



365 Eddy Street, Suite 1, Providence, RI 02903 Email: [info@gpbor.com](mailto:info@gpbor.com) Web: [www.gpbor.com](http://www.gpbor.com)

**Act Now to Renew Your Real Estate License for 2012!**

We are pleased to present the following courses to meet your **24 hours** of CEU's and help you better serve your clients! All classes are approved for Real Estate License CEU's by the Rhode Island Real Estate Division of the DBR. To register for classes visit [www.gpbor.com](http://www.gpbor.com) & click on News & Events page or call the Board office at (401) 274-8383.

**Note: All classes begin promptly at their start time and students must remain for the entire duration of the class.**

**“Law of Contracts”**

**3 CORE CEUs ~ \$30 for members/\$40 for non-members**

Attorney Pasco Loffredo will take you through the standard real estate contracts used in real estate transactions. Practical application of standard forms will be discussed and he will address the best practices to protect you and your client.

<b>Saturday</b> March 10, 2012 10:00 a.m. – 1:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI 02903	<b>Call GPBOR at</b> (401) 274-8383 no later than Thurs., March 8, 2012
<b>Wednesday</b> March 21, 2012 5:00 – 8:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI 02903	<b>Call GPBOR at</b> (401) 274-8383 no later than Mon., March 19, 2012
<b>Thursday</b> April 5, 2012 10:00 a.m. – 1:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI 02903	<b>Call GPBOR at</b> (401) 274-8383 no later than Tues., April 3, 2012
<b>Tuesday</b> April 10, 2012 5:00 – 8:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI 02903	<b>Call GPBOR at</b> (401) 274-8383 no later than Fri, April 6, 2012

**“Lead Hazard & Mitigation”**

**3 CORE CEUs ~ \$30 for members/\$40 for non-members**

Stephen Antoni, 2011 RIAR President, will instruct our members in educating their buyers and sellers on the topic of lead hazards in the home. This course will offer an overview of the basics of lead paint, current lead paint regulations, ways to assess lead paint and how you can effectively mitigate lead paint in homes.

<b>Monday</b> January 30, 2012 5:00 – 8:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI 02903	<b>Call GPBOR at</b> (401) 274-8383 no later than Thurs., Jan., 26, 2012
<b>Monday</b> February 6, 2012 5:00 – 8:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI 02903	<b>Call GPBOR at</b> (401) 274-8383 no later than Thurs., Feb., 2, 2012
<b>Wednesday</b> March 7, 2012 5:00 – 8:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI 02903	<b>Call GPBOR at</b> (401) 274-8383 no later than Mon., March 5, 2012
<b>Wednesday</b> April 11, 2012 5:00 – 8:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI 02903	<b>Call GPBOR at</b> (401) 274-8383 no later than Mon., April 9, 2012

**“How to Utilize Social Media to Increase Your Business”**

**3 CEUs ~ \$30 for members/\$40 for non-members**

Shalimar Albanese, Marketing Director, Shamrock Financial Corporation and Jeremy Walsh, CEO, The Right Click, will provide an overview of the social networking opportunities technology now offers buyers and sellers of real property. This course will educate our members about the advantages of using social media to connect with buyers and potential sellers.

<b>Wednesday</b> January 25, 2012 10:00 a.m. – 1:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI	<b>Call GPBOR at</b> (401) 274-8383 no later than Mon., Jan. 23, 2012
<b>Thursday</b> February 16, 2012 10:00 a.m. – 1:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI	<b>Call GPBOR at</b> (401) 274-8383 no later than Tues., Feb. 14, 2012
<b>Thursday</b> March 8, 2012 2:00 – 5:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI	<b>Call GPBOR at</b> (401) 274-8383 no later than Tues., March 6, 2012
<b>Tuesday</b> March 20, 2012 10:00 a.m. – 1:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI	<b>Call GPBOR at</b> (401) 274-8383 no later than Fri., March 16, 2012
<b>Thursday</b> April 12, 2012 11:00 a.m. – 2:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI	<b>Call GPBOR at</b> (401) 274-8383 no later than Tues., April 10, 2012

**“Financing Your Buyer” ~ 3 CEUs ~ \$30 for members/\$40 for non-members**

Instructor Suzanne Caldeira, Senior Loan Officer at Shamrock Financial Corporation, will take you through the challenges of today's financing and you will gain an understanding of current options and resources for your borrowers.

<b>Saturday</b> January 21, 2012 10:00 a.m. – 1:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI	Call GPBOR at (401) 274-8383 no later than Thurs., Jan., 19, 2012
<b>Tuesday</b> February 7, 2012 10:00 a.m. – 1:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI	Call GPBOR at (401) 274-8383 no later than Fri., Feb., 3, 2012
<b>Saturday</b> March 24, 2012 10:00 a.m. – 1:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI	Call GPBOR at (401) 274-8383 no later than Thurs., March 22, 2012
<b>Monday</b> April 9, 2012 3:00 p.m. – 6:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI	Call GPBOR at (401) 274-8383 no later than Thurs., April 5, 2012

**“Know the Code!” ~ Code of Ethics Training**  
**3 CORE CEUs ~ \$30 for members/\$40 for non-members**

REALTOR® Dean deTonnancourt will take you through the REALTOR® Code of Ethics with case studies and examples of proper business practice. This course fulfills your 3rd Quadrennial Mandatory Ethics Training.

<b>Thursday</b> January 19, 2012 2:00 – 5:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI	Call GPBOR at (401) 274-8383 no later than Tues., Jan. 17, 2012
<b>Thursday</b> February 9, 2012 5:00 – 8:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI	Call GPBOR at (401) 274-8383 no later than Tues., Feb. 7, 2012
<b>Wednesday</b> February 15, 2012 5:00 – 8:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI	Call GPBOR at (401) 274-8383 no later than Mon., Feb. 13, 2012
<b>Saturday</b> March 3, 2012 10:00 a.m. – 1:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI	Call GPBOR at (401) 274-8383 no later than Thurs., March 1, 2012
<b>Thursday</b> March 22, 2012 5:00 – 8:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI	Call GPBOR at (401) 274-8383 no later than Tues., March 20, 2012
<b>Tuesday (Instructor: Karl Martone)</b> April 24, 2012 10:00 a.m. – 1:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI	Call GPBOR at (401) 274-8383 no later than Fri., April 20, 2012
<b>Thursday</b> April 26, 2012 10:00 a.m. – 1:00 p.m.	<b>GPBOR</b> 365 Eddy Street, Ste 1 Providence, RI	Call GPBOR at (401) 274-8383 no later than Tues., April 24, 2012

\*\*\*\*\*

***Save This Date! Our Professional Development Lunch & Learn Series Continues!***

**"Understanding Mortgage Financing Today"**  
**January 20, 2012 from Noon - 1:30 p.m.**

Mortgage 101 for 2012 not 1995 or 2005. The mortgage industry is changing more rapidly than ever before. Stay “in the know”. This program will cover every area of mortgage financing relative to today, not yesterday: qualifying, a breakdown of mortgage programs, etc.

Presented by Bobby Kayrouz: Affiliate Member and Originator with Envoy Mortgage.

No charge for members; \$10 charge for non-members

At the Board office in Providence.

***(Please note: there are no CEU's associated with this valuable no-cost program)***

Seating is limited. You may register online at [www.gpbior.com](http://www.gpbior.com) on the News & Events page with your REALTOR.org username and password or email your reservations to [reservations@gpbior.com](mailto:reservations@gpbior.com). Please provide your name, contact information and which class you are registering for or call the Board office at (401) 274-8383. For classes held at the GPBOR office, 1<sup>st</sup> floor - ample on-street metered parking is available or you may park at the Richmond Garage located one block from our office.

***If you have any disabilities which require special accommodation, please specify by contacting the Board at (401) 274-8383.***

**PLEASE NOTE: IN CASE OF INCLEMENT WEATHER, PLEASE VISIT [WWW.GPBOR.COM](http://WWW.GPBOR.COM) OR [WWW.TURNTOTEN.COM](http://WWW.TURNTOTEN.COM) TO LEARN ABOUT CLASS CANCELLATIONS AND/OR DELAYS.**

*The GPBOR is a certified Rhode Island real estate school. Our classes are relevant and affordable. Presented in a small group setting, they allow for greater interaction and exchange of ideas and information between our instructors and students.*

**OUR MISSION IS TO ENSURE THE PROFESSIONAL SUCCESS OF OUR MEMBERS.**