

2012

REALTOR® RISK REDUCTION TRAINING PASSPORT

Stop trouble before it starts!



Take ALL 8 classes!
ONLY \$95

go.nvar.com/StopRisk

save over
50%

Interested in protecting yourself and your business from costly disputes?

NVAR and VAR have partnered again in 2012 to provide an excellent series of Risk Reduction classes at a **HUGE** savings to you.

Purchase your PASSPORT anytime between **Jan. 1 – Mar. 31** to take all eight classes offered in 2012 by NVAR Realtor® School for **only \$95**.

Classes offered multiple times in 2012. See class schedule.
Purchase Deadline: March 31, 2012

Purchase your PASSPORT today, go to:
go.nvar.com/StopRisk

How to register for PASSPORT holders:

1. Purchase your Risk Reduction PASSPORT online at: go.nvar.com/StopRisk or include payment with form.
2. Select the courses you want to take from the course list.
3. Fax completed form to 703.207.3270; or
Mail to: NVAR, 8407 Pennell Street, Fairfax, Virginia 22031; or email course selections to registrations@nvar.com
(Please note: Online course registration is not available for PASSPORT holders)
4. A confirmation will be sent to the email address provided within two business days after registration is received.

Questions? 703.207.3244 | registrations@nvar.com

NVAR
Northern Virginia
Association of REALTORS®
www.nvar.com

Virginia
Association of REALTORS

2012

REALTOR® RISK REDUCTION TRAINING PASSPORT

Choose from the following Risk Reduction Courses:

Take all eight! **Only \$95** with the purchase of a PASSPORT.

Name _____

Company Name _____

Member (NRDS)# _____

Day Phone _____ Cell Phone _____

Email Address _____

Purchase your Risk Reduction PASSPORT online at go.nvar.com/StopRisk or include \$95 payment below. If you wish to attend a single course, you may do so for \$25 each without the purchase of the PASSPORT.

I wish to purchase: \$95 - PASSPORT -or- \$25 - Single Course

Payment Method (please check one):

Personal Check Corporate Check Amex Disc Visa MC

Credit Card # _____ Exp. Date _____ / _____

CID/CVV # (3-digit # on back of card or 4-digit # on front of Amex card) _____

Billing Address _____

City, State, Zip _____

Cardholder's Name _____

Signature _____

Go to go.nvar.com/StopRisk for detailed course descriptions

1 NEGOTIATIONS

Approved for 3hrs Broker Management CE Credit
3hrs Real Estate Related CE Credit

Date	Time	Location
<input type="checkbox"/> Thurs. Mar. 29	9 a.m. - Noon	Fairfax
<input type="checkbox"/> Wed. June. 27	9 a.m. - Noon	Fairfax
<input type="checkbox"/> Fri. Sept. 21	1 - 4 p.m.	Herndon
<input type="checkbox"/> Thurs. Dec. 6	9 a.m. - Noon	Fairfax

2 DETECTION & PREVENTION OF CONTRACT FRAUD

Approved for 4hrs Broker Management CE Credit
4hrs Real Estate Related CE Credit
4hrs Real Estate Related PL Residential Credit

Date	Time	Location
<input type="checkbox"/> Wed. Jan. 25	1 - 4:45 p.m.	Herndon
<input type="checkbox"/> Thurs. Apr. 26	1 - 4:45 p.m.	Fairfax
<input type="checkbox"/> Wed. June 6	8:45 a.m. - 12:25 p.m.	Fairfax
<input type="checkbox"/> Thurs. Sept. 6	8:45 a.m. - 12:25 p.m.	Herndon
<input type="checkbox"/> Wed. Dec. 19	8:45 a.m. - 12:25 p.m.	Herndon

3 BROKERAGE RISK & LIABILITY

Approved for 4hrs Broker Management CE Credit

Date	Time	Location
<input type="checkbox"/> Wed. Jan. 18	8:45 a.m. 12:25 p.m.	Fairfax
<input type="checkbox"/> Wed. Feb. 8	8:45 a.m. 12:25 p.m.	Fairfax
<input type="checkbox"/> Thurs. Mar. 1	8:45 a.m. 12:25 p.m.	Fairfax
<input type="checkbox"/> Fri. Apr. 6	8:45 a.m. 12:25 p.m.	Fairfax
<input type="checkbox"/> Wed. May 16	8:45 a.m. 12:25 p.m.	Fairfax
<input type="checkbox"/> Thurs. June 14	8:45 a.m. 12:25 p.m.	Fairfax
<input type="checkbox"/> Fri. July 13	8:45 a.m. 12:25 p.m.	Fairfax
<input type="checkbox"/> Wed. Aug. 15	8:45 a.m. 12:25 p.m.	Fairfax
<input type="checkbox"/> Wed. Sept. 19	8:45 a.m. 12:25 p.m.	Fairfax
<input type="checkbox"/> Thurs. Oct. 11	8:45 a.m. 12:25 p.m.	Fairfax
<input type="checkbox"/> Wed. Nov. 7	8:45 a.m. 12:25 p.m.	Fairfax
<input type="checkbox"/> Wed. Dec. 12	8:45 a.m. 12:25 p.m.	Fairfax

4 PRODUCTIVE AGENTS & PROFITABLE OFFICES

Approved for 4hrs Broker Management CE Credit

Date	Time	Location
<input type="checkbox"/> Wed. Jan. 18	1 - 4:45 p.m.	Fairfax
<input type="checkbox"/> Wed. Feb. 8	1 - 4:45 p.m.	Fairfax
<input type="checkbox"/> Thurs. Mar. 1	1 - 4:45 p.m.	Fairfax
<input type="checkbox"/> Fri. Apr. 6	1 - 4:45 p.m.	Fairfax
<input type="checkbox"/> Wed. May 16	1 - 4:45 p.m.	Fairfax
<input type="checkbox"/> Thurs. June 14	1 - 4:45 p.m.	Fairfax
<input type="checkbox"/> Fri. July 13	1 - 4:45 p.m.	Fairfax
<input type="checkbox"/> Wed. Aug. 15	1 - 4:45 p.m.	Fairfax
<input type="checkbox"/> Wed. Sept. 19	1 - 4:45 p.m.	Fairfax
<input type="checkbox"/> Thurs. Oct. 11	1 - 4:45 p.m.	Fairfax
<input type="checkbox"/> Wed. Nov. 7	1 - 4:45 p.m.	Fairfax
<input type="checkbox"/> Wed. Dec. 12	1 - 4:45 p.m.	Fairfax

5 PART I - THE RULES & TOOLS OF ADVERTISING

Approved for 3hrs Broker Management CE Credit
3hrs Real Estate Related CE Credit

Date	Time	Location
<input type="checkbox"/> Wed. Feb. 15	1 - 4 p.m.	Herndon
<input type="checkbox"/> Thurs. Aug. 9	9 a.m. - Noon	Fairfax

6 *PART II - THE RULES & TOOLS OF ADVERTISING

Approved for 3hrs Broker Management CE Credit
3hrs Real Estate Related CE Credit

*Prerequisite – The Rules & Tools of Advertising Part I

Date	Time	Location
<input type="checkbox"/> Wed. Feb. 22	1 - 4 p.m.	Herndon
<input type="checkbox"/> Thurs. Aug. 16	9 a.m. - Noon	Fairfax

7 *PART I - CONQUERING CONTRACTS:

*Registrant MUST attend Part I & Part II in order to receive Continuing Education Credit for this course.

Date	Time	Location
<input type="checkbox"/> Thurs. May 3	9 a.m. - Noon	Fairfax
<input type="checkbox"/> Wed. Oct. 24	1 - 4 p.m.	Herndon

8 *PART II - CONQUERING CONTRACTS:

Approved for 6hrs Broker Management CE Credit
6hrs Real Estate Related CE Credit
3hrs Contracts Post Licensing Residential Credit

Date	Time	Location
<input type="checkbox"/> Thurs. May 10	9 a.m. - Noon	Fairfax
<input type="checkbox"/> Wed. Oct. 31	1 - 4 p.m.	Herndon

FAX to: 703.207.3270 -or- MAIL to: NVAR, 8407 Pennell Street, Fairfax, Virginia 22031