

## Join us for these special WHS workshops!

Remember you must have 3 education "points" to renew your certification as a Workforce Housing Specialist\*, but as any WHS knows... it's the education that's really important, not the points! Here are upcoming, very special point opportunities where most of the *seating will be reserved just for you!*



**REGISTER AT [www.kcrar.com](http://www.kcrar.com) by going to EVENTS CALENDAR**

### **Cultural Diversity**

Variety is the Spice of Life! This is a 3 hour CE course for Kansas and Missouri elective credit. Come learn how to work with people from different cultures to increase sales and bring more referrals. This DVD presentation presents experts from different countries who share insider's tips to broaden your American awareness.

3 hours elective CE, KS & MO and 2 WHS points

October 14<sup>th</sup>, 9am-noon, KCRAR classroom

### **Mortgage Madness**

Loan programs are evolving so rapidly that many experts are having trouble staying current and the odds are good that most mortgage originators don't know everything that's available, either! It's crucial for you to get up-to-date and you need to do it now! Drop by for this 90-minute get-smart-quick workshop taught by Gary Johnson who was your WHS Part I instructor.

No license CE credit., 1 WHS point

October 24<sup>th</sup>, 9:00-10:30am

### **Crooks & Criminals**

Come hear from the appraiser who assisted the FBI with investigating and catching some local bad guys and you'll hear a very interesting story! You'll also learn a few tips about what to watch for so you don't innocently end up on the wrong side of a federal investigation.

No license CE credit, 1 WHS point

November 7<sup>th</sup> Offered twice on the same morning, so pick your time:

9:00am-10:30 or 11:00am-12:30

### **Kansas City Dream Home Program**

From the KCMO Planning and Development Department's Housing Development Division you'll hear Coleman McClain, Administrative Officer, talk about the Dream Home program that is now citywide and assists low- to moderate-income first-time homebuyers and displaced homemakers purchase a home of their choice.

No license CE credit, 1 WHS point

November 14<sup>th</sup>, Offered twice on the same morning, so pick you time:

9:00am-10:30 or 11:00-12:30

### **Selling Freddie Mac Foreclosures**

Don't shy away from trying to sell these properties because it looks too difficult or confusing. We'll walk you through the process with some tips for being successful in this fast-growing segment of our business. You'll learn a lot in just 90 minutes from your instructor, Tameka Bryant, Broker-Owner of The Real Estate House and highly experienced on this topic.

No license CE credit, 1 WHS point

December 19<sup>th</sup>

10:00-11:30



\*What year do you renew? Look up your name on [www.KCHomePrograms.com](http://www.KCHomePrograms.com) and see -08 or -10 behind your name. You do not need to log on to check this! But just in case you've forgotten your logon ID and password... it's the same for all WHS's: realtor, realtor. And the WHS logo is found on [www.kcrar.com](http://www.kcrar.com) under Education/Workforce Housing.