

# Strategies For Success

## An orientation program for new REALTORS®

Welcome to the Greater Harrisburg Association of REALTORS®. Applicants for membership must attend an orientation program in its entirety within 60 days of date of application or within the first two offerings of new member orientation. Failure to do so will result in denial of the membership application or termination of provisional membership and an additional \$125 application fee. To avoid any additional fees, please register for ONE of the two dates listed below!

### During Strategies for Success, you will find out....

- What it means to be a REALTOR®
- Your obligation to abide by the Code of Ethics
- More about the Greater Harrisburg Association of REALTORS® benefits and services
- Our recommended Guidelines for Co-Brokerage, Open Houses and Signs
- Why membership means professional value!
- Rules and Regulations of Central Penn Multi List Inc. (CPML)

The Strategies for Success orientation meets NAR's requirements for the mandated quadrennial ethics training.

**REGISTRATION IS REQUIRED! A BOXED MEAL WILL BE PROVIDED BY THE SPONSOR OF THE ORIENTATION!**

**Tuesday, March 2, 2010**

**Sponsored by: Fulton Bank/Fulton Mortgage Co.**

**Registration: 9:45 a.m.**

**Course: 10:00 a.m. – 4:00 p.m.**

**Monday, April 12, 2010**

**Sponsored by: Wells Fargo Home Mortgage Co.**

**Registration: 9:45 a.m.**

**Course: 10:00 a.m. – 4:00 p.m.**

**All orientation programs are held at:**

**Greater Harrisburg Association of REALTORS®**  
424 N. Enola Drive, Enola, PA 17025

**REPLY REQUIRED**

**Please register me to attend the following orientation:** *(Dates listed are on a first come first serve basis.)*

In order to better accommodate your needs, please let us know if you have any disability that will require special auxiliary aids and/or services.

**Tuesday, March 2, 2010**

**Monday, April 12, 2010**

NAME: \_\_\_\_\_ COMPANY: \_\_\_\_\_

**Return this form to:**

**Greater Harrisburg Association of REALTORS®**

424 N. Enola Drive, Enola, PA 17025-2221

Phone: (717) 364-3200

Fax: (717) 364-3206

E-mail: [martha@ghar.info](mailto:martha@ghar.info)

**Please enclose your completed application form and application fee,  
if you have not already done so!**