

GREATER HARRISBURG



REALTORS®
INSTITUTE

How to Encourage and Assist Seniors and Caregivers to Sell the Family Home

Instructor: David D. Nesbit, Esquire, M.P.A., CCIM

Date:

Wednesday, March 7, 2012

Place:

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

Time:

1:00 p.m.—4:30 p.m.

*Registration opens
30 minutes before class start
time.*

Cost: \$45.00

Register:

Phone: (717) 364-3205

Fax: (717) 364-3206

MEMBERS ONLY: Register
online at www.ghar.info

Assisting the elderly and their families in making wise decisions about the disposition of the family home requires a sensitive understanding of their concerns, thought processes, and a knowledge of available community based and institutional housing options. This course assumes no prior experience or professional training in the areas of health care, geriatrics or social work.

Topics will include:

- **Why Seniors are Sellers:** Triggers to decide to sell the family home
- **Health Issues** related to aging which affect a client's decision to sell, obstacles and opportunities
- **The Elder Care Continuum:** Activities of Daily Living & the "Danger Zone", an overview of expenses and available resources (Long term care insurance, reverse mortgages, "gifting" laws, etc.)
- **Legal documents** related to serving seniors that the real estate licensee needs to understand
- **An overview of senior housing options:** Where is your seller moving to and why?

***Approved for 3.5 hours PA Real Estate Continuing Education Credit
for the 2010-2012 cycle.***

***Registration closes at class starting time. You must be seated at that time in order to receive credit for the course.
This course does not fulfill the CE requirement for licensees licensed between Dec. 1, 2009 and Nov. 30, 2011.***

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!