

Fair Housing Compliance, Easier Than You Think with Fran Carroll

Jan. 26, 9:00am - noon 3 HRS CE free for GSAR Members / \$45 for Non-Members. Can you afford an \$11,000 fine for a first time offense? Learn how to protect yourself from charges of discrimination. If charged, you are presumed GUILTY unless you can prove your innocence.

The Home Inspection Experience with Tom Sherman

Feb. 8, 9:00am - 12:30pm 3.5 HRS CE \$42 for GSAR Members/ \$53 for Non-members. This course will help you to understand the Home Inspector's job and will examine the Home Inspector/REALTOR relationship. Ten most common issues noted during home inspections will also be discussed.

From Purchase Offer to Closing: A Legal Perspective with Robert Carter

Feb 8, 9:00am-1:00pm. 4 HRS CE \$48 for GSAR Members / \$60 for Non-Members. From a legal perspective, attorney Robert Carter will discuss what happens between purchase offer acceptance and the closing and how issues that arise in the contract, title documents, the mortgage commitment, etc. affect both the buying & selling sides of the transaction

Overview of the Home with Greg Booth

Feb 22, 9:00am-noon. 3 HRS CE \$36 for GSAR Members / \$45 for Non-Members. In this course, your instructor will discuss some of the new and perhaps unfamiliar elements found in new homes. You will learn about some of the most common defects and issues found in new homes/new construction. A few techniques that will help you determine structural deficiencies will be presented.

Creative Financing with Donovan Pieterse

March 1, 9:00am - 1:00pm. 4 HRS CE \$48 for GSAR Members / \$60 for Non-Members. Learn how you can act as a problem solver in a tough financing environment. Lease options, seller financing, private mortgages, land contracts and buying/selling subject to existing financing will be presented.

Evaluating, Listing and Selling Investment Property with Jane Mostow

March 10, 8:30am - 5:00pm. 7.5 HRS CE \$90 for GSAR Members / \$113 for Non-members. Learn to collect accurate and necessary data so an investor/buyer can come to a viable decision to purchase. Determine if a property is more valuable for an owner occupant or an investor. Discuss cap rates, mortgage regulations and other issues regarding investments

Buyer's Agents: Value to the Real Estate Industry with John Waugh

March 23 & 24, 10:00am-3:30pm each day 10 HRS CE \$130 for GSAR Members /\$150 for Non-members. Both new and experienced agents will learn how to offer the highest level of service possible to their clients. Your instructor will show you how to prepare your clients for the entire home buying process. The included manual, meant to be shared with your clients, covers everything from initial interview to the closing.

Environmental Home Inspections -Steve Selig

March 30, 9:00am - 5:30pm. 7.5 HRS CE \$90 for GSAR Members / \$113 for Non-Members. This course will discuss the role environmental issues play in the purchase and sale of homes. It will focus on the types of inspections available & governmental regulations or guidelines for these inspections. You will learn strategies for identifying the need for them early and communicating them with the purchasers and sellers. This course will discuss the public milieu in which environmental issues develop as well as provide tools for resolving these issues in a constructive manner among involved parties.

Representing Buyers Through the Eyes of a Builder: Navigating the New Construction Maze with John Waugh

April 7, 8:30am - 5:00pm 8 HRS CE \$96 for GSAR Members/\$120 for Non-Members. In this course, you will learn the fundamentals of the new construction industry, in order to help your buyer navigate the often confusing process of building a new home. Learning the key components of the building industry will give you the edge you need to provide added value to your clients.

How Old is This House? Problems in Older & Newer Homes with Greg Booth

April 13, 9:00am - 12:00pm. 3 HRS CE \$36 for GSAR Members / \$45 for Non-Members. Identify techniques to date the construction, components, renovations, and additions of a home. Understand the characteristics of and what to expect from both older and newer homes

Short Sales with Donovan Pieterse

May 3, 9:00am-1:00pm. 4 HRS CE \$48 for GSAR Members / \$60 for Non-Members. If you are looking for an in depth discussion of the short sale, you will not want to miss this class. Learn how to process the short sale and be introduced to the subtle short sale warning signs and elements of a deal that make a short sale unlikely. The foreclosure process, disclosure issues, and listing issues (such as tax liabilities, liens, the BPO and the real estate commission) will be discussed. The course closes with a group discussion of on-going and past short sale experiences. Learn how to successfully manage a short sale transaction step by step.

Through the Eyes of an Appraiser with Jane Mostow

May 5, 8:30am – 5:00pm 7.5 HRS CE \$90 for GSAR Members / \$113 for Non-Members. Learn how to identify the potential assets and defects in a property. Learn how to select the correct comparable properties for your CMA. Discuss the importance of correctly filling out the Profile sheet and to use key words that will help the appraiser reach an accurate value. Discuss the values of various adjustments and how to apply them to your analysis. Finish with doing an accurate CMA/Appraisal.

Historic Preservation for REALTORS with Don Radke

May 17 & 18 9am - 5pm 15 HRS CE \$180 for GSAR Members/ \$225 for Non-Members. Learn what you need to know to assist your clients who are purchasing properties protected under historic preservation ordinance. Included in this course is a 3-4 hour bus tour to locally protected historic landmarks and districts.

Everything You Need to Know About Lead & Asbestos with Steve Selig

June 1, 9:00am - noon 3.0 HRS CE \$36 for GSAR Members / \$45 for Non-Members

This course will discuss the issues raised by lead and asbestos in the purchase and sale of homes. It will focus on the types of inspections available, governmental regulations or guidelines for these inspections and strategies for identifying the need for them early and communicating them to the buyers and sellers. Class discussion will include where these substances are commonly found as well as exposure pathways.

Everything You Need to Know About Water Quality, Radon, Carbon Monoxide Steve Selig

June 1, 1:00pm - 4:00pm 3.0 HRS CE \$36 for GSAR Members / \$45 for Non-Members

This course will discuss issues raised by water quality & quantity, radon and carbon monoxide in the purchase and sale of homes. The course will also discuss types of inspections available, and will look in depth at the professional responsibilities of REALTORS® in disclosing potential issues raised by water quality & quantity, radon and carbon monoxide in home ownership

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June 9, 9:00am - noon 3 HRS CE **free for GSAR members** / \$45 for Non-Members. Can you afford an \$11,000 fine for a first time offense? Learn how to protect yourself from charges of discrimination. If charged, you are presumed GUILTY unless you can prove your innocence.

Mandatory Ethics and Local Association Training with Don Radke

July 7, 1:00pm - 5:00pm. 4 HRS CE **free for GSAR members**/\$60 for Non-Members. This course combines an hour of agency training with a review of the NAR REALTOR® Code of Ethics

Remember...

...at least 3 hours of fair housing/anti-discrimination training is to be included in your 22.5 hours of CE required for license renewal. If you are grandfathered from CE, you are exempt from this training.

...**ALL** REALTORS® must complete at least 2.5 hours of ethics training before Dec. 31, 2012. Only REALTORS® with Emeritus status are exempt.

Register online at www.cnyREALTOR.com or submit a registration form with payment to:

Fax: 457-5884 **e-mail:** education@cnyREALTOR.com

Mail to: GSAR Education Department, 5958 E. Taft Rd., N. Syracuse, NY 13212