

It's All About **YOU**



**THE OSTRICH SYNDROME**

*Satisfies Fair Housing & Ethics Requirements*

**8:30 AM - 11:45 AM**

Don't bury your head in the sand! Fair Housing complaints are rising and Realtors are at risk. Richard Haggerty and Patricia Bentley will offer real life examples on how to comply with your ethical requirements as Realtors, and with Federal, State and Local Fair Housing requirements as well.

FREE for WCBR/Putnam members no CE; \$25 for 3 hrs CE credit; \$40 for non-members.

**REGISTRATION REQUIRED.**

**9 BREAKOUT SESSIONS:**

**What YOU want, right now**

Each session is 45 minutes long, in the WCBR classrooms

- ❖ 3 sessions by tech guru Amy Chorew, including how to get optimal use from your Blackberry
- ❖ Panel on short sales & REO's
- ❖ Current appraisal issues, requirements, problems & solutions
- ❖ A "green" energy and building presentation
- ❖ The \$8000 tax credit, 203K loans, and other issues and trends in the new financing environment
- ❖ Dialogue for difficult sellers with Steve Harney: pricing realities, property conditions, negotiations

**Trade Show**

**ALL DAY 8:30 AM - 2:30 PM**

Visit exhibitors who will share ideas and showcase products to make your business grow and thrive.

**12:15 PM - 1:30 PM**

**ANNUAL MEETING  
HIGHLIGHTS**

- ❖ State of the Board address, WCBR President Leah Caro
- ❖ Realtor of the Year
- ❖ Affiliate of the Year
- ❖ Lifetime Achievement Award
- ❖ CE Lottery - Complimentary 22.5 hours of CE credit (you must be present to win)

*Note:* For your convenience, a low cost lunch box will be available for purchase. See registration form to reserve.

**KEYNOTE ADDRESS:**

**1:30 PM - 2:30 PM**

**Keeping Current *Matters***



**Steve Harney**

*Cutting Edge Insights for  
Top Professionals*

Steve Harney, a dynamic national speaker on real estate and professional comic, will provide the skill and ammunition for you to make things happen.

He will help you understand that ***now*** is always the best time to act -- and how to show homeowners and buyers why that's true.

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Date: OCTOBER 27, 2009

Registration Deadline: OCTOBER 22, 2009

REGISTRATION IS REQUIRED FOR:

**1. The Ostrich Syndrome Course**

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**PLEASE CHECK ONE:**

- \$25 3 hr CE credit, current WCBR/Putnam members only
- Free No CE credit, current WCBR/Putnam members only
- \$40 3 hr CE credit, non-member

**Register Online**

Login to: <https://ims.wcbr.net>

**2. Lunch Box**

These low-cost lunch boxes are provided so that you may quickly obtain lunch and easily attend the Annual Meeting and Keynote Address. Members are encouraged to take advantage of this offer.

*Discount available with advance purchase only.*

**PLEASE CHOOSE ONE:**

**\$5 Subway**

Includes lettuce, tomato, chips & choice of fountain beverage

- Turkey & Provolone
- Ham & American Cheese
- Italian BMT (salami, pepperoni & ham)

**\$8 Corner Sushi**

Includes California Roll, salad, wasabi, ginger, Poland Spring water & sushi choice:

- Shrimp & Salmon
- Shrimp & Tuna
- Tuna & Salmon

**Register Online**

Login to: <https://ims.wcbr.net>

**HOW TO REGISTER:**

**Preferred: Online**

Login to: <https://ims.wcbr.net>

**Alternate: Fill out & fax this form**

Fax #: (914) 931-0101

**WHAT ARE YOU REGISTERING FOR?**

- Course (please check one at left)
- Lunch (please choose one at left)
- Both

**PLEASE PRINT CLEARLY**

NAME \_\_\_\_\_

COMPANY \_\_\_\_\_

Amount enclosed or authorized: \$ \_\_\_\_\_

Visa  Mastercard  Amex  Discover

# \_\_\_\_\_

EXPIRATION DATE \_\_\_\_\_

SIGNATURE \_\_\_\_\_