



## February 9 & 11, 2010 Continuing Education "Two New CEU Modules"

### TUESDAY, FEBRUARY 9

**Auction: 101** - RE58RC09, Anita Hill

9:00AM – 11:00AM

This course provides an overview of real estate auction and the pros and cons to buyer and seller and real estate professional.

**Smart Growth/Smart Energy** - RE59RO9, Anita Hill

11:00AM – 1:00PM

Smart Growth/Smart Energy is a course designed to introduce real estate professionals to the various concepts included in the Massachusetts Smart Growth/Smart Energy initiative.

**Dual Agency** - RE49RC05, Ronn Huth

2:00PM – 4:00PM

Take this class to learn what you need to know about this type of agency and how it effects you as an agent, your buyers and sellers.

### THURSDAY, FEBRUARY 11

**National Economic Trends & the R E Professional** - RE34RC03

9:00 - 11:00AM

Elaine Hoff

This course provides an overview of national housing trends and how they impact supply and demand, and the resulting prices a consumer will pay for individual transactions.

**Offers** - RE35RC03, Elaine Hoff

11:00AM – 1:00PM

Take this course to learn what you need to know about offers from presentation to acceptance of the offer.

**Financing** - RE25RC08, Patty Gabriel, Prospect Mortgage

2:00PM – 4:00PM

This course is designed for real estate brokers and salespersons and provides a comprehensive overview of the application, procedures and mentality regarding mortgage financing in general.

**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**

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

**Register by  
February 5<sup>th</sup> & SAVE!**

**NSAR Members**  
\$25.00 per 2 hours  
\$125 per 12 hours

**Non-Members**  
\$30.00 per 2 hours  
\$175 per 12 hours

**Register after  
February 5<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

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 **Friday, February 5, 2010** will not receive a refund.  
"No shows" not paid in advance will be billed full tuition.