



THE NORTHEAST ASSOCIATION OF REALTORS®  
**PROFESSIONAL STANDARDS PROCEDURES**  
 Training Program & CE\* Course on the Code of Ethics

**Instructors:**



**Kathy Roosa**  
 NEAR 2005 Educator  
 of the Year



**Linda Kody**  
 2009 NEAR & Statewide  
 Educator of the Year

Date:	Wednesday, September 8, 2010
Time:	9:00 am - 3:00 pm
Location:	NEAR, 3 Courthouse Lane Chelmsford, MA
Cost:	\$25, includes a copy of the 2010 Code of Ethics, coffee, & a light lunch. *MA & NH credits via Kathy Roosa School of RE

**Course Objective:**

The purpose of the program is to teach participants about the procedures of ethics and arbitration hearings. The participants in this program will be able to demonstrate an understanding of the REALTOR® Professional Standards process, including the functions and responsibilities of the Grievance Committee, the Professional Standards Committee, and the Board of Directors. More specifically, the course will focus on how to be an arbitration or ethics panelist. The procedures and possible results of hearings will be covered along with an investigation of the factors to be considered in the determination of PROCURING CAUSE. This course also meets the requirement of NAR's mandatory quadrennial ethics training and offers two hours of continuing education credits good for both Massachusetts and New Hampshire.\*

**Registration:**

To register, please complete the following form and send to Sharon Sarvela via fax to 978-970-0443, by email to Sharon@MassNEAR.com, or mail form with payment to the NEAR office.

Registrations are accepted on a first-come-first-served basis. Walk-ins will be accommodated only as seats remain available to a maximum of 28 participants.

**Questions:**

Please contact NEAR with any questions.  
 The Northeast Association of REALTORS®  
 3 Courthouse Lane #9, Chelmsford, MA 01824  
 Ph. 978-458-2901 Fx. 978-970-0443 www.MassNEAR.com

**Yes!** Register me for the Professional Standards Training & CE on Wednesday, September 8, 2010 from 9:00 am - 3:00 pm at NEAR.

Name \_\_\_\_\_ Company \_\_\_\_\_

Day Phone # \_\_\_\_\_ E-mail Address \_\_\_\_\_

- I will pay at the door (Members Only). Note: Your seat needs to be held with a credit card, which will only be charged if you do not show up to the event. Please be sure to bring payment with you. "No Shows" will be charged. Initial: \_\_\_\_\_
  - Check made payable to NEAR is enclosed.
  - Please charge my MC / VISA / Discover\*, CC #: \_\_\_\_\_
- \* CC users: In order to process your CC you must provide your billing street address and zip code.

Billing Street Address (with #) \_\_\_\_\_ Zip Code \_\_\_\_\_

CC Exp. Date \_\_\_\_\_ Security Code \_\_\_\_\_ Signature \_\_\_\_\_

If you are paying by credit card, you may fax the completed form to NEAR (978.970.0443) or mail completed form with payment to:  
 NEAR, 3 Courthouse Lane #9, Chelmsford, MA 01824

**CANCELLATION POLICY:** Full refunds will be provided for cancellations up to 48 hours prior. No refunds or credit thereafter.  
 Questions? Call NEAR at 978.458.2901