

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™
 3 hours CE/PL Real Estate
 Related
 Terry Watson
 Change the way you do business!
 What sales professionals should know about
 consumer credit!

Free to Membership

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 with lunch (Sign up by)

October 8, 2008
 No Cost (Member) ____ \$50 (Non-Member)

October 09, 2008 (AT THE DOOR)
 No Cost (Member) ____ \$95 (Non-Member)

Lunch and 1 class Only (Please circle Class)
 No Cost (Member) ____ \$50 (Non-Member)

Lunch will be provided for those who RSVP in advance, this will allow for an accurate count of meals.

PAYMENT MUST ACCOMPANY REGISTRATION

Name: _____ Firm: _____

Tel # _____ Fax # _____

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

CC# _____ Exp Date: _____

Signature: _____



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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.

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
 Earn more business and CE credits to boot. Find out how at www.codeisgoodbusiness.com/va/lessons