## Agency Update

April 10 OR October 6 9:00 am - 5:30 pm  
\$110 WCBR members, \$150 non-members  
7.5 hrs of CE credit

Through this course, you will be able to identify the different types of fiduciary responsibilities and determine ways agency can be created or terminated. You will learn about the five primary types of agency, their advantages and disadvantages, and how to effectively use each alternative in the workplace to make money. You will be able to identify the difference in customer and client level services through workshops that will help you to effectively negotiate all types of agency agreements using the New York State disclosure form. This is a "real world" course for "real world" associates that will teach you how to use agency for profit.

## Caught on Camera

Morning session: April 17 10:00 am - 1:15 pm  
Evening session: April 17 6:30 pm - 9:45 pm  
\$45 for all students, 3 hours of CE credit

Attend this fascinating, interactive class to learn how your innocent or not-so-innocent statements to sellers could destroy your career and/or your company.

In this session you will discuss case studies and review a sample company policy on anti-trust. You will also take an enlightening look at video clips showing real estate licensees caught violating antitrust laws.

Don't let this be you! Know how to avoid the risk of antitrust violations by gaining knowledge of the law and policies to prevent those violations.

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## Internet Risk with Amy Chorew

April 25 9:00 am - 5:30 pm  
\$135 for all students, 7.5 hours of CE credit

What are the Do's, Don'ts and Risk on the Internet for REALTORS®? Simply put, they are a list of the most common misconceptions, and misapplications, of web site technology in the world of online personal, property and prospecting promotions. This course is designed to help students learn from the some of the mistakes being made by all too many - most unintentional, but some all too intentional.

## Certified Buyer Representative (CBR) Designation

With Jim Pugliese, ABR, CRB, GRI, CBR, ITI, CSP, SRES

April 28, 29 & 30 OR September 3, 4 & 5  
9:00 am - 5:30 pm each day  
\$345 for all students

22.5 hours of CE credit (for the entire 3-day course)

*There is no written exam...no annual dues...  
no additional courses to take. You earn the CBR designation  
at the end of Day Three.*

The original three-day course that will give you everything you need to know about basic buyer agency representation. Earn a professional real estate certification and increase your income through Buyer-Representation.

This is your chance to earn the nationally recognized CBR designation. You will learn the street skills necessary to begin practicing Buyer-Agency immediately. You will learn how to make an effective presentation to a potential buyer-client, how to discuss and document your fee as a buyer's agent, how to reduce your risk through due diligence, and how to provide advice, counsel, and judgment to your buyer-clients so they make the right buying decision when purchasing their new home.

## Licensing Courses

### Salesperson Licensing Course (no CE credit)

\$349 for all students (includes textbook)

Day: (2 weeks, Monday - Friday) 9:00 am - 3:30 pm  
April 7 - April 18 OR June 2 - June 13

### Broker Licensing Course Schedule

\$349 for non-members, \$299 for members  
22.5 hours of CE credit, upon successful completion of school exam

Accelerated Day: (2 weeks, Monday - Friday)  
9:00 am - 3:30 pm  
April 21 - May 2



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