

# SUCCESS SERIES

## Session 2 – September 2010

The Success Series is designed to reinforce the fundamentals of the real estate profession. This 12-module, 3-hour morning session allows agents the time to conduct both educational and business building activities while earning required license hours. New agents can learn the fundamentals necessary to establish and operate their real estate business while experienced agents can review subject matter to enhance performance.

**Time:** 9:30 a.m. - 12:30 p.m.  
**Location:** FAAR Classroom, 2nd Floor  
2050 Gordon W. Shelton Blvd.  
Fredericksburg, VA 22401

## Class Schedule

*PLEASE CHECK THE BOXES NEXT TO THE MODULES YOU WANT TO REGISTER FOR IF NOT ATTENDING THE ENTIRE SESSION.*

- |   |  |  |  |
|---|--|--|--|
| <input type="checkbox"/> <b>Wednesday</b><br>9:30 a.m. - 9:40 a.m.<br>9:40 a.m. - 10:45 a.m.<br>10:45 a.m. - 12:30 p.m.   | <b>September 1 – Module 1</b><br>Program Orientation<br>Real Estate as a Career/ Training Designations<br>Free and Low Cost Marketing  | <input type="checkbox"/> <b>Friday</b><br>9:30 a.m. -12:30 p.m.  | <b>September 17 – Module 7</b><br>Preparing the Market Analysis<br>The Listing Agreement<br>Marketing the Listing      |
| <input type="checkbox"/> <b>Friday</b><br>9:30 a.m. -12:30 p.m.   | <b>September 3 – Module 2</b><br>Marketing for Success (3 hrs RE related)  | <input type="checkbox"/> <b>Monday</b><br>9:30 a.m. -12:30 p.m.  | <b>September 20 – Module 8</b><br>Distressed Property Sales (3 hrs Legal)  |
| <input type="checkbox"/> <b>Wednesday</b><br>9:30 a.m. - 10:30 a.m.<br>10:30 a.m. - 11:40 a.m.<br>11:40 a.m. - 12:30 p.m. | <b>September 8 – Module 3</b><br>Buyer Interview/ Qualification (3 hrs RE related)<br>Buyer Agent Responsibilities<br>Home Inspections | <input type="checkbox"/> <b>Wednesday</b><br>9:30 a.m. - 12:30 a.m.  | <b>September 22 – Module 9</b><br>Contracts (3 hrs Contracts)  |
| <input type="checkbox"/> <b>Friday</b><br>9:30 a.m. - 12:30 p.m.  | <b>September 10 – Module 4</b><br>Financing (3 hrs RE Related)   | <input type="checkbox"/> <b>Friday</b><br>9:30 a.m. - 12:30 p.m.   | <b>September 24 – Module 10</b><br>Addendums & Contingencies<br>(3 hrs Offer to Purchase)                              |
| <input type="checkbox"/> <b>Monday</b><br>9:30 a.m. - 12:30 p.m.  | <b>September 13 – Module 5</b><br>Virginia Agency (3 hrs Agency)   | <input type="checkbox"/> <b>Monday</b><br>9:30 a.m. - 12:30 p.m.   | <b>September 27 – Module 11</b><br>Technology (3 hrs RE Related)   |
| <input type="checkbox"/> <b>Wednesday</b><br>9:30 a.m. - 12:30 p.m.   | <b>September 15 – Module 6</b><br>Fair Housing (3 hrs Fair Housing)  | <input type="checkbox"/> <b>Wednesday</b><br>9:30 a.m. - 10:20 a.m.<br>10:20 a.m. - 12:20 p.m.<br>12:20 p.m - 12:30 p.m. | <b>September 29 – Module 12</b><br>Homeowner's Insurance/CLUE<br>Closing Process (2 hrs Legal)<br>Follow-up/Graduation |



**Please Note:** It is RECA's policy that all CE/PL forms require your real estate license number and will not be forwarded to VREB if they are received as incomplete or after the end of class. Attendees seeking credit must have their license number with them to complete the required form.



### REGISTRATION IS REQUIRED.

#### Two ways to register:

Online at [faarmembers.com](http://faarmembers.com) – click "Online Registration" under Education  
Fax to (540) 736-0301 – complete registration information below



**Fee:**  Member = \$40 for entire session  Non-member = \$50 for entire session  
 Member = \$10/module  Non-member = \$15/module

**Total # of Modules** \_\_\_\_\_

**Name:** \_\_\_\_\_ **Company:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **Email Address:** \_\_\_\_\_

**Payment:**  VISA  MasterCard  Am. Express CC #: \_\_\_\_\_ **Total \$** \_\_\_\_\_

**Exp. Date** \_\_\_\_\_ **3-digit CVC #:** \_\_\_\_\_ **Authorized Signature:** \_\_\_\_\_

*NOTE: If you require ADA assistance for the classroom, please call FAAR at time of registration at (540) 373-7711. Opinions and information delivered in all FAAR courses should be confirmed as compliant with the Student's Company Policy before including in business practices. Refunds will only be given in the event RECA cancels the class or if the registrant withdraws from the class by contacting FAAR during business hours, at least one (1) business day prior to the class date.*

**This event counts for 5 pts. under Education Activities toward the Professional Honor Role recognition.**