



Atlantic City & County Board of REALTORS®

Continuing Education Classes

April 2017

New Jersey Real Estate Commission requires 12 Credits before June 30, 2017. It is best to have these completed prior to April 30, 2017 so you do not have to pay a \$200.00 Administration Fee. Your 12 Credits are: 2 Ethics, 4 Core and 6 other approved credits (ethics, core or elective).

Thursday, April 20, 2017—USDA Rural Development Affordable Housing Program - 3 Elective Credits
USDA Rural Development (RD) Housing programs are among the best affordable housing programs in the country. This course will provide an in-depth overview of our programs and focus on lending practices that meld well in RD programs. Instructor : Michael Matthews—USDA

9:00AM—12:00PM

\$30.00—ACCBOR Members \$35.00—Other REALTORS® \$40.00—non-REALTORS®

Friday, April 21, 2017

Leases – Tenant & Landlord, What You Need to Know - 3 Core Credits

Students will be able to define basic terms of leasing in New Jersey, and will be able to explain basic requirements, legal principles, rules, types of leases. Instructor: Anita Fedorochko, ABR, RSPS, MRP, SFR, SRES, ePro, PSA

9:00AM—12:00PM

\$30.00—ACCBOR Members \$35.00—Other REALTORS® \$40.00—non-REALTORS®

Real Estate Safety Matters: Safe Business = Smart Business - 3 Elective Credits

NAR's goal of this course is to instill safety awareness and habits as second nature so that real estate professionals, as well as their clients and customers, know how to avert or respond to dangerous situations and to avoid harm as they practice their profession. Instructor: Anita Fedorochko, ABR, RSPS, MRP, SFR, SRES, ePro, PSA

1:00PM—4:00PM

\$30.00—ACCBOR Members \$35.00—Other REALTORS® \$40.00—non-REALTORS®

Tuesday, April 25, 2017—CODE OF ETHICS: Easy As 1, 2 3 - 2 Ethics Credits and 1 Core Credit

An interactive 3 hour course which satisfies both the NAR 2018 Biennial Ethics Requirement and the NJREC Continuing Education Ethics requirement. Students participating in the course will come away with an understanding of how to practice real estate in the most ethical way possible, and the actions to be taken when ethics are in question. Instructor: Eileen Cahill

10:00AM—1:00PM

\$30.00—ACCBOR Members \$35.00—Other REALTORS® \$40.00—non-REALTORS®

MUST COMPLETE SEPARATE RESERVATION FORM