

Register Today! It's Easy



In Memory of Herman Hays

For a number of years Herman Hays, a long-time and very respected member of the Fayetteville Association of REALTORS®, arranged for Tom and Peggy Daniel to provide Continuing Ed for his circle of friends and negotiated a reduced price on their behalf. In 2007 prior to his death when Herman was too ill to sit through the CE classes himself, he still managed to arrange for the classes for his friends and fellow REALTORS®. We greatly miss our friend!

At a time of great need in 1999 when Tom and Peggy's house burned to the ground, the Fayetteville Association of REALTORS® provided them with some much-needed financial assistance immediately after their tragedy through the Association's Sunshine Fund. Since that time, they have contributed over \$16,000 to help other Fayetteville REALTORS® through catastrophic emergencies.

It is only fitting that the merger of Herman's selfless efforts to provide affordable CE for his friends and the Association's Sunshine Fund would occur when in 2008 the first Annual Herman Hays Benefit Continuing Education classes were held with \$1,000.00 of the proceeds being contributed to the Association's Sunshine Fund.



Tom Daniel Seminars is led by **Tom and Peggy Daniel**, who have real-world experience in real estate sales as well as real estate education. Natives of Fayetteville, they practiced real estate and provided real estate education in the Fayetteville area for many years, and both served as past Presidents of the Fayetteville Association of REALTORS® as well as being active with the North Carolina Association. Although they moved to Charleston, SC, in 2006 to be closer to their grandchildren, Peggy continues to maintain her membership in the Fayetteville Association of REALTORS®, and she and Tom provide real estate education throughout North and South Carolina, bringing real-world experiences into the classroom.



→ **Wednesday, May 2, 2012**
1:00pm-5:00pm

2011-2012 Broker-in-Charge Annual Review (#8812)

This course will focus on alternate financing issues, compensation disclosures to buyer from dual agent, lead-based paint renovation requirements, and BIC requirements. All BICs must complete this course each full licensing period after being designated a BIC. All BICs must also complete the NC Real Estate Update course. (*ONLY BICs and BICs Eligible may take this course*)

→ **Thursday, May 3, 2012**
8:30am-12:30pm

2011-2012 NC Real Estate Update (#9912)

This year's mandatory Real Estate Update course will focus on a broker's role in short sale transactions, broker price opinions, selected property management issues, selected residential sales contract forms, and a review of licensing and education rules.

→ **Thursday, May 3, 2012**
1:30pm-5:30pm

Elective: NAR Real Estate Ethics (#3117)

This course explores the ethical issues surrounding real estate transactions, and although the focus will be the National Association of REALTORS® Code of Ethics, the discussion leaders will bring real-life experiences into discussion through actual case studies.

(This course also meets the NAR Quadrennial Code of Ethics requirement)

The 5th ANNUAL HERMAN HAYS CE BENEFIT

REGISTRATION FORM

Name: _____

Address: _____

City/State/Zip _____

Daytime Phone _____

Email: _____

Real Estate License No. _____

REGISTRATION FEES

- | | |
|---|----------|
| <input type="checkbox"/> BICAR only | \$55.00 |
| <input type="checkbox"/> Update only | \$55.00 |
| <input type="checkbox"/> Elective only | \$55.00 |
| <input type="checkbox"/> BICAR & Update | \$99.00 |
| <input type="checkbox"/> Update & Elective | \$99.00 |
| <input type="checkbox"/> Update, BICAR & Elective | \$139.00 |

PAYMENT

- Enclosed is my check made payable to Tom Daniel Seminars
- Charge my VISA / MasterCard / Discover
(circle one)

Card No. _____

Exp. Date _____ Amount _____

3 digit number on the back of your credit card _____

Signature _____

Register by Mail: TOM DANIEL SEMINARS
2003 Manderley Court, Charleston, SC 29414

Register by Phone: 888-769-9692

Register by Fax: 843-763-6900

COURSE LOCATION

Fayetteville Regional Association of REALTORS®
2412 Raeford Road, Fayetteville, NC 28305
TELEPHONE: 910-323-1421

NO REFUNDS WILL BE MADE