

GREATER HARRISBURG



REALTORS®
INSTITUTE

GENERAL MODULE: PRACTICAL KNOWLEDGE FOR THE REAL ESTATE PROFESSIONAL

Instructor: Kay Norris Hock

Date:

Monday, March 12, 2012

Place:

GHAR Office
424 N. Enola Drive, Suite 1
Enola, PA 17025

Time:

8:30 a.m. – 4:30 p.m.

*Registration opens
30 minutes before class start
time.*

Cost: \$75.00

Register:

Phone: (717) 364-3205

Fax: (717) 364-3206

MEMBERS ONLY: Register
online at www.ghar.info

***Approved for 7.0 hours PA Real Estate Continuing Education
Credit for the 2010-2012 cycle.***

The purpose of this course is to provide standard salespersons with a high level of knowledge and understanding regarding key areas of real estate practice. This is part one of the Real Estate Commission required courses for agents licensed after December 1, 2009. This is an excellent review course for all REALTORS®. Protect yourself and your client with proper documentation.

Real Estate Professionals will learn:

- Duties of Licensees
- Closing Costs for Buyers and Sellers
- The Agreement of Sale and Addenda
- Title Reports
- Agency Relationships
- Zoning
- Environmental Concerns

**REGISTRATION
CLOSES AT
8:30 a.m.**

**YOU MUST BE
SEATED AT THAT
TIME AND
COMPLETE THE
FULL DAY IN
ORDER TO
RECEIVE CREDIT
FOR THE
COURSE.**

NOTE: At the time a GHAR member registers for a class, he assumes payment responsibility for that class. GHAR members may pay tuition (class fees) at the door. **Non-members must pay at time of registration.** Tuition must be paid in full prior to the start of a class. Tuition payments are refundable if 48 hour cancellation notice is given. If a student leaves after a class begins, no portion of tuition is refunded. Students must have registered, paid for class, and be seated at the advertised class start time in order to be admitted to the class. Late arrivals will not be seated, and will not be entitled to a refund. If the School finds it necessary to cancel the entire course, the full dollar amount of any payment will be promptly refunded. If the School cancels a portion of the course, the unused portion of the tuition may be credited towards a future course or refunded. No portion of the tuition will be refunded after class day begins.

In order to better accommodate your needs, please be sure to notify us in advance, if you have any disability which will require special auxiliary aids and/or services at this event. Payments to the Greater Harrisburg Association of REALTORS® are not deductible as charitable contributions for Federal Income Tax purposes; however, such payments may be deductible as ordinary and necessary business expenses.

Earn your CE credits today. The current cycle ends May 31, 2012!