



# 2018 REALTOR® FAIR & TRADE SHOW

## MAY 4, 2018



### LOCATION

Southern Maryland Higher Ed Center  
44219 Airport Road  
California, MD 20619

### CHECK-IN/BREAKFAST

7:30 AM

### LUNCH

11:30 PM - 1 PM

## ATTENDEE REGISTRATION PACKET

**Get More Bang for your Buck!**

**Registration fee includes up to 6 hours of CE, Breakfast, Lunch & Trade Show!**

### REGISTRATION FEES

Early Bird Registration\* - Now - April 20<sup>th</sup> ... \$70 member/\$80 member

April 21<sup>st</sup> - 30<sup>th</sup>... \$80 member/\$90 non-member

Price at the Door ... \$90 member/\$100 non-member

Lunch & Trade Show Only (11:30 am - 1 pm) ... \$10 member/\$20 non-member

**\*Register by April 20<sup>th</sup> to be entered to win 1 of 3 \$75 Gift Cards**

Topics include: CMA vs Appraisal, New Homes 101, From Contract to Closing, MREC Broker Supervision, MAR Contract - The Devil is in the Details, MREC Agency - Residential, MD Fair Housing, MD Code of Ethics, Technology in Real Estate, Legal & Legislative Update and Residential Leasing!

Register Online at <http://bit.ly/SMARRF2018>

# 2018 SMAR REALTOR® FAIR & TRADE SHOW CLASS SCHEDULE

May 4, 2018 @ Southern MD Higher Ed Center, 44219 Airport Road, California, MD

Check-in: 7:30 am



## MORNING SESSIONS

### “CMA vs Appraisal”

**Tim Murphy**

8:30 - 11:30 am, 3 hrs\*, Course ID#: 487-2611

*This course covers various aspects of CMA's and Appraisals such as how they compare, the CMA & Appraisal process, appraisal guidelines, transaction issues, lender guidelines and much more!*

### “MAR Contract - The Devil is in the Details”

**Denise Bowman**

8:30 - 11:30 am, 3 hrs\*, Course ID#: 478-2611

*One of your key roles as a real estate agent is to assist clients and customers in filling out this legally binding document. Learn the Essential Elements of a Contract, Oral v. Written Contracts, Key Real Estate Contract Provisions and more!*

### “MREC Agency - Residential”

**Chuck Kasky**

8:30 - 11:30 am, 3 clock hrs<sup>^</sup>, Course ID #: 470-2611

*Learn the ins and outs of MD Agency Law to ensure compliance. This course satisfies the MREC's license renewal requirement of Agency for licensees renewing after January 1, 2012. This class is required every 2 years.*

### “MREC Broker Supervision”

**Don Martin**

8:30 - 11:30 am, 3 clock hrs<sup>!</sup>, Course ID #: 488-2611

*If you're a Broker, Manager or Team Leader, this course will satisfy your 3 hour MREC requirement of Broker Supervision.*

### “From Contract to Closing”

**Brenda Kasuva**

9:30 - 11:30 am, 2.0 clock hrs\*, Course ID #: 456-2611

*A lot can happen from the time the contract is accepted to the time the buyer gets the keys. It starts with making sure that you have a complete contract with all the applicable addenda that covers the buyer to make sure it does not fall through and continue that relationship past settlement to obtain referrals.*

## AFTERNOON SESSIONS

### “2017 Legal & Legislative Update”

**Don Martin**

1:30 - 4:30 pm, 3 hrs<sup>^</sup>, Course ID#: 476-2611

*Covers legislative updates affecting real estate for the past three years. This course satisfies the MREC 3 clock hour requirement of Topic A) Federal, state or local legislative issues.*

### “MD Code of Ethics”

**Susan Parks**

1:30 - 4:30 pm, 3 clock hrs<sup>+</sup>, Course ID #: 474-2611

*Maryland and National codes including flipping and predatory lending will be the topics which fulfill your CE requirement for license renewal and the NAR membership requirement.*

### “MD Fair Housing”

**Brenda Kasuva**

1:30 - 3 pm, 1.5 clock hrs<sup>#</sup>, Course ID #: 453-2611

*This course satisfies the MREC 1.5 clock hour requirement of Topic C) Fair Housing Law.*

### “Residential Leasing”

**Denise Bowman**

1:30 - 4:30 pm, 3 clock hrs\*, Course ID #: 479-2611

Topics Include:

- Statutory Lease Do's and Don'ts in Residential Leasing
- Duties of Parties under a Lease
- Remedies for Non-Payment and other Breaches of Lease
- Detailed Review of MAR Residential Lease and Common Addendum.

### “New Homes 101” - New Course!

**Mary Chieppa**

1:30 - 4:30 pm, Pending CE Approval

*Learn the basic information and protection available to a new home purchaser in Maryland including some of the more recent legislation. A comparison between resale and new will take place and the expectations of working with a new home builder are discussed. Some of the differences that may be experienced between a resale and a new home sales contract are evaluated along with some of the terminology used in a new home sales transaction.*

### “Technology in Real Estate”

**Brenda Kasuva**

3:15 - 4:45 pm, 1.5 clock hrs\*, Course ID #: 484-2611

*Come find out what technology is available to help reach your clients goals, make sure your in compliance with online transactions, what is available to educate the buyer and seller regarding estimating costs and property values, how ethics and fair housing play a role and trends in the market.*

<sup>^</sup> Topic A) Federal, state or local legislative issues

<sup>#</sup> Topic C) Fair Housing Law

<sup>+</sup> Topic D) Real estate ethics or professional standards

<sup>\*</sup> Topic F) Professional enhancement for practicing licensees

<sup>∩</sup> Topic H) The principles of agency & agency disclosure

<sup>!</sup> Topic: I) MREC Broker, Branch Office Manager and Team Leader Supervision

# 2018 SMAR REALTOR® FAIR & TRADE SHOW REGISTRATION FORM

**Date:** May 4, 2018

**Location:** Southern Maryland Higher Education Center  
44219 Airport Road, California, MD



Pre-registration is available and recommended. Class availability is first-come, first-served basis.

Register online at <http://bit.ly/SMARRF2018> for up to date class availability.

**Morning Sessions** - Specify preference. Mark 1 for first choice and 2 for second choice.

- \_\_\_ **CMA vs Appraisal** - 8:30 - 11:30 am
- \_\_\_ **MAR Contract - Devil in the Details** - 8:30 - 11:30 am
- \_\_\_ **MREC Agency - Residential ...** - 8:30 - 11:30 am
- \_\_\_ **MREC Broker Supervision** - 8:30 - 11:30 am
- \_\_\_ **From Contract to Closing** - 9:30 - 11:30 am

**Afternoon Sessions** - Specify preference. Mark 1 for first choice and 2 for second choice.

- \_\_\_ **2017 Legal & Legislative Update** - 1:30 - 4:30 pm
- \_\_\_ **MD Code of Ethics** - 1:30 - 4:30 pm
- \_\_\_ **MD Fair Housing** - 1:30 - 3 pm
- \_\_\_ **New Homes 101** - 1:30 - 4:30 pm
- \_\_\_ **Residential Leasing** - 1:30 - 4:30 pm
- \_\_\_ **Technology in Real Estate** - 3:15 - 4:45 pm

## REGISTRATION FEES

Early-Bird Registration - Now - April 20<sup>th</sup> ... \$70 member/\$80 non-member

Pre-Registration April 21<sup>st</sup> - 30<sup>th</sup> ... \$80 member/\$90 non-member

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Lunch Trade Show Only (11:30 am - 1:30 pm) ... \$10 member/\$20 non-member

**To register** please submit the following along with payment via fax to 240-254-2107 or mail to:  
SMAR, 8440 Old Leonardtown Rd, Ste 211, Hughesville, MD 20637. Make checks payable to SMAR.

Please **PRINT** the following information (one registrant per form):

Name: \_\_\_\_\_

License Number: \_\_\_\_\_

Office Name: \_\_\_\_\_

Office City: \_\_\_\_\_

Email: \_\_\_\_\_

Contact Phone #: \_\_\_\_\_

(used for class registration confirmation)

Please check here if you give SMAR permission to release your contact information (including email) to the REALTOR® Fair Exhibitors

**Amount Due:** \_\_\_\_\_ **Payment Method:**  Check #: \_\_\_\_\_  Credit Card - VISA/MC/Discover/AmExpress

**If paying by credit card:**

Name on Card: \_\_\_\_\_

Billing Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Card #: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Refund Policy:** Cancellations made in writing by April 30<sup>th</sup> will receive a refund less a \$15 cancellation fee. Cancellations after after April 30<sup>th</sup> will receive a refund less a \$25 cancellation fee. No refunds after May 3rd.