



WCBR
SCHOOL of
REAL ESTATE

New address!
New classroom!

November 2008

Westchester County Board of REALTORS®, Inc. • (914) 681-0833 • www.WCBR.net
60 South Broadway, White Plains, NY 10601 • Education Fax: (914) 931-0101

Essential Skills

A program designed to provide the licensee with the tools necessary to provide professional service – and to keep the deal together.

Individual sessions:

\$100 for 7.5 hours of CE credit for all students

Auditing Privileges:

\$50 for each seminar (no CE credit)

Construction Skills

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

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



Appraisal Skills

November 24

9:00 am - 5:30 pm

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.

Seminars of Importance

Email Strategies for Working with Today's Consumer

Evening session: November 12, 6:30 pm - 9:45 pm

Morning session: November 14, 10:am - 1:15 pm

\$45 for all, 3.0 hrs of CE credit

\$20 auditing privileges, no CE credit

Outlook is one of the most popular email tools on the market. This program uncovers some of the really great features that are built in to Outlook - some of which you may not even know exist. We'll take you on an exciting Outlook tour, starting with some basic organization tools, such as creating folders and contact groups. We'll then show you how to quickly create mail merges, send messages to groups and create email rules to help you stay organized. And we'll top all this off with some great ways to build a marketing message into every email you send, simply by creating signature files.

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

Please Post

Automated Agent

November 13, 9 am - 5:30 pm

\$110 for all, 7.5 hours of CE credit

This program reveals the latest in tech tools for REALTORS. We'll explore laptop & PDA specs – what to look for when you're ready to upgrade to the next level and what you don't need. Learn about tech tools that meet the needs of today's consumers, such as Instant Messaging, Text Messaging and Cell Phone marketing. Find out how wireless networking and other online tools can help maximize your productivity and put you far ahead of your competitors.

RI402: Real Estate Legal Issues... Not Knowing Can Be Dangerous

November 17 & 18

A NYSAR COURSE: GRI

You must call the New York State Association of REALTORS® (NYSAR) at (518) 463-0300 for class times, early registration discounts, continuing education credits, registration details, and other information. Classes are held in the WCBR classroom. Classes usually run from 8:30 am - 5:30 pm. Please do not send GRI registrations to WCBR; we cannot process them.

Risk Management

November 21, 9:00 am - 5:30 pm

\$110 WCBR members, \$150 non-members

7.5 hrs of CE credit

This course provides you with knowledge of the many liabilities facing real estate associates in today's marketplace and how to handle each of them. You will be able to identify the purpose of property disclosure, including the real benefits for buyers and sellers and "red flags" that may cause liability claims, plus the meaning of "vicarious liability." The possible types of misrepresentations, "stigmatized" property, anti-trust laws and harassment issues will be discussed through an interactive environment that will give you "take home" value.

Coming in December

Are You Worth What You Charge?

Morning session: December 2, 10:am - 1:15 pm

Evening session: December 8, 6:30 pm - 9:45 pm

\$45 for all, 3.0 hrs of CE credit

\$20 auditing privileges, no CE credit

How did you arrive at your commission structure? Does your broker employ the "get whatever you can" approach. Learn what value you bring to the transaction and how to charge accordingly. You may find that you are worth more.

