



Serving Real Estate Professionals
Throughout Chicagoland
chicagorealtor.com

Date & Location:

09/06/07 @ CAR NW
6600 W Irving Park Rd

09/27/07 @ CAR South
7600 S Pulaski

10/25/07 @ CAR North
2625 W Peterson Ave

11/08/07 @ CAR Central
200 S Michigan Ave

Time:

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

Investment:

FREE to CAR members, but
space is limited!

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MPP
MEMBER
PROFITABILITY
PROGRAMS

Selling Condos & Townhomes...

Save Time & Facilitate The Sale!

Have you ever become frustrated trying to help your buyer or seller get the information needed to close a sale through a condominium, townhome or homeowners association? Are you aware that per the Illinois Condominium Property Act, there are specific disclosures that an association may and may not be required to provide? Do you know how to help your buyer find the better investment? Can you determine which properties may take you longer to sell?

Shirley Feldmann of Association Advocates Inc., consultants specializing in condo/townhome management training, 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, Karyl Dicker Foray, CIRMS, CRIS, Insurance Agent with Rosenthal Bros., specializing in association insurance. All will offer a unique perspective on how to work the most efficiently with associations saving you time and facilitating the sale.

By understanding an association's role and requirements, you'll learn how to:
1) Decrease your legal liability; 2) Recognize problem properties and better investments; 3) Understand Association vs. Homeowner insurance differences; 4) Work efficiently and timely with associations—whether professionally or self-managed; 5) Educate your buyer clients on how to protect and increase the value of their property; and, 6) Offer added value before and after the sale.

Whether representing the buyer or seller, this seminar is a must to help you work the most efficiently with associations!

10:00 a.m. to 12:00 p.m.

Sponsored By:



MEMBER PROFITABILITY PROGRAM
Selling Condos & Townhomes

Name: _____ **C.A.R. ID#** _____

Phone Number: _____

Email Address: _____

Event Date (circle one):

9/06/07 @ C.A.R. NW

9/27/07 @ C.A.R. South

10/27/07 @ C.A.R. North

11/08/07 @ C.A.R. Central

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
Cancellation/Attendance Policy
Cancellations must be made no later than **4:00PM** one day **prior** to the MPP via fax, email, or phone. Failure to cancel will result in a \$25 fee charged to the members' account. Members **will not** be able to register for any future MPPs, CAR events or CAR courses until the fee has been