



## 2011 Fall Schedule

DATE	TIME	CLASS TITLE	INSTRUCTOR/ TRAINER	CE CREDIT	COSTS	LOCATION	SPONSOR
<b>ADVANCED DESIGNATION COURSES</b>							
18-Oct	8:30am-5pm	Real Estate Marketing Reboot (ABR Elective	Rich Sands	pending	\$79.00*	North	
<b>MISCELLANEOUS COURSES</b>							
21-Oct	9am-12pm	Landlord Tenant Law & Issues	Gary Kujawski	3	\$25.00	North	
7-Nov	9:30am-12:30pm	Pricing in Any Market	Rich Sands	3	35.00*	North	*\$30 each if signing up for both
7-Nov	1:30pm-4:30pm	Negotiation MUSTS for the Consumer-Centric Agent	Rich Sands	3	35.00*	North	*\$30 each if signing up for both
19-Dec	1pm-3pm	Bankruptcy in Real Estate	Gary Kujawski	3		North	
<b>CONTRACT CLASSES</b>							
26-Oct	1pm-3pm	2012 Contract Changes	Gary Kujawski	2	\$30.00	North	
17-Nov	6pm-8pm	2012 Contract Changes	Gary Kujawski	2	\$30.00	North	
19-Dec	10am-12pm	2012 Contract Changes	Gary Kujawski	2	\$30.00	North	
<b>FREE CE CLASSES</b>							
13-Oct	1pm-3pm	PrimeAccess	Metrolist Represent	2	Free	North	
10-Nov	1pm-3pm	PrimeAccess	Metrolist Represent	2	Free	North	
8-Dec	1pm-3pm	PrimeAccess	Metrolist Represent	3	Free	North	
<b>REQUIRED COMMISSION COURSES</b>							
18-Nov	9am-1pm	2011 Annual Commission Update	Gary Kujawski	4	\$35.00	North	
8-Dec	1pm-5pm	2011 Annual Commission Update	Gary Kujawski	4	\$35.00	North	

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<b>MORTGAGE ORIGINATORS UPDATE</b>							
17-Nov		<b>2011 Mortgage Loan Originators Update - MLOs only</b>	Gary Kujawski	2	\$25.00	North	
<b>NEW MEMBER CLASSES</b>							
9-Nov	8:30am-4pm	<b>New Member Orientation &amp; Ethics</b>		7	\$60.00	North	

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