

2019 SPRING Continuing Education Courses at Cape May County Association of REALTORS

***You will need 12 CE Credits: (2) Ethics, (4) Core and (6) in either Core or Electives to renew your NJ Real Estate license prior to April 30, 2019. **If you renew between April 30, 2019 & June 30, 2019 the NJ Real Estate Commission will assess you with a \$200 fine.**

FEBRUARY 6, 2019 - INSTRUCTOR: EUGENE ARDRON			
NFIP Flood Loss Prevention C20200292	\$10	10AM-11AM	(1) CORE
MARCH 5, 2019 - INSTRUCTOR: DAVID SULOCK			
Top 10 Environment Issues in Real Estate C20202216	\$10	10AM-11AM	(1) ELECTIVE
MARCH 6, 2019 – INSTRUCTOR: ANNA JANDA			
Creative, Aggressive or Unethical - Ethics C20201875	\$20	9AM-11AM	(2) ETHICS/CORE
Real Estate Agents Guide to Mortgage C20201869	\$20	11AM-1PM	(2) ELECTIVE
Endangering Your License C20201658	\$20	1:30PM-3:30PM	(2) CORE
MARCH 7, 2019 – INSTRUCTOR: ANNA JANDA			
Social Media, Websites, Keeping it Legal C20201657	\$30	9AM-12PM	(3) CORE
NJREC Agency Refresher Overview C20161673	\$30	1PM-4PM	(3) CORE
MARCH 12, 2019 – INSTRUCTOR: STEVE GRAZIO (SEE ATTACHED FLYER FOR MORE INFORMATION)			
Financial Literacy for REALTORS® C20202009	\$30	9AM-12PM	(3) CORE
MARCH 20, 2019 – INSTRUCTOR: ISABELLE PERKINS			
Review & Update of the Code of Ethics C20169929	\$30	9AM-12PM	(3) ETHICS/CORE
Shining the Light on Solar Panels C20161831	\$30	1PM-4PM	(3) ELECTIVE
MARCH 21, 2019 – INSTRUCTOR: ISABELLE PERKINS			
Multiple Offers – Be Prepared C20169916	\$30	9AM-12PM	(3) CORE
Learn to Successfully Negotiate/Client C20169913	\$30	1PM-4PM	(3) ELECTIVE
APRIL 3-4, 2019 - INSTRUCTOR: DIANE DISBROW (SEE ATTACHED FLYER FOR MORE INFORMATION)			
ABR: (Accredited Buyer Representative) Designation Course: C20161033	\$199 (member) \$250 (non-member)	9AM-5PM (both days)	(12) ETHICS/CORE
APRIL 25, 2019 – INSTRUCTOR: EILEEN CAHILL			
Code of Ethics: Easy as 1,2,3 C20201338	\$30	9AM-12PM	(3) ETHICS/CORE
Tax/Foreclosures & Auctions C20201663	\$30	1PM-4PM	(3) ELECTIVE
APRIL 26, 2019 – INSTRUCTOR: EILEEN CAHILL			
Fair Housing NJ Law Against Discrimination C20201714	\$30	9AM-12PM	(3) CORE
Principles of Investment Real Estate C20200693	\$30	1PM-4PM	(3) ELECTIVE

PLEASE REGISTER AT: www.njrealtorsace.com

(No refunds... but credit toward other 2019 Spring CE will be offered.)

Questions: Call 609-624-3500x3

Financial Literacy for Realtors®

Realtors are typically self-employed independent contractors. As such, they are effectively a “business of one.” Financial literacy is a critical key to making well-reasoned financial decisions. This course reviews various concepts integral to both your personal and professional long-term financial success.

The course and instructor are both approved by the New Jersey Real Estate Commission. The course satisfies 3 Credits of Core Instruction.

Course Objective:

Participants will learn important financial concepts, techniques and strategies to build the financial life they want!

Course Topics:

- The Planning Process: Goal setting, budgeting, cash flow management and tax implications
- Managing Risk: Review different types of insurance (life, long-term care, healthcare, disability, etc.)
- Saving and Investing: Critical concepts like time value of money, compounding, inflation, diversification, and more.
- How the “Market” works: Financial Instruments (mutual fund v. ETF), market indexes, performance measures, etc.
- Retirement Planning: Sources of income, goal setting, types of retirement plans, etc.

Instructor:

Steve Grazio is an Adjunct Faculty member at Jefferson University, Philadelphia, PA. Professor Grazio has 10 years of experience teaching both graduate and undergraduate students at the prestigious Kanbar College of Design, Engineering and Commerce, as well as the School of Continuing Education and Professional Studies. Steve is a federally registered Investment Adviser Representative. He is committed to helping families and small businesses save and invest to achieve their goals. He holds a Life Insurance license (NJ, PA, DE, NY) and Series 6, 63 and 65 securities licenses.

Cape May County Association of REALTORS® Education Committee Presents:

Accredited Buyer Representative 2 - Day Core Course (ABR® Designation)

Wednesday & Thursday April 3-4, 2019

at CMCAR Building, 1546 Rt. 9 N. - Swainton, NJ

Instructor: Diane Disbrow, GRI, CRS, CRB, ABR, RSPS, SRS, SFR, SRES, ePRO & RENE

9:00AM - 5:00PM—Both Days (1hr lunch break)

***This course will satisfy all your (12) NJ Continuing Education Credits for the -2019 Licensing Cycle-**

Course Highlights

The goal of the 2-day ABR® Designation Core Course is to establish a foundation of training, skills, and resources to help you succeed as a buyer’s representative.

Topics include:

1. Winning the Buyer as a Client
2. Forming a Buyer Relationship
3. Putting Buyer Representation into Action
4. Offers, Counter Offers, and Negotiations
5. Bringing the Transaction to a Successful Close
6. Winning Repeat Business and Referrals

ABR® Designation Requirements

1. Be an Active NAR Member

You must be an active member of the National Association of REALTORS®

2. Complete the (2 -Day) ABR® Designation Course (This Course)
Become a REBAC Member—1st Year Free

The ABR® Designation Core Course includes a free one year REBAC membership when the course provider notifies REBAC of your successful course completion.

3. Complete One Elective Course

You must complete one approved ABR® elective course within 3 years of completing this ABR® Core Course. (List of courses will be provided during ABR® Core Course.)

4. Submit a Designation Application Documenting Transactions

Complete an ABR® designation application including documentation of 5 closed transactions in which you represented the buyer. Valid transactions include any closed prior to and up to 36 months after ABR® Designation Core Course completion.

5. Ongoing REBAC & NAR Membership

You must maintain membership in REBAC and NAR or one of its international cooperating associations.

Class Tuition & Hours

\$199

**CMCAR® Member Fee
-Limited Seating-**

This course must be paid for online by CMCAR® members at njrealtorsace.com

Accepted forms of payment:
Electronic Check &
Credit Card only!

*No payments or walk-ins on day of course.

You must pre-register.

***Non-Members Price: \$250**
Please call 609-624-3500x3 to register.

Includes manual/materials and first year annual REBAC membership for those students qualifying for membership.

Please feel free to bring snacks or lunch. There will be coffee, tea & water provided.