

***Beverly Hills/Greater Los Angeles  
Association of Realtors®***

**2010 EDUCATION SCHEDULE**

**Register online at [www.bhglaar.com](http://www.bhglaar.com)  
or call 310.967.8800**



**JULY**

|    |             |                                                                                         |
|----|-------------|-----------------------------------------------------------------------------------------|
| 7  | 9:00—12:00  | <a href="#">Mobile Computing for Real Estate Pros</a>                                   |
| 7  | 1:00—4:00   | <a href="#">RPA REVIEW</a>                                                              |
| 8  | 10:30—3:30  | <a href="#">Become a Certified REO Listing Agent</a>                                    |
| 9  | 10:00—11:30 | <a href="#">Real Estate Math</a>                                                        |
| 12 | 8:30—4:30   | <a href="#">Mortgage Loan Origination</a>                                               |
| 14 | 12:30—4:30  | <a href="#">Nuts &amp; Bolts of Investment Real Estate</a>                              |
| 15 | 10:00—11:00 | <a href="#">Sales Mastery through Supreme Influence</a>                                 |
| 16 | 10:00—11:30 | <a href="#">zipForm 6 Introductory Training Standard/Professional **</a>                |
| 16 | 1:30—3:00   | <a href="#">zipForm 6 Advanced Training Standard/Professional</a>                       |
| 19 | 2:00—3:30   | <a href="#">Short Sale Tax Issues &amp; 1031 Exchange</a>                               |
| 21 | 9:00—10:30  | <a href="#">Commercial Marketing Session **</a>                                         |
| 22 | 10:30—3:30  | <a href="#">Become a Certified Short-Sale and Properties-in-Foreclosure Specialist!</a> |
| 23 | 10:00—2:00  | <a href="#">Buyer/Sellers Forms Review</a>                                              |
| 26 | 10:30—12:00 | <a href="#">Reverse Mortgage Cash Out Loans &amp; Purchase Loans</a>                    |
| 28 | 8:30—4:30   | <a href="#">Certified Investment Analyst — Day 1</a>                                    |
| 29 | 8:30—4:30   | <a href="#">Certified Investment Analyst — Day 2</a>                                    |
| 30 | 10:30—3:30  | <a href="#">Buying Foreclosures at Trustee Sales</a>                                    |

\*\* DENOTES COMPLIMENTARY CLASSES FOR ASSOCIATION MEMBERS

All seminars are held at:  
**Beverly Hills/Greater Los Angeles  
Association of REALTORS®**  
8501 Wilshire Boulevard, Suite 340  
Beverly Hills, California 90211

Register online at <http://www.bhglaar.com/>

For more information contact the **Education Department**  
at 310.967.8800 x213 or [education@bhglaar.com](mailto:education@bhglaar.com)

