



Spend quality time this spring preparing for an exciting future!



April 23-24, 2007

12 Hrs. CE

9am - 4:30pm

# Resort & Second - home Markets Course

Your first step in attaining the National Association of REALTORS® RSPS certification.

To be held at the Elks Club, 605 County Road 39, Southampton, New York 11969

A National Association of REALTORS® study released in 2005 shows second-home sales account for more than one-third of residential transactions. Our class focuses on the essentials of assisting customers and clients in resort and recreation sales – a market too big to pass up. You'll learn to use community resources and tourism bureaus to your advantage, make the best use of your marketing dollars and counsel clients on second-home ownership and investment.

This is the first course towards the new RSPS certification which was specially created by NAR for REALTORS® in second-home and resort markets who wish to distinguish themselves amongst their peers and consumers. If you specialize in facilitating the buying, selling or management of properties for investment, development, retirement or second homes in a resort, recreational or vacation destination, then now is the time to earn the certification and distinguish yourself as an expert.

The RSPS certification is an **education-based certification**

with two core courses and two electives required - **no experience requirements.**

To learn more about the certification and its requirements visit: [www.realtor.org/resort](http://www.realtor.org/resort). Certificate holders benefit, not only from their newly acquired knowledge, but from a listing in the Online Referral Networking Directory, promotional materials, advanced access to research data and special networking opportunities. There are no recurring dues to maintain this certification; just the initial application fee and tuition fees.

Take \$25 OFF tuition price details below.

Register today either online at [www.nysar.com](http://www.nysar.com), by fax, by mail or by phone at 800-239-4432.

Registration: **\$320** members; **\$345** non-members

Register by Friday, April 13, 2007

and take an additional **\$25 OFF** the tuition price.

You may fax credit card registrations to: 518-462-5474.

Our mailing address is: NYSAR, 130 Washington Ave., Albany, NY 12210

Today's date: \_\_\_\_\_

Name: \_\_\_\_\_ Check payable to NYSAR in amount of \$ \_\_\_\_\_ enclosed.

Home Address: \_\_\_\_\_ Charge my (circle one): VISA MC AmEx Discover

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Card #: \_\_\_\_\_

Company: \_\_\_\_\_ Exp. Date: \_\_\_\_ / \_\_\_\_ Credit Card security code number: \_\_\_\_\_

Phone: Home: (\_\_\_\_) \_\_\_\_\_ Signature: \_\_\_\_\_

Office: (\_\_\_\_) \_\_\_\_\_ Do you have any disabilities which require special accommodations, including provisions for auxiliary aids/services?

Fax: (\_\_\_\_) \_\_\_\_\_ If so, please identify your special needs when registering.

E-mail Address: \_\_\_\_\_ Cancellation Policy: Requests for cancellation must be received in writing (fax, mail, or email to educate@nysar.com ) NO LATER THAN 10 DAYS PRIOR TO THE CLASS to avoid a penalty. Written cancellation requests received within 10 days of the course will be subject to a 25 percent refund processing fee. "NO-SHOWS" forfeit entire tuition.

Unique ID#: \_\_\_\_\_