



This is an interactive broadcast course, meaning participants in multiple locations will see, hear, and even speak with each other and the instructor.

Real Estate Hot Topics: Don't Get Burned

Hosted by: Central Hill Country Board of REALTORS® (CHCBR)

Date/Time: June 19, 2017 1 pm - 4 pm

Location: CHCBR Classroom
906 N. Milam Street
Fredericksburg, TX 78624

Instructor: Candy Cook **Cost: \$30**

Registration

Name on TREC License

TREC License # Primary Phone

Email Address

Real Estate Hot Topics: Don't Get Burned
Course # 31104 **3 Hours CE** **Cost: \$30**

This session examines current hot issues based upon changes in guidelines, policies, and procedures from TREC, TAR, state, and/or federal sources. Potential topics include RES-PA changes and how they affect current transactions; changes in licensing laws, including adult education. To properly price their listings, negotiate price reductions and effectively close reluctant buyers. Also how to raise the bar in terms of customer service, agent reviews, conflict resolution, and risk management. To help the license holder implement the best proven practices to make their customized services stand out from those offered by competitors. To keep the license holder compliant with the policies and guidelines that governs appropriate business conduct. The session will explain the changes and then help participants to identify best practices to better serve consumers.

CE Credit

If seeking CE credit, please bring your real estate license and a valid photo ID.

Special Services

If you require special accommodations to participate, please let us know at least 3 days prior to the course and attach a written description of your needs.

Refund/Cancellation Policy

A full refund will be issued if written notification is received by June 12, 2017, otherwise a \$15 cancelation fee will be deducted from your refund. No refunds will be issued after June 15, 2017

To Register:

Send form and \$60 check payable to CHCBR, 906 N. Milam Street, Fredericksburg, TX 78624

To pay online, log on to Navica, Click News & Events and Association Events.

Registration Deadline:

June 12th - After Deadline add \$15 to registration fee!

Method of Payment: Cash Check Mastercard Discover Visa Am Express

Name on Card: _____

Billing Address: _____ Zip _____

Credit Card #: _____ Expiration: _____

Signature: _____



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