



VAR and local associations are teaming up to give **Virginia brokers and managers** local access to the risk management training and CE credits they need. Starting this spring, VAR Associate Counsel Lem Marshall will travel around the state offering risk management training essential for success in today's market. This series also includes a timely seminar on precautionary measures necessary to navigate a slowing economy conducted by renowned real estate brokerage efficiency expert Drexanne Evers.

**Brokers and managers**, this is your opportunity to fulfill your education requirements while getting the training you need to keep your business safe.

Date/Time	Location	Topic [Speaker]	Fee	Register At
April 2 10 a.m.—12 p.m.	No. Va. Association of REALTORS (Alexandria Campus)	Short Sales/Foreclosures (2) [Lem Marshall]	\$30	www.NVAR.com
May 8* 10 a.m.—4 p.m.	Wayside Inn Middletown, VA <i>(Lunch included)</i>	Legal Update for Brokers (3) Reducing Risks (& Headaches) (2) [Lem Marshall]	\$60*	www.VARealtor.com/ 08RMR-BlueRidge or via this form
Sept. 4* 10 a.m.—4 p.m.	Roanoke Plaza (formerly the Wyndham Hotel) <i>(Lunch included)</i>	Reducing Risks (& Headaches) (2) Office Policy Workshop (3) [Lem Marshall]	\$60*	www.VARealtor.com/ 08RMR-Roanoke or via this form
Sept. 17* 10 a.m.—4 p.m.	Fredericksburg Area	Reducing Risks (& Headaches) (2) Corporate Matters** (3) [Lem Marshall]	\$60*	www.faarmembers.com
October 28* 10 a.m.—4 p.m.	Central VA Area SweetBriar College <i>(Lunch included)</i>	Precautions to Take in a Slowing Economy ** (6) [Drexanne Evers]	\$60*	www.VARealtor.com/ 08RMR-SweetBriar or via this form
Nov. 20 10 a.m.—12 p.m.	No. Va. Association of REALTORS (Herndon Campus)	Office Policy Workshop (2) [Lem Marshall]	\$30	www.NVAR.com

\* Additional fees apply to faxed/mailed registrations (\$75 total ) and onsite registrations (\$80 total)

\*\* Pending approval for Broker Manager Continuing Education (B\_M\_CE)

Name \_\_\_\_\_

Firm \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

E-mail for Confirmation \_\_\_\_\_

### Date/Location:

- April 2 (Alexandria, VA) *Online Reg. Only*
- May 8 (Middletown, VA) \$60 + \$15\* = \$75 (total)
- September 4 (Roanoke, VA) \$60 + \$15\* = \$75 (total)
- September 17 (Fredericksburg, VA) *Online Reg. Only*
- October 28 (SweetBriar) \$60 + \$15\* = \$75 (total)
- November 20 (Herndon, VA) *Online Reg. Only*

### Payment Method:

- Discover  AMEX  Visa  Mastercard
- Check

Credit Card # \_\_\_\_\_ Exp. date \_\_\_\_\_

Signature \_\_\_\_\_

### Registration Deadline:

All registrations must be received at least **5 days** prior to each program to avoid incurring a \$20 onsite surcharge.

### VAR Cancellation Policy:

VAR reserves the right to cancel any scheduled course. If a course is cancelled you will be notified via mail, e-mail, fax or phone and will be given a full refund. We are not responsible for any expenses incurred by the registrant due to cancellation.

Cancellations will be accepted up to 5 days prior to the event. Cancellations after such date will be refunded minus a \$25 administrative fee. No-shows will be charged the full registration amount. If you have any questions, please contact VAR at (804) 264-5033 or [VMC@VARealtor.com](mailto:VMC@VARealtor.com)

**Fax this form to (804) 212-1415**

Sponsored by



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