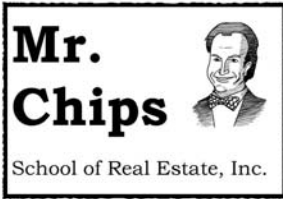


AND



PRESENT: Continuing Education

- 1. Examining the PAR Agreement for the Sale of Real Estate:**
⇒ Review *updated* PAR contract used for residential real estate (7 hrs)
- 2. Short Sales: New Issues, New Forms, New Ideas:**
⇒ Introduction to short sales and forms available in PA and NJ (3.5 hrs)
- 3. Outside the Numbers:**
⇒ Analyze local and regional MLS information (from TREND) (3.5 hrs)
- 4. Real Estate 101*:**
⇒ 7-hour "General" continuing education module: elective course for existing PA licensees, and *required course* for all *new* licensees
- 5. Real Estate 201*:**
⇒ 7-hour "Residential" continuing education module: elective course for existing and *new* PA licensees
* *Can be used by all PA licensees for 7-hours of CE*

Location

PENNINGTON, NJ
The Princeton School of Real Estate Training Room
2490 Professional Center
Pennington Road
(Rte. 31 North)
Pennington, NJ 08534
As you enter the parking lot, the building is on your left. Please park behind the building (away from Rt. 31).

Instructor

Charles "Chuck" Cosgrove
Chuck brings more than 19 years of experience to the classroom, with a background in selling, managing, and training pre-licensing, broker and continuing education courses.

COURSE	DAY	DATES	COST
1. Examining the AOS	___ Monday 9:00AM-4:30PM	Feb 22	\$80
	or ___ Monday 9:00AM-4:30PM	Apr 26	\$80
2. Short Sales	___ Monday 9:00AM-12:30PM	Mar 1	\$40
	or ___ Tuesday 9:00AM-12:30PM	Apr 27	\$40
3. Outside the Numbers	___ Monday 1:00PM-4:30PM	Mar 1	\$40
	or ___ Tuesday 1:00PM-4:30PM	Apr 27	\$40
4. Real Estate 101	___ Monday 9:00AM-4:30PM	Mar 22	\$80
5. Real Estate 201	___ Monday 9:00AM-4:30PM	Mar 29	\$80

QUESTIONS:

Call the Princeton School of Real Estate 609-737-1525
To register, check course(s) above, fill-in information below and return this registration form by fax or mail,

NAME: First _____ Middle _____ Last _____

Address _____ City _____

State _____ Zip _____ License #(for PA licensees) _____

PHONE _____ E-MAIL _____

Check courses **above** that you wish to attend – Registration will be acknowledged by e-mail.

_____ Check Enclosed-Payable to: Princeton School of Real Estate (238 W. Delaware Ave., Pennington NJ 08534)

_____ MasterCard or VISA # _____ Exp. Date _____

Signature (if paying by MasterCard or VISA): _____

IF PAYING BY CREDIT CARD, FAX this registration to: 609-737-2052

**PA licensees must complete a total of 14 hours of continuing education by 5/31/2010 to renew a license. If you were licensed before December 1, 2007, you may take elective CE courses or a broker course to complete your course work. If you were licensed after December 1, 2007, (license number is higher than RS-306390), you need to complete 14 hours of "new," required, mandatory continuing education.*

School Policy Regarding Refund of Tuition and Other Fees

REGISTRATION and TUITION FEES: Full payment of tuition must be received and confirmed prior to the course. Withdrawals received late or after the class starts will NOT be honored.

WITHDRAWALS AND REFUND OF TUITION: the School will make every effort to re-schedule a student for another class with similar content in a manner that accommodates the Registrant's needs. If this is not possible and the Registrant requests a refund of a payment prior to the class, the school requests that the request for a refund be forwarded in writing. A refund (by check) will be mailed to the address the student provided when requesting the refund (or, the address the school has on record for the Registrant).

Course Information

1. Examining the PAR Agreement for the Sale of Real Estate -

Designed for PA licensees and can be used by all PA licensees for 7-hours of CE.

- ⇒ The updated PAR "Agreement of Sale" will be available in 2010, this course reviews changes and additions to this critical residential document
- ⇒ Evaluate language used in NJ (and NC) for mortgage and inspection contingencies to enhance understanding of these paragraphs
- ⇒ Review the "Notices" on the rear of the Agreement for Sale
- ⇒ Discuss when, how, and why to use certain paragraphs, and when to attach addendum

Examining the AOS 9:00AM-4:30PM Monday, Feb 22 or Apr 26 \$80

2. Short Sales: New Issues, New Forms, New Ideas -

Intro course designed for PA or NJ licensees who want to understand the short sale market.

Can be used by all PA licensees for 3.5-hours of CE.

- ⇒ Review forms available in PA and NJ for residential transactions
- ⇒ Examine how the "new" short sale market started
- ⇒ Address what can/should you do when you are in a short sale

Short Sales 9:00AM-12:30PM Mon. Mar 1, or Tues. Apr 27 \$40

3. Outside the Numbers -

Designed for PA or NJ licensees who want a better understanding of current market conditions.

Can be used by all PA licensees for 3.5-hours of CE.

- ⇒ Analyze local and regional MLS information (from TREND)
- ⇒ Identify methods to quantify market activity
- ⇒ Discuss how to deliver market information to consumers

Outside the Numbers 1:00PM-4:30PM Mon. Mar 1, or Tues. Apr 27 \$40

4. Real Estate 101 -

Designed for new PA licensees and can be used by all PA licensees for 7-hours of CE.

- ⇒ 7-hour "General" continuing education module: elective course for existing PA licensees, and required course for all new licensees
- ⇒ Content: duties of licensees, closing costs, agreement of sale and addenda, title reports, zoning, agency relationship and representation agreements

Real Estate 101 9:00AM-4:30PM Monday, March 22 \$80

5. Real Estate 201 -

Designed for new PA licensees and can be used by all PA licensees for 7-hours of CE.

- ⇒ 7-hour "Residential" continuing education module: elective course for existing PA licensees, and one of two elective courses for new PA licensees
- ⇒ Content: Uniform construction code, zoning, environmental issues, land development, home inspections warranties, mortgage information, fair housing, agreements of sale

Real Estate 201 9:00AM-4:30PM Monday, March 29 \$80

**For more course information, go to: www.MrChipsSchool.com
call 609-737-1525 or 267-251-9133, or e-mail: Chuck@MrChipsSchool.com**