

Real Estate Property Management Specialist Certification (REPM)

What's the Next Real Estate Business Trend?

Property Management for single family homes,
two to four unit homes, condos and townhomes...

Property management can be a lucrative business opportunity for you today. Create a new business niche by registering for this two-day "REPM" course and transfer your real estate skills to a new steady stream of income from property management. The program material will outline straight forward procedures and best practices to be successful within the law. Other topics being presented are:

Day One

- Overview of the development of property management professions.
- Landlord-tenant laws in Florida, government laws, rules and other regulations.
- Federal Fair Housing Laws, The Americans with Disabilities Act, the Equal Credit Opportunity Act, the Fair Credit Reporting Act, Megan's Law, Lead-Based Paint laws, and Florida eviction laws.

Day Two

- Get a property rented by converting emails and phone calls into actual viewings.
- Learn how attractive staging, advertising and innovative marketing ideas can build your property management business.
- Gain a better understanding of the rental application, how to screen prospective tenants, types of consumer reports, what you have the right to require, lease agreements, types of rental insurance, disclosure requirements, risk management, and security deposits and fees.
- Learn how to explain move-in procedures and the tenant rules handbook.
- How to keep your tenants happy, select contractors and dispossessions, tenants that file for bankruptcy, and The Housing Choice Voucher Program (Section 8).

The REPM professional certification is not affiliated with or endorsed by the National Association of REALTORS®.



REPM Certification (2-day course)

Wednesday and Thursday

February 15 & 16, 2012

9:00 a.m. – 4:00 p.m. (Check-in begins at 8:30 a.m.)

Orlando Regional REALTOR® Association

Instructor



Cathy McDaniel, REO, RETS
Certified Instructor
American Real Estate University

Cathy McDaniel has been active in real estate for 17 years and holds a Georgia Broker's license. She has been associated with top companies such as ERA, Prudential, Century 21, Countrywide Home Loans, GMAC Mortgage and JPMorgan Chase. She has taught in Georgia, Tennessee, South Carolina and Florida over the last 15 years and has passed on her secrets and insights based on her experiences as a top-producing REALTOR® and Home Loan Consultant. She acts as a consumer advocate for all mortgage and real estate professionals and organized Atlanta's first Real Estate Industry Day in 2008 which attracted over 800 real estate professionals.

Registration

ORRA Members: \$159 | Non-ORRA Members: \$174

On-Site: Registration Fee + \$15

Business casual attire requested for education programs.

Registration options and policies on reverse.

11 CE Credits

Register today!

1. Visit **www.orrealtor.com**, log into "Members Only" and click on "Register for Classes"
2. **Phone** 407.513.7268
3. **Fax** 407.513.9120
4. **E-mail** education@orrealtor.com
5. **Mail** ORRA Education
P.O. Box 609400
Orlando, FL 32860-9400

ORRA Course Registration Policies

Location: **ORLANDO REGIONAL REALTOR® ASSOCIATION**, 1330 Lee Road, Orlando, FL 32810 (unless otherwise noted on the front of this form)

Cancellations/No-Shows: \$25 fee or forfeiture of registration fee for cancellations within 3 days course date or for no shows.

Refunds/Cancellation Notice Requests: Please contact us via one of the following methods:
Fax: 407.513.9120 Phone: 407.513.7268 E-mail: education@orrealtor.com

Attendance: To receive CE credits for any Continuing Education course, participants must:

1. Be physically present for the entire program from beginning to end;
2. Sign any/all morning or afternoon attendance sheets; and
3. Refrain from using cell phone and laptop except during designated break times.

Registration Form

Register me for **Real Estate Property Management Specialist Certification (REPM)** on February 15 - 16, 2012.

Attendee Name

Member Number Phone () -

E-mail

Course Fee: ORRA Member – \$159
(ORRA REALTOR® and Affiliate members only) Non-ORRA Member - \$174
(REALTOR® and Affiliate members of other REALTOR® associations and licensed salespersons of ORRA Broker members)

ORRA Member On-Site – \$174 Non-ORRA Member On-Site – \$189

Payment Method:

Check # (Payable to ORRA) Broker Account (ORRA members only. Broker approval required.)

VISA MasterCard American Express Discover

Credit card # Expiration /

Credit card charge signature OR broker signature for broker approved account charge _____

Initial _____ I agree to the terms of the cancellation and attendance policy referenced above.

Special disabilities accommodated with advance notice. Courses not open to the public unless otherwise noted.