

March 2012

TOOLS of the TRADE

Providing You with Your Continuing Education Needs!

Date	Class	Instructor	Time	CE Credits	Realtor / Non-Realtor	Information	Sponsors & Registration Link
Friday 2 nd	Marketing Industry Update	Terry Cox	8:30-9:30	Marketing Industry Update	FREE	Douglas County Tax Assessor, Terry Cox, will discuss county tax issues relating to real estate.	Refreshments provided by: Doil Storie of Farmers Insurance
Tues 6 th	A View of Mineral Rights	Maria Massaro	9:00-12:00	3	\$30 / \$45	This class gives an overview of oil and gas law and touches upon such current issues as the use of the surface for oil and gas operations and what to look for in deeds and in title work that should warn the real estate broker that he or she needs to investigate further or seek assistance.	Refreshments provided by: Jim Renshaw of Land Title Guarantee Register: http://bit.ly/yyQF1W
Friday 9 th	Marketing Industry Update	Renee Parrish	8:30-9:30	Marketing Industry Update	FREE	Industry Update topic: "Staging Trends of 2012"	Refreshments provided by: Chris Carter of Structure Check
Mon 12 th	Purchase Money for Seniors	Tim Granville	10:00-12:00	2	\$25 / \$35	Open more doors for yourself and your senior clients. Help them understand how to purchase with no monthly payments and purchase a second home without having to sell their current residence, among other things.	Refreshments provided by: Jean Burr of Trinity Title Register: http://bit.ly/xWwP4t
Thurs 15 th	The Value of Time Lunch & Learn	Paulette Tuttle	11:00-1:00	0	\$15 / \$20	One of the biggest problems the housing industry is facing is loss of confidence. Learn about a unique solution that protects homeowners' equity in today's volatile market!	Lunch provided by: Elizabeth White of Colorado Western Title Email to register: communications@derarealtors.com
Friday 16 th	Marketing Panel Discussion	TBA	8:30-10:00	Marketing Panel Discussion	FREE	Panel Discussion topic: TBA	Refreshments provided by: Jim Renshaw of Land Title Guarantee
Mon 19 th	Cracking the Credit Code	Chandra Hall	9:00-1:00	4	\$40 / \$60	In this class you'll explore the appropriate – <i>and legal</i> – role for the agent in helping with damaged credit, FHA, VA, and conventional financing guidelines and rules associated with seller concessions, a systemized marketing plan that keeps you in contact so when the time is right, you're there!	Refreshments provided by: Jeff McAlister of US Bank Register http://bit.ly/zXci6Z
Mon 19 th	Social Marketing Systems Keep You Sane	Chandra Hall	2:00-5:00	0	\$30 / \$45	Today more than 80% of people start their housing search online. Claim your social marketing presence and pipeline of prospects by putting systems in place that take your marketing to the next level. Learn how to avoid legal pitfalls while still taking advantage of social marketing and its many different faces.	Refreshments provided by: Denice Lacina of Direct Residential Services Register: http://bit.ly/ywOQn8
Tues 20 th	Down Payment Assistance	Jocelyn Predovich and Nicky Hungerford	9:00-11:00	2	\$20 / \$35	Discover the ins and outs of the CHFA down payment assistance program, including loan, income, and credit limits. Understand the differences between other DPA programs such as Douglas County, Aurora HOAP, North Metro and more.	Refreshments provided by: Melissa Ozuna of Ascendant Title Register: http://bit.ly/xgAncA
Friday 23 rd	Marketing Industry Update	Jacob Haddan	8:30-9:30	Marketing Industry Update	FREE	Industry Update topic: 203k Lending	Refreshments provided by: Wendy Witucki of American Family Insurance
Friday 30 th	Marketing Industry Update	Rachel Hill	8:30-9:30	Marketing Industry Update	FREE	Industry Update topic: "Don't be Scammed"	Refreshments provided by: Jeff McAlister of US Bank

