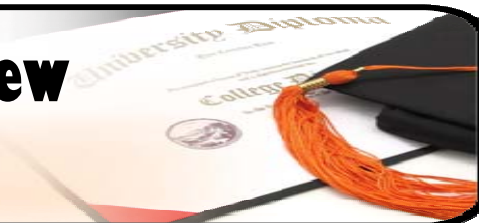




Education Overview

May 2010



What a great turn out we had for these classes! The room was filled with lots of smiling faces! BCAR also had two Affiliates sponsor the lunch (Susan Giuffre from National Property Inspections and Rob Potter from NC Farm, Bureau Insurance). Each affiliate had the opportunity to speak for a few minutes about the types of services they provide.

Mark Given – May 18, 2010

Mandatory Update Course # 9910

The 2009 – 2010 Mandatory Update Course will include:

1. Agency Disclosure Requirements
2. Selected Property Management Issues
3. “Due Diligence” in Residential Transactions
4. Licensing and Education Issues
5. Summary of NCAR Residential Form Changes

Elective Course # 2982

“Foreclosures & Short Sales, REO’s and Auctions”

With the number of homes going to foreclosure, and short sales reaching unprecedented highs, it is increasingly important for licensees to stay current on these topics so as to remain competitive and successful in the market. This course covers the four hot topics in today’s real estate practice focusing on the legal ramifications of these topics.



A note from your Education Chairperson, Bruce Williams

As your 2010 Education Chair, I, along with our dedicated committee members, hope to offer each of you courses that will not only bring value, but will be a tool for you in your daily real estate practice.



Environmental Challenges to the Real Estate Professional

Join us for a seminar to learn about the things residential and commercial REALTORS® should know about environmental compliance.

The instructor for this seminar is Amy Conchas, Environmental Dept. Manager for the Wilmington, North Carolina ECS office. Amy holds a B.S. in Natural Resources and is a Registered Environmental Professional (REM).

When: Thursday, June 10th – 3:00 pm to 4:30 pm

Where: 101 Stone Chimney Place, Supply, NC (Education Room)

Cost: No cost for Members

Some delectable treats made fresh by Sweet and Savory Baker will be provided for attendees.

The presentation will answer questions on:

- Transactional Environmental Compliance
- Wetlands/Waterways/Docks and Piers
- Hazardous Materials and Indoor Air

[Click Here to register!](#)

*Space is limited – Only 30 Seats Available!

Deadline to register is Wednesday, June 9th

*If you register and are unable to attend please be sure to notify BCAR so we can give this opportunity to attend to someone else.



SHORT SALE WORKSHOP – FREE to BCAR members!

Steve Wilde presents '8 Steps to a Successful Short Sale'

This **free** workshop teaches what Steve Wilde (Wilde Law Firm PLC), an affiliate member of BCAR, has learned while successfully negotiating short sales. This is the workshop that makes the difference! Learn the latest information in this important and rapidly changing segment of the real estate market.

Steve has had so many requests from BCAR members for this short sale workshop that he has agreed to come down and open it up to all Brunswick County Realtors.

Come ready to learn.

In this content rich workshop you will learn-

- ✓ 8 steps to Successful Short Sale.
- ✓ How to complete a successful short sale on your own.
- ✓ Pitfalls to watch out for and how to avoid them,
- ✓ To clearly identify the responsibilities of all parties involved including the Selling and Buying agents and property Seller and Buyer.
- ✓ How foreclosure and bankruptcy relates to the short sale.
- ✓ To quickly assess 'short sale success quality ' in a prospect.
- ✓ Other important but not well known factors in the short sale process,
- ✓ How to become one of the realtors that close the deals.
- ✓ Steve has developed and will introduce the 'Turn Key Short Sale Management System' for Realtors.

Steve Wilde, an attorney licensed in North Carolina (& California) has been teaching and training realtors throughout North Carolina and South Carolina on foreclosures and short sales for 5 years. Since January, 2010 Steve has successfully trained realtors in Southport, Ocean Isle, Wilmington, Charlotte, Asheville, Hendersonville, Myrtle Beach, Brevard and the Outer Banks.

When: Wednesday June 23rd. 9:00 AM to 11:30

Mark your calendar now. Attendance limited.

2 hour training includes short sale materials

Where: 101 Stone Chimney Road - ballroom.

[Click Here to register!](#)