

IS PLEASED TO PRESENT...

**ITS NEWEST CONTINUING EDUCATION PROGRAM  
FOR REAL ESTATE PROFESSIONALS**

**“THE RISKY BUSINESS OF REAL ESTATE SALES:  
TRICKY DISCLOSURES AND MORTGAGE FRAUD”**



*All real estate sales professionals are invited to attend this training program approved for 2 hours of CE credit by the District of Columbia Real Estate Commission.*

*(A \$15 fee is charged for the DC credit and a \$15 fee is charged for the VA credit. If no credits needed, the program is free.)*

*This program focuses on a wide array of real world disclosure problems with guidance and training about the various and appropriate ways of handling sometimes very difficult disclosures. The types of disclosures discussed “run from the sublime to ridiculous” and at the very least should offer not only meaningful education and training but also, high entertainment value.*

*Additionally, mortgage fraud and other scams which real estate sales professionals encounter nationwide and in the DC Metro Area are outlined and discussed. It is said that “To be forewarned is to be forearmed” and all real estate sales practitioners should be on the alert for these scams which can hurt them and their clients.*

Friday, March 9, 2012  
Fairfax NVAR Headquarters  
9:30AM to 10AM Registration/Breakfast  
10:00 AM to Noon—CE Program

Thursday, March 29<sup>th</sup>, 2012  
Herndon NVAR Headquarters  
9:30AM to 10AM Registration/Breakfast  
10:00AM to Noon—CE Program

*To register or get further information, contact Ann Johnston at [ann@monarchtitle.net](mailto:ann@monarchtitle.net)*