



Resort & Second-Home Specialist Core Designation Course

April 11 & 12, 2007 ~ 8:00 am—4:30 pm
Montpelier, Vermont
Instructor: Christopher Ashe

Course Description:

This two-day core* designation course—which counts as an ABR elective—is designed to help REALTOR® members and non-members develop the unique knowledge and skill sets required to be a resort and second-home specialist. Modules include lecture and case studies on such topics as tax and investment characteristics of the resort area and second-home market. Marketing and public relations techniques to identify and market to resort and second-home clientele will also be covered. **Two electives are also required to complete this designation.*

About the Instructor:

Connecticut Association of REALTORS® top-rated instructor, Christopher Ashe, is quickly gaining a reputation as an excellent instructor in Vermont, as well, having recently taught the Accredited Buyer Representative (ABR) course with great success! He has been involved with the real estate industry for 28 years starting as a salesperson before becoming a broker and manager for both small and large real estate firms. In addition, Chris has taught (and teaches) courses for universities, colleges and private education companies as well as his own school, Learning Unlimited. In 2001 the Connecticut Association of REALTORS® elected him Educator of the Year.

Course Fee:

Registrations Received Up to 03/26/07:	Registrations Received After 03/26/07:
<i>Club Ed Members:</i> \$224.25	<i>Club Ed Members:</i> \$299.00
<i>Members:</i> \$299.00	<i>Members:</i> \$373.75
<i>Non-Members:</i> \$329.00	<i>Non-Members:</i> \$411.25

Course Credit:

This course is approved by the Vermont Real Estate Commission for four (4) hours of continuing education credit.

Course Registration:

I have read and accept VAR's Education Policy (online at www.vtrealtor.com)

Name (please print legibly): _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____

I am a VAR member. My NRDS number is:

I have enclosed a check made payable to VAR. *Mail to: VAR, 148 State Street, Montpelier, VT 05602*

Please charge my credit card: *Fax to: 802-229-0995*

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