

Pennsylvania CE Chart				<i>*Appraisal CE *Registration Plus</i>			
Title	Speaker FN	Speaker LN	Date	Time	Room	PA CE	Fee
<b>Monday</b>							
CRS200: Business Planning & Marketing for the Residential Specialist	Mark	Porter	12/7 & 12/8	8:30 am - 5:00 pm	301	15 hours	\$295
CCIM: Residential Real Estate Financial Analysis	Mark	Polon	12/7	8:30 am - 5:00 pm	401	7 hours	\$150
Military Relocation Professional	Randy	Templeman	12/7	8:30 am - 5:00 pm	313	7 hours	\$150
RSPS: Home Sweet (Second) Home: Vacation, Investment, Luxury Properties	Roseann	Farrow	12/7	8:30 am - 5:00 pm	318	7 hours	\$150
TRID: TILA/RESPA Integrated Disclosure	Phil / Finley	Schulman / Maxon	12/7	2:00 pm - 5:00 pm	302	3 hours	Included
<b>Tuesday</b>							
Broker Responsibility in a Nutshell	Marcie	Roggow	12/8	9:00 am -12:00 pm	312	3 hours	Included
Easify 101	Terry	Watson	12/8	9:00 am -12:00 pm	302	3 hours	Included
Let Me Tell You About the Man Cave: Fair Housing & the Modern Real Estate Professional	Trista	Curzydlo	12/8	9:00 am -12:00 pm	411/412	3 hours	Reg Plus
Mastering the Buyer Counseling Session	Randy	Templeman	12/8	9:00 am -12:00 pm	402	3 hours	Included
Realty Safety & Security: Agent and Client Personal Protection	Robert	Siciliano	12/8	9:00 am -12:00 pm	403	3 hours	Included
The Reverse for Purchase Mortgage	Roseann	Farrow	12/8	9:00 am -12:00 pm	303	3 hours	Included
The "New" FHA: Rules and Regulations	Lewis	Rodin	12/8	9:00 am -12:00 pm	313	3 hours	Included
Winning With Short Sales: Strategies to Speed Up & Simplify the Process	Nancy	Mosca	12/8	10:00 am - 12:00 pm	304	2 hours	Included
Is That a Listing in Your Pocket or Are You Just Glad to See Me?	Bill	Lublin	12/8	11:00 am - 1:00 pm	404	2 hours	Included
The 7 P's to Getting the Buyer Representation Agreement Signed	Randy	Templeman	12/8	1:00 pm - 3:00 pm	415	2 hours	Included
Avoiding Roadkill--Top 10 Stupid Things That Really Smart REALTORS Do To Mess Up Their Lives	Terry	Watson	12/8	2:00 pm - 5:00 pm	302	3 hours	Included
Closing the Deal on Contaminated Sites: Solutions for Commercial Real Estate Professionals	Steven	Urgo	12/8	2:00 pm - 5:00 pm	404	3 hours	Included
CMA vs. Appraisal - What is the Difference?	Lewis	Rodin	12/8	2:00 pm - 5:00 pm	313	3 hours	Included
Finance & Regulation: They're Going to Change your World	Chandra	Hall	12/8	2:00 pm - 5:00 pm	403	3 hours	Included
Let Me Tell You About the Man Cave: Fair Housing & the Modern Real Estate Professional	Trista	Curzydlo	12/8	2:00 pm - 5:00 pm	303	3 hours	Included
Pricing Listings to Move Inventory	Joe	Meyer	12/8	2:00 pm - 5:00 pm	308/309	3 hours	Included
Risk Management: Information/Computer Security and Privacy	Robert	Siciliano	12/8	2:00 pm - 5:00 pm	421	3 hours	Included
There's a New Code in Town	Marcie	Roggow	12/8	2:00 pm - 5:00 pm	411/412	3 hours	Reg Plus
Is That a Listing in Your Pocket or Are You Just Glad to See Me?	Bill	Lublin	12/8	2:30 pm - 4:30 pm	419	2 hours	Included
Structuring a Successful Real Estate Transaction for Foreign Clients	Nancy	Mosca		3:00 pm - 5:00 pm	304	2 hours	Included
<b>Wednesday</b>							

Effective Counseling and Representation of Real Estate Clients	Bob	Giniecki	12/9	8:30 am - 5:00 pm	301	7.5 hours	\$10
2016-2017 USPAP Update	Jim	Murrett	12/9	8:30 am - 5:00 pm	313	7 hours	\$125
Avoiding Roadkill—Top 10 Stupid Things That Really Smart REALTORS Do To Mess Up Their Lives	Terry	Watson	12/9	9:00 am -12:00 pm	411/412	3 hours	Reg Plus
Collaborative Selling		Rossi	12/9	9:00 am -12:00 pm	303	3 hours	Included
Converting Open Houses Into Closed Transactions	Joe	Meyer	12/9	9:00 am -12:00 pm	415	3 hours	Included
Back to the Future - What the Mortgage Crisis has Taught Us	Debra	Killian	12/9	9:00 am -12:00 pm	417	3 hours	Included
Legal Lifesavers	Jackie	Leavenworth	12/9	9:00 am -12:00 pm	302	3 hours	Included
PA Agency Relationships	Brett / Jim	Woodburn / Goldsmith	12/9	9:00 am -12:00 pm	404	3 hours	Included
There's a New Code in Town	Marcie	Roggow	12/9	9:00 am -12:00 pm	402	3 hours	Included
Winning With Short Sales: Strategies to Speed Up & Simplify the Process	Nancy	Mosca	12/9	10:00 am - 12:00 pm	304	2 hours	Included
It's Not Who Showed the House: Understanding Procuring Cause	Marcie	Roggow	12/9	2:00 pm - 5:00 pm	402	3 hours	Included
Property Management Basics: What Every Real Estate Agent Should Know	Nancy	Mosca	12/9	2:00 pm - 5:00 pm	304	3 hours	Included
The Rate is WHAT? - What Every Agent and Buyer Needs to Know about Risk-Based Pricing	Debra	Killian	12/9	2:00 pm - 5:00 pm	417	3 hours	Included
Your Company Policy Manual - A Safety Net for Managing Risk	Roseann	Farrow	12/9	2:00 pm - 5:00 pm	403	3 hours	Included
<b>Thursday</b>							
Mastering the Buyer Counseling Session	Randy	Templeman	12/10	9:00 am -12:00 pm	411/412	3 hours	Reg Plus
Crossing the Generational Divide	Gene	Millman	12/10	9:00 am -12:00 pm	408/409	3 hours	Included
The One Test You Don't Want To Fail	Roseann	Farrow	12/10	9:00 am -12:00 pm	303	3 hours	Included
Understanding and Applying Cap Rates in Residential Real Estate Investing	Thomas	Borowski	12/10	9:00 am -12:00 pm	313	3 hours	Included
IDX, MLS, ZTR and What They Mean to You	Bill	Lublin	12/10	9:00 am -11:00 am	308/309	2 hours	Included