



**Winter 2010 Continuing Education**  
Sponsored by  
the Outer Banks Association of REALTORS<sup>®</sup>, Inc.

**Tuesday, March 16, 2010 at the Sea Ranch Hotel, Kill Devil Hills**

All registrants must bring NC Real Estate Commission pocket renewal card to registration. No one will be seated after NC Real Estate Commission deadline; please arrive for registration on time. Submit full payment with your registration; checks payable to OBAR. Written cancellation must be received by OBAR by 5 p.m. Wednesday, March 10, 2010 or no refund will be given.

**Tuesday, 8:30 – 12:30 p.m.                      Mandatory Update Course                      Registration: 8:00 a.m.**  
**Instructor: Betsy Whitcraft**

**Course Description:** The 2009-2010 Real Estate Update Course is a four (4) hour course which must be completed by real estate licensees who wish to renew their licenses on active status in June 2010 for the 2010-2011 license period. Topics of interest: Agency Disclosure Requirements, Selected Property Management Issues, Due Diligence in Residential Transactions, Form Changes, etc.

**Tuesday, 1:30 – 5:30 p.m.                      Elective: Resort Property Management:                      Registration: 1:00 p.m.**  
**Instructor: Betsy Whitcraft                      Short Term Vacation Rentals**

**Course Description:** An introduction to the “art” and legalities of resort property management – designed specifically for professionals in the vacation rental industry. Topics of discussion include: Residential Rental Agreements Act, Fair Housing, ADA Guidelines, Trust Account Guidelines, Wear and Tear, Insurance, Vacation Rental Act, Common Contract Provisions, Projections and more.

***Instructor Professional:***

***Betsy Whitcraft***, Founder of The Outer Banks School of Real Estate  
Instructor Betsy Whitcraft teaches the course from a “real world” perspective. With nine years of experience on the front lines of Property Management and four years as a real estate educator, Betsy offers a unique skill set.

**REGISTRATION FEES:**

- OBAR Members:            \$45 per course or both for \$80
- Albemarle Area (AAAR)Members: \$55 per course or both for \$100
- Non-Members:            \$70 per course or both for \$130

***Late Registrations/Walk in Registrations allowed if space available:***

- OBAR Members: \$50 per course or both for \$90 (Late Registration/Walk-In Fee)
- Albemarle Area Members: \$60 or both for \$110 (Late Registration/Walk-In Fee)
- Non-Members: \$75 per course or both for \$140 (Late Registration/Walk-In Fee)

**Registration Deadline:** 5 p.m. Wednesday, March 10 (or until filled)

***Refreshments will consist of: Coffee, Water and Tea***

Confirmation of your registration will be sent via e-mail. If you do not receive a confirmation by Wednesday, March 10, 2010, please call OBAR at 252-441-4036 or e-mail Judy: [jjpayment@outerbanksrealtors.com](mailto:jjpayment@outerbanksrealtors.com).



Type or Print Carefully:

NAME: \_\_\_\_\_

(As it appears on your NC Real Estate License!)

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

Mailing Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_ Telephone: \_\_\_\_\_

E-mail Address \_\_\_\_\_

NC Real Estate License #: \_\_\_\_\_

Please register me for the following classes on Tuesday, March 16, 2010 at the Sea Ranch Hotel. I understand that registration implies that I understand the NCREC rules regarding attendance/completion of course hours and that I must fulfill that requirement in order for credit to be granted for coursework, irregardless of registration fee paid.

	OBAR Member	AAAR Member	Non- Member
<u>    </u> <b>Both Courses Discounted</b> (circle one)	\$80	\$100	\$130
<u>or</u> <u>    </u> <b>Mandatory - Update – Tuesday, am 3/16/10</b> (circle one)	\$45	\$55	\$70
<u>    </u> <b>Elective – Resort Property Management, pm 3/16/10</b> (circle one) <b>Short Term Vacation Rentals</b>	\$45	\$55	\$70

**Payment: Check (make payable to OBAR) or Credit Card (Mastercard or Visa)**

**\*\* PAYMENT MUST ACCOMPANY REGISTRATION FORM \*\***

**Credit Card Information:**

Name: \_\_\_\_\_ Card Type (circle one): Mastercard or Visa

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

**Hand deliver, mail or fax to:**

**Outer Banks Association of REALTORS®**

**201 W. Eighth Street, Nags Head, NC 27959**

**FAX (252) 441-7524 PHONE (252) 441-4036**

If you have needs which require special accommodations, please list:

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