



**NEW HAVEN MIDDLESEX REAL ESTATE SCHOOL**  
 A Division of the New Haven Middlesex Association of REALTORS® (NHMR)  
 2730 Boston Post Rd, Guilford, CT 06437  
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 Rachael Keating, Education Director: [rachael@nhmrealtors.com](mailto:rachael@nhmrealtors.com)  
 Our Website: [www.nhmrealtors.com](http://www.nhmrealtors.com)

# **BROKER PRINCIPLES & PRACTICES OF REAL ESTATE**

## **Mandatory Course for obtaining your Broker’s License**

*This course meets the minimum requirements as set forth by the CT DCP and the Real Estate Commission.  
 Attendees will be awarded 6 elective CE credits for their 2024 CT Real Estate License renewal.*

**TOPICS INCLUDE:** Organizational Structure, Human Resources, Business Policies & Procedures, CMA/Valuation/BPO, Marketing & Advertising, Legal Documents, CAM Requirements Overview & *More*

<b>DATES:</b>	<b>December 12<sup>th</sup> &amp; 13<sup>th</sup>, 2022</b>
<b>TIME:</b>	<b>9:00 am – 5:00 pm (1/2 hr. lunch break)</b>
<b>INSTRUCTOR:</b>	<b>Rhonda Ivey-Lentini, ABR, SRS, RENE, SRES, CRS, CPM, SFR, GREEN, GRI, ePRO</b>
<b>FEE:</b>	<b>\$ 299.00</b>
<b>LOCATION:</b>	<b>Virtual Classroom via Zoom</b>

**Registration** available by e-mail, fax, or mail. E-mail to: [rachael@nhmrealtors.com](mailto:rachael@nhmrealtors.com) Fax to: (203) 234-3980  
 Mail to: NHMR, Attn Rachael Keating, 2730 Boston Post Rd, Guilford, CT 06437  
 Make Checks payable to: NHMR. *There will be no refunds issued to course registrants.*

PLEASE PRINT LEGIBLY

Name: \_\_\_\_\_ Office: \_\_\_\_\_

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

City, State, Zip: \_\_\_\_\_

Contact Phone # (required): \_\_\_\_\_

Email address (required): \_\_\_\_\_

NRDS ID# \_\_\_\_\_ LIC# \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Payment**

**Credit Card**

AmEx  MC  Visa  Discover

Card #: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ Security Code: \_\_\_\_\_

If payment is made by credit/debit card, address should be billing address of card

**Confirmation of registration, with links to access the class and handouts, will be sent to students via email. It is the student’s responsibility to generate their own copy to work with.**