

# 2019 EDUCATION CONFERENCE & EXPO



**MAY 22, 2019**

## **LOCATION**

University System of Maryland at Southern Maryland  
(formerly Southern MD Higher Ed Center)  
44219 Airport Road, California, MD

### **CHECK-IN/BREAKFAST**

7:30 AM

### **LUNCH**

11:30 PM - 1 PM

## *ATTENDEE REGISTRATION PACKET*

*Get More Bang for your Buck!*

*Registration fee includes Education, Breakfast, Lunch & Expo!*

*\*Register by May 8th to be entered to win 1 of 3 \$75 Gift Cards*

### **REGISTRATION FEES**

**Early Bird\* Now - May 8**  
\$75 member/\$85 non-member

**May 9- 20**  
\$85 member/\$95 non-member

**Price at the Door**  
\$95 member/\$105 non-member

### **Lunch & Expo Only (11:30 am - 1 pm)**

\$15 member/\$25 non-member

### **6 NEW EDUCATION TOPICS**

5 Social Media Trends in 2019  
Dreaded Mold in the Home

Radon in the Home  
Top 5 Financial Questions to Ask

Introduction to Septic Systems  
A Guide to Indoor Air Quality

### **RETURNING FAVORITES**

MREC Agency - Residential  
Legal & Legislative Update  
MD Fair Housing

CMA vs. Appraisal  
MAR Contract - The Devil is in  
the Details

How to Read a Plat  
Risk Reduction in Real Estate

**Register Online at <http://bit.ly/SMAREdExpo2019>**

# 2019 EDUCATION CONFERENCE & EXPO CLASS SCHEDULE

May 22, 2019

University System of Maryland at Southern MD, 44219 Airport Road, California



## MORNING SESSIONS

### "5 Social Media Trends in 2019" - New Course

Chris Ripley

8:30 - 10 am

Do you advertise via social media? Then you won't want to miss this session from a local marketing expert to improve and stay on top of your game!

### "Introduction to Septic Systems" -New Course!

Eric Garrett

8:30 - 10 am, 1.5 clock hrs\*; Course ID #: 517-2611

Geared towards real estate professionals, this interactive class will introduce MD Dept of the Environment's 4-Step Procedure for septic evaluations, explain the types of septic inspections your buyers can choose from, review proper maintenance, types of absorption systems, and what to do when a septic system is considered failing. The Code of MD Regulations (COMAR) will be referenced in addition to the Bay Restoration Fund. Bring your questions!

### "Risk Reduction in Real Estate"

Chuck Kasky

8:30 - 11:30 am, 3 hrs\*, Course ID#: 535-2611

There are a lot of ways a Realtor® can get into trouble - from Antitrust; to Failure to Disclose; to the growing issue of Privacy and Data Security. Find out how you can stay on the right side of the law with these topics and 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"

Brenda Kasuva

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.

### "A Guide to Indoor Air Quality" -New Course!

Eric Garrett

10:15 - 11:45 am, 1.5 clock hrs\*, Course ID #: 518-2611

Learn several potential threats in residential properties to the quality of the air we breathe. Topics include radon in the air, mold and asbestos. Entry points, testing, remediation and health effects will be shared. The instructor is certified by The National Radon Proficiency Program (AARST-NRPP) and the National Radon Safety Board (NRSB) - Bring your questions!

## AFTERNOON SESSIONS

### "5 Social Media Trends in 2019" - Repeat

Chris Ripley

1:30 - 3 pm

Do you advertise via social media? Then you won't want to miss this session from a local marketing expert to improve and stay on top of your game!

### "Dreaded Mold in the Home" - New Course

Steve & Michelle Perrie

1:30 - 3 pm, 1.5 clock hrs\*; Course ID#: 528-2611

As an agent, the one word we never want to hear is MOLD! Join the discussion and learn why mold isn't always a "deal breaker". Let's discuss the options, facts and potential dangers together.

### "2018 Legal & Legislative Update"

Chuck Kasky, Esq.

1:30 - 4:30 pm, 3 hrs+, Course ID#: 493-2611

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.

### "CMA vs Appraisal"

Tim Murphy

1:30 - 4:30 pm, 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!

### "How to Read a Plat"

Denise Bowman

1:30 - 3 pm, 1.5 clock hrs\*, Course ID #: 501-2611

Learn to locate and read a plat to inform your client of matters of significance related to the lot being purchased such as set back requirements, non-disturbance areas, easement lines, location restrictions, common use elements, retention areas, recreation areas, and much more.

### "MD Fair Housing"

Susan Parks

3:15 - 4:45 pm, 1.5 clock hrs<sup>#</sup>, Course ID #: 491-2611

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

### "Radon in the Home" - New Course

Steve & Michelle Perrie

3:15 - 4:45 pm, 1.5 clock hrs\*; Course ID#: 529-2611

What's the big deal about Radon? Find out in our course! Learn how to help educate your clients on the dangers of Radon and why having their home tested is important.

### "Top 5 Financial Questions to Ask" - New Course

Sean Pierpont

3:15 - 4:45 pm, 1.5 clock hrs\*; Course ID#: 523-2611

You are the fiduciary for your clients. This class will outline the most important financing topics that a Realtor® should address on both sides of the transaction.

## CE TOPIC LEGEND

- + Topic A) Federal, state or local legislative issues
- # Topic C) Fair Housing Law
- \* Topic F) Professional enhancement for practicing licensees
- <sup>∇</sup> Topic H) The principles of agency & agency disclosure

# 2019 EDUCATION CONFERENCE & EXPO REGISTRATION FORM

Date: May 22, 2019

Location: University System of Maryland at Southern Maryland  
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/SMAREdExpo2019> for up to date class availability.

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

- \_\_\_ **5 Social Media Trends in 2019** - 8:30 - 10 am
- \_\_\_ **Introduction to Septic Systems** - 8:30 - 10 am
- \_\_\_ **Risk Reduction in Real Estate** - 8:30 - 11:30 am
- \_\_\_ **MAR Contract - Devil in the Details** - 8:30 - 11:30 am
- \_\_\_ **MREC Agency - Residential ...** - 8:30 - 11:30 am
- \_\_\_ **A Guide to Indoor Air Quality** - 10:15 - 11:45 am

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

- \_\_\_ **5 Social Media Trends in 2019** - 1:30 - 3 pm
- \_\_\_ **Dreaded Mold in the Home** - 1:30 - 3 pm
- \_\_\_ **2018 Legal & Legislative Update** - 1:30 - 4:30 pm
- \_\_\_ **CMA vs Appraisal** - 1:30 - 4:30 pm
- \_\_\_ **How to Read a Plat** - 1:30 - 3 pm
- \_\_\_ **MD Fair Housing** - 3:15 - 4:45 pm
- \_\_\_ **Radon in the Home** - 3:15 - 4:45 pm
- \_\_\_ **Top 5 Financial Questions to Ask** - 3:15 - 4:45 pm

## REGISTRATION FEES

Early Bird Registration - Now - May 8<sup>th</sup> ... \$75 member/\$85 member

May 9<sup>th</sup> - 20<sup>th</sup>... \$85 member/\$95 non-member

Price at the Door ... \$95 member/\$105 non-member

Lunch Trade Show Only (11:30 am - 1:30 pm) ... \$15 member/\$25 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 Expo 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 May 15<sup>th</sup> will receive a refund less a \$15 cancellation fee. Cancellations after after May 15<sup>th</sup> will receive a refund less a \$25 cancellation fee. No refunds after May 21<sup>st</sup>.