

### WEDNESDAY, AUGUST 11

- Seller Agency, RE01R06 & Buyer Agency - RE02R06** 9:00AM - 1:00PM  
Gerry Mahoney and Ronn Huth combine the Seller and Buyer Agency modules into one 4 hour class. Learn about both sides of agency from this dynamic team teaching approach.  
Combined classes - you will earn 4 hours of MA continuing education
- Residential Mortgage Loan Market and Credit Today - RE47R05** 2:00PM - 4:00PM  
Patty Gabriel  
This course is designed to take the licensee through all of the dynamics of today's residential mortgage financing market including the important aspects of credit reports and credit scoring, the changing nature of the primary mortgage loan market and the broad variety of lenders and products available to all.



### THURSDAY, AUGUST 12

- Lead Paint - Residential Sales and Rentals, - RE20R01 - Andrew Consoli** 9:00AM - 11:00AM  
Learn more about the Federal and State requirements regarding lead disclosure on both sale and rental properties and the penalties for non-compliance for sellers, landlord and real estate agents.
- Residential New Construction, RE46R05 - Andrew Consoli** 11:00AM - 1:00PM  
This course will enable you to better assist clients who are considering purchasing and renovating of an existing property or purchasing new construction, and also assist land owners, builders and developers through the complex subdivision approval process.
- Architecture, RE14R07 - Andrew Consoli** 2:00PM - 4:00PM  
This course provides instruction on the various types of structural housing designs and styles.

**LOCATION: NSAR**  
398 Essex Street, Beverly

**Register by August 4<sup>th</sup> & SAVE!**

**NSAR Members**  
\$25.00 per 2 hours  
\$125 per 12 hours  
**Non-Members**  
\$35.00 per 2 hours  
\$175 per 12 hours

**Register after August 4<sup>th</sup>**

**NSAR Members**  
\$30.00 per 2 hours  
\$150 per 12 hours  
**Non-Members**  
\$40.00 per 2 hours  
\$200 per 12 hours

**NOTE:** According to MA Licensing Regulations, you cannot be more than 10 minutes late to receive course credits. In order to maintain your Massachusetts Real Estate License, you are required to take 12 hours of Continuing Education credits every 24 months.

**Register on-line at [www.northshorerealtors.com](http://www.northshorerealtors.com)** or fax completed form with your *MasterCard* or *Visa* number to: **978.232.9414** or mail this form with your check payable to: **NSAR, 398 Essex Street, Beverly, MA 01915**

Name: \_\_\_\_\_ Contact Phone: \_\_\_\_\_

Home Address: \_\_\_\_\_ License #: \_\_\_\_\_ (B/ S)

City, State, Zip: \_\_\_\_\_ License expiration date: \_\_\_\_/\_\_\_\_/\_\_\_\_ (mm/dd/yy)

Email: \_\_\_\_\_ Company: \_\_\_\_\_ Phone: \_\_\_\_\_

I have enclosed my check made payable to NSAR in the amount of \$\_\_\_\_\_. -OR- Please charge my

MasterCard/VISA \$\_\_\_\_\_ account # \_\_\_\_\_ exp. date \_\_\_\_\_

Name on Card (print) \_\_\_\_\_ (signature) \_\_\_\_\_

Billing Address, City, State, Zip \_\_\_\_\_

**Cancellation Policy:** North Shore Center for Real Estate Education reserves the right to reschedule, postpone, change or cancel class if deemed necessary. If the school cancels, a full refund will be issued. In the event of inclement weather, please contact the Center at 978.232.9410.

**Refund Policy:** Students withdrawing after **Wednesday, August 4, 2010** will not receive a refund. "No shows" not paid in advance will be billed full tuition.