

NEW NORMAL = NEW SKILLS

Instructor: Melanie McLane



REALTORS®
INSTITUTE

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

Date:

Thursday, March 15, 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*

Register:

Phone: (717) 364-3205
Fax: (717) 364-3206

**MEMBERS ONLY: Register
online at www.ghar.info**

This course, which is designed for real estate agents, explores the skill set needed to succeed in today's real estate market. Agents who cannot adapt may have to leave the business because they will not be able to survive. This course discusses the skills agents need.

Real estate professionals will:

- Learn how to understand the changes in financing requirements in today's market
- Learn how to financially qualify a borrower for a variety of programs
- Understand the role of pricing in today's market
- Learn to identify key components of pricing — including supply and demand — absorption rate, and list price/sales price
- Review the pros and cons of REO and short sale listings
- Understand how to evaluate potential business in the context of the practitioner's market

REGISTRATION CLOSSES AT CLASS START 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 December 1, 2009 and November 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

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