

Mr. Chips School of Real Estate, Inc.

**PRESENTS MARKET INFORMATION AND ANALYSIS AT THE
BURLINGTON CAMDEN COUNTY ASSOCIATION OF REALTORS®**

✓ OUTSIDE THE NUMBERS

PA LICENSEES: APPROVED FOR 3.5 HOURS OF PA CONTINUING EDUCATION FOR THE 2008-10 EDUCATION CYCLE

Learn what you need to know to help your clients understand what is happening in our residential resale market with a detailed look at 2008 Q3 statistics:

- Examine inventory, days-on-market, sold-to-list price, and the "Success Ratio" in our market in a detailed examination of the first half of 2008
- Analyze local and regional MLS information (from TREND)
- Identify methods to quantify market activity
- Discuss how to deliver market information to consumers
- Review recent financing methods and the real estate market.
- Define predatory lending practices to help protect your clients
- Examine qualifying methods and their impact on consumers' abilities to re-pay loans

DATE: Wednesday, October 22, from 9:00AM - 12:30PM

AND

✓ PRESENTING SOLUTIONS TO CLIENTS

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Learn how to prepare presentations for consumers and clients:

- Provide consumers with specific examples of market contraction or expansion, based on use of charts and graphs from MLS data
- Study trends in township and county MLS information and communicate changes to clients in a more dynamic way
- Prepare a presentation of MLS data using charts and graphs to explain local and regional real estate markets
- Discuss presentation methods and ideas for making detailed statistical information easier for clients to understand
- Requires a laptop with *Excel** and *PowerPoint**

(*Registered trademarks of Microsoft Corporation)

DATE: Wednesday, October 22, from 1:00-4:30 PM

PRESENTED BY: Chuck Cosgrove

To register, complete the form on the following page, or go to:

www.MrChipsSchool.com (215-345-7250)

**MARKET TRAINING AND ANALYSIS AT THE
BURLINGTON CAMDEN COUNTY ASSOCIATION OF REALTORS®**

**Presented by
Mr. Chips School of Real Estate, Inc.**

REGISTRATION FORM

NAME:

First _____ Middle _____ Last _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

PRIMARY PHONE _____ ALTERNATE PHONE _____

<u>SESSION:</u>	<u>DATE</u>	<u>TIME</u>	<u>FEE</u>
_____ Outside the Numbers	WED, OCT 22	9:00-12:30	\$40.00
_____ Presenting Solutions To Clients	WED, OCT 22	1:00-4:30	\$40.00

TOTAL AMOUNT DUE _____

**** Please enclose your payment with application to reserve your seat. ****

_____ Check Enclosed - Made payable to *Mr. Chips School of Real Estate, Inc.*

_____ Credit Card # _____ Exp. Date _____

(*Visa, MasterCard, Discover*) Security Code _____

Signature (if paying by credit card): _____

Send application to: Mr. Chips School of Real Estate, Inc.
Suite 48-A Bailiwick
252 W. Swamp Rd.
Doylestown PA 18901

OR

FAX to: 1-888-467-1845

If you want to receive PA Continuing Education Credit for the 2008-2010 education cycle:

PA REAL ESTATE LICENSE # _____ - _____ - _____

To adhere to PA Real Estate Commission regulations, you MUST be on time or you may be denied admittance to the class.