



Professional Development Calendar November 2017 - December 2017

INSTRUCTOR



Adorna Carroll,
Dynamic Directions



John Gillam,
Century 21 Broker

TOPIC (click below to register)

[REBAC Certified Negotiation Class](#)

This two day negotiation class is an interactive experience to help you elevate your game and raise your professional bar.

RENE Certification is for real estate professionals who want to sharpen their negotiation skills and gives Realtors® the tips and tools to become skillful advocates for clients.

[CREC Annual Update](#)

This course is presented without modification as required by the Colorado Real Estate Commission (CREC). This will be the last CREC "Annual Commission Update" (ACU) offered by the ABOR in 2017. It has multiple quizzes, exercises and a cumulative multiple choice final exam.

[Due Diligence](#)

This class will provide a fresh look at the different areas of due diligence that are laid out in a purchase contract. This will include Title, Appraisal, Septic, Water Rights, Inspection, etc. The course will also discuss issues associated with water, oil and gas, marijuana, income property, etc., based on needs identified through class discussion.

[2018 Contracts](#)

This is a line by line review of the purchase contract to provide a rundown of common pitfalls and errors made by brokers while filling out and presenting the contract. This class is designed to give a comprehensive understanding of each component of the contract, liabilities that we hold as brokers and ways to protect yourself, and your client, in the drafting and presentation of offers.

DATE

November 30th
& December 1st
2-day Course

December 12th

December 12th

December 13th

TIME

8:30am to 12:30pm
1:00pm to 4:00pm
Both days

8:30am to 12:30pm

1:00pm to 5:00pm

9:00am to 4:00pm

CREDITS

**RENE &
14 hrs CE**

4hrs CE

4hrs CE

6hrs CE

COST

\$249
before 11/17

\$279
after 11/17

\$50

\$50

\$50

LOCATION

Inn at Aspen

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Inn at Aspen

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