



Serving Real Estate Professionals  
Throughout Chicagoland  
[chicagorealtor.com](http://chicagorealtor.com)

**Date & Location:**

October 12<sup>th</sup>  
CAR Central  
200 S Michigan Ave.#400

**Time:**

10:00 a.m. to 12:00 p.m.  
Includes Free Continental  
Breakfast

**Investment:**

FREE to CAR members, but  
space is limited

**To Register Contact:**

Abby L. Fulton  
p: 312/214 5529  
f: 312/ 506 1841  
[afulton@chicagorealtor.com](mailto:afulton@chicagorealtor.com)

Join us for CAR's next Member Profitability Program...

**NEW CONSTRUCTION & CONVERSIONS...**  
***Eliminate Liability & Increase Your Sales!***

Did you know that all condominium and town home developments must adhere to the Illinois Condominium Property Act? Are you aware that there are specific developer obligations per condo law that, if not done, could increase your liability and negatively impact your client's property value—and your commission upon resale?

Association Advocates Inc., consultants specializing in developer turnovers, will lead a panel consisting of: Charles T. VanderVennet, Principal in the law firm of Fosco, VanderVennet & Fullett, PC; Angela Falzone, Property Management Veteran; and, Beth Lloyd, REALTOR and President of ACTHA—Association of Condominium Townhouse & Homeowners Associations. All will offer a unique perspective on how to avoid Pre and Post Developer Turnover issues that negatively affect the developer, REALTOR and homeowners alike.

By understanding the developer's obligations, you will learn how to:  
1) Decrease your legal liability; 2) Recognize problem developments; 3) Increase positive PR for your developer client and your credibility; 4) Educate your buyer client to protect and increase the future value of their property; and, 5) Offer added value before and after the sale.

Whether representing the developer or a buyer, this seminar is a must to help you protect yourself and best represent your client.

October 12 CAR Central  
10am-12pm  
Free Continental Breakfast

MEMBER PROFITABILITY PROGRAM

NEW CONSTRUCTION & CONVERSIONS...

Name: \_\_\_\_\_ CAR ID# \_\_\_\_\_

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

Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone Number: \_\_\_\_\_

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

Event Date: October 12 \_\_\_\_\_

RSVP no later than 3 days before the event. Please fax or email this form to the Chicago Association of REALTORS® at 312.506.1841 (fax) or [afulton@chicagorealtor.com](mailto:afulton@chicagorealtor.com)  
Confirmation is required!

MPP  
MEMBER  
PROFITABILITY  
PROGRAMS