



Atlantic City & County Board of REALTORS®
CE Course Offerings

Register for all classes at NJREALTORSACE.COM

Reservations must be made in advance.
Deadline to reserve your spot is 3 days in advance of each class.
Refunds with 3 days advance notice only.

Classes via Zoom or Webinar
Register for all classes at NJREALTORSACE.COM

Monday, February 22nd, 2021

9:00AM—12:00PM

Review and Updates of the REALTOR® Code of Ethics—3 Hour Ethics/Core

ZOOM Class - A link will be emailed to you the day before the class starts.

Detailed review of the 17 articles of the Code of Ethics, including: how do the articles of the Code compare to the licensing obligations, what do I do when someone does not comply and best practices to avoid arbitration.

Meets NAR biennial requirements

Cost: \$0.00 for ACCBOR Members \$15.00 for all others

Instructor: Isabelle Perkins

Reservation deadline 3 days in advance of Class

Wednesday, February 24th, 2021

1:00PM—4:00PM

Shining the Light on Solar Panels - 3 Hour Elective

ZOOM Class - A link will be emailed to you the day before the class.

What should you know when the house already has solar panels? The presence of solar panels on a residential property at the time of resale needs to be addressed with competence by the real estate licensee, has implications on disclosures, potential misrepresentation, requires basic understanding of the photovoltaic system as well as the key elements of the various agreements (third party ownership/ warranties, etc.) to properly protect the clients. The class will describe key components of a solar system, discuss the ownership/ leasing aspect of such a system, the financial and value impact and the information to collect to properly represent a client (either buyer or seller)

Speaker: Isabelle Perskins

Cost: \$5.00 for ACCBOR Members \$15.00 for all others

Reservation deadline 3 days in advance of Class

Wednesday, March 3rd, 2021

1:00PM—4:00PM

Social Media, Laws and Ethics- Do's and Don'ts—3 Hour Core

ZOOM Class - A link will be emailed to you the day before the class.

A real estate licensee today spends much of their time online and on various social media sites.. Through the use of various examples/ situations, the material will review legal and ethical obligations as well as good business practice. This will not be limited to licensing obligations, but will extend to discussions about privacy and copyrights.

Speaker: Isabelle Perskins

Cost: \$5.00 for ACCBOR Members \$15.00 for all others

Reservation deadline 3 days in advance of Class

Wednesday, March 10th, 2021

9:30AM—12:30PM

NJREC Agency Refresher Overview—3 Hour Core

WEBINAR Class - A link will be emailed to you the day before the class.

Agency relationships are the cornerstone of our business, whether it's the relationship with our Broker, Seller, Buyer, disclosed dual agent, transaction broker. All agency relationships will be discussed. "CIS" requirements when and how should it be presented to the consumer? What are our fiduciary responsibilities?

Speaker: Anna Janda

Cost: \$5.00 for ACCBOR Members \$15.00 for all others

Reservation deadline 3 days in advance of Class

2nd Page of CE Classes Offered by ACCBOR

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Monday, March 15th, 2021

9:00AM—12:00PM

Fairness, It Is the Law! - 3 Hour Fair Housing/Core

ZOOM Class—A link will be emailed to you the day before the Class

Treating all consumers equally and fairly is not only good business practice, it is also the law. This course reviews the legal obligations all real estate licensees are expected to abide by (Federal and State Regulations). The follow up discussions will address various concerns from consumers, such as service animals, tenant applications and qualifications, information about areas and more. Risk management for the real estate licensee will also be discussed through the creation of “best business practices”. ZOOM Class - A link will be emailed to you the day before the class.

Speaker: Isabelle Perkins

Cost: \$0.00 for ACCBOR Members \$15.00 for all others

Reservation deadline 3 days in advance of Class

Thursday, March 18th, 2021

10:00AM—11:00AM

Mold and Real Estate Transactions— 1 Hour Elective

WEBINAR Class—A link will be emailed to you the day before the Class

Did you find Black Toxic Mold at your last home inspection? Is that even real? Take the class to find out.

Speaker: David Sulock

Cost: \$5.00 for ACCBOR Members \$10.00 for all others

Reservation deadline 3 days in advance of Class

Tuesday, March 23rd, 2021

9:30AM—11:30PM

Endangering your Real Estate License— 2 Hour Core

WEBINAR Class—A link will be emailed to you the day before the Class

New Updated cases involving NJREC violations and Ethical violations in our current real estate market. Stay out of trouble and learn the right way to handle issues Real Estate agents are confronted with in the course of a transaction.

Speaker: Anna Janda

Cost: \$5.00 for ACCBOR Members \$15.00 for all others

Reservation deadline 3 days in advance of Class

Thursday, March 25th, 2021

9:30AM—12:30PM

NJREC Fair Housing Refresher Overview - 3 Hour Fair Housing/Core

WEBINAR Class—A link will be emailed to you the day before the Class

Updated Topics for our current market include Assistance, Emotional Support and Therapy animals, what's the difference? Arrest records and disparate impact, steering, redlining, housing vouchers. Lively discussions on all this and more as it relates to Fair Housing Laws, Violations vs. Exemptions, Advertising, Complaint Procedures and Penalties.

Speaker: Anna Janda

Cost: \$0.00 for ACCBOR Members \$15.00 for all others

Reservation deadline 3 days in advance of Class

Thursday, April 1st, 2021

9:00AM—12:00PM

Review and Updates of the REALTOR® Code of Ethics—3 Hour Ethics/Core

ZOOM Class - A link will be emailed to you the day before the class starts.

Detailed review of the 17 articles of the Code of Ethics, including: how do the articles of the Code compare to the licensing obligations, what do I do when someone does not comply and best practices to avoid arbitration.

Meets NAR biennial requirements

Instructor: Isabelle Perkins

Cost: \$0.00 for ACCBOR Members \$15.00 for all others

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