

# The Blue Ridge Association of REALTORS®

## Annual Meeting of the Membership

October 9, 2008 Time: 9:00 am- 4:30 pm

Location: Millwood Station Bingo Hall

600 Millwood Ave Winchester, VA 22601

[Get Directions](#)



9:00 am - 12:00pm  
International Speaker  
**Life is Credit™**  
Terry Watson  
Change the way you do business!  
What sales professionals should know about  
consumer credit!  
Learn what your clients wished they knew!

**FREE!!!**  
**To BRAR Members!**

HEAR how your dues are working  
for you...  
12:00 pm – 1:30 pm  
Lunch & Meeting  
Boxed Lunch provided by



1:30 pm – 4:30 pm  
Lem Marshall  
Legal Updates  
3 Hours  
CE Legal Updates / PL  
Real Estate Law  
POA Changes  
Loan Fraud  
Short Sales  
RESPA

Terry Watson, motivational speaker extraordinaire, is bringing his energy and enthusiasm to Winchester! Terry is not only a gifted motivational speaker, he is also a Distinguished Real Estate Instructor (DREI) and a top-performing REALTOR® with more designations than you can shake a stick at. He'll share his blend of experience and enthusiasm with everyone in the room as he teaches us about Life is Credit!™

We have slashed our price so that everyone may attend this fantastic training session, and more! For those of you who haven't had the pleasure of hearing Terry speak, be ready to get energized, learn a lot, and laugh the whole time!

### COST: Both Classes (Sign up by)

October 8, 2008

October 09, 2008

(AT THE DOOR)

~~\$85~~

**FREE**

(Member) \$50 (Non)

\$85 (Member) \$95 (Non)

Lunch and 1 class Only (Please circle Class)

~~\$50~~

**FREE**

(Member) \$50 (Non)

**PAYMENT MUST ACCOMPANY REGISTRATION**

Name: \_\_\_\_\_

Firm: \_\_\_\_\_

Tel # \_\_\_\_\_

Fax # \_\_\_\_\_

Email: \_\_\_\_\_

Method of Payment: Check (payable to BRAR) MC VISA

CC# \_\_\_\_\_ Exp Date: \_\_\_\_\_

Signature: \_\_\_\_\_



Your reputation is your most valuable asset. Without a good reputation, you cannot hope to advance your career. Of course, you build your reputation by your actions, so understanding and living the REALTOR® Code of Ethics is the surest way to be successful in this business. Open the Code and you really will close more deals.

To see how the Code can improve your business, visit [www.codeisgoodbusiness.com](http://www.codeisgoodbusiness.com)

Even though there are many agents in our community, it's still a small world. You run into the same listing agents again and again. Living the REALTOR® Code of Ethics helps you earn the trust of both clients and other agents. And when people trust you, they are more likely to do business with you again. Live the Code and you will enjoy a long and successful career.

To see how the Code can improve your business, visit [www.codeisgoodbusiness.com](http://www.codeisgoodbusiness.com)  
Earn more business and CE credits to boot. Find out how at [www.codeisgoodbusiness.com/va/lessons](http://www.codeisgoodbusiness.com/va/lessons)

**Price Reduced!**