



Atlantic City & County Board of REALTORS®
CE Course Offerings

Register for all classes at NJREALTORSACE.COM

All courses to be held at the Atlantic City & County Board of REALTORS
6429 Black Horse Pike, Egg Harbor Township

**Reservations must be made in advance. No walk-ins.
Refunds with 3 days advance notice only.**

Thursday, April 4, 2019

8:30AM—4:00PM (break for lunch)

Real Estate Professionals- Responsibilities and Claims (6 Hours—Core Course)

Who do you represent? What “hat” are you wearing? Property Management and Summer rentals; Reliance On Third-Party Inspections and Certifications

Speaker: Tim Bloh, Esq., Partner with Fox Rothschild LLP

Cost: \$60.00 ACCBOR Members/ \$65.00 Non-Members

Deadline for reservations 4/2/19

Friday, April 12, 2019

8:30AM—12:00PM

REAL ESTATE ADVERTISING COMPLIANCE (3 Hours—Core Course)

The course provides a thorough review of real estate advertising regulations intended to give a sales agent an understanding of the New Jersey Real Estate Statute rules, the NAR Code of Ethics advertising standards of practice, and the HUD Fair Housing advertising guidelines.

Speaker: Eileen Cahill, CRS, ABR, SRS, SRES, RENE, AHWD, SFR, CNE, CDPE

Cost: \$30.00 ACCBOR Members/ \$35.00 Non-Members

Deadline for reservations 4/10/19

Friday, April 12, 2019

12:30PM—4:00PM

AGENCY AND REAL ESTATE (3 Hours—Core Course)

The objective is to educate licensees regarding the law of agency, disclosure requirements, & disclosed dual agency. Since any violation of agent responsibilities presents risk for the Broker and the Agent, this course will educate the licensee to avoid making errors or representations that can lead to litigation.

Speaker: Eileen Cahill, CRS, ABR, SRS, SRES, RENE, AHWD, SFR, CNE, CDPE

Cost: \$30.00 ACCBOR Members/ \$35.00 Non-Members

Deadline for reservations 4/10/19

Thursday, April 18, 2019

8:30AM—12:00PM

WORKING WITH SELLERS (3 Hours—Core Course)

Understand the agency relationship when representing sellers. Learn how to overcome objections, how to keep and market listings in an ever-changing market.

Speaker: Anita Fedorochko, ABR

Cost: \$30.00 ACCBOR Members/ \$35.00 Non-Members

Deadline for reservations 4/16/19

Thursday, April 18, 2019

12:30PM—4:00PM

Leases-Tenant and Landlord—What you Need to Know (3 Hours—Core Course)

This course will cover leasehold estates, standard lease provisions, legal principles of leases, Truth in Renting, rent control and much more.

Speaker: Anita Fedorochko, ABR

Cost: \$30.00 ACCBOR Members/ \$35.00 Non-Members

Deadline for reservations 4/16/19