

Travel Agent

Travel Agent Career Development I

Review career opportunities in the travel industry, plan and book domestic and international air travel, book domestic and international ground transportation and accommodations. Acquire in-depth knowledge of domestic and international destinations and learn to plan and book vacations.

Cost: \$395 (MD Senior Adults: \$115); includes text

Course #: **VOC-044-A3**

Mon. & Thu., Feb. 27 - Apr. 12, 6:30 - 9:45 PM (12 sessions; no class 4/2 & 4/5)

Washington Road Campus, Rm. M055

Travel Agent Career Development II

Acquire in-depth knowledge about cruises and their destinations, travel agency operations and technology, customer service and closing the sale. Complete the National Travel Agent Proficiency (TAP) exam from The Travel Institute (cost is included). The text is the same as Travel Agent Career Development I. Prerequisite: Travel Agent Career Development I

Cost: \$436 (MD Senior Adults: \$130); includes text

Course #: **VOC-045-A4P**

Mon. & Thu., Apr. 16 - May 31, 6:30 - 9:45 PM (13 sessions; no class 5/28)

Washington Road Campus, Rm. M055

More Occupational Training Opportunities

See ad on inside front cover for more job training opportunities

REAL ESTATE

Real Estate Pre-Licensing

Maryland Real Estate Principles & Practices

Are you interested in becoming a real estate sales person? This basic 60 clock-hour course meets the educational requirements for all applications for licensure as real estate salespersons and is approved by the Maryland Real Estate Commission. Successful completion of the course will qualify you to take the Real Estate Salespersons Examination. Topics include: real property, leasing, contracts, agencies and listing, property transfers, appraising, financing, license law, human relations, ethics and basic mathematics. In addition, the day-to-day activities of the real estate person are covered. Instructors: Stan Dill and Joe Stephens

Cost: \$435 (MD Senior Adults: \$140); includes text

Course #: **REA-266-A3**

Tue. & Thu., Mar. 13 - May 24, 6:00 - 9:15 PM (20 sessions; no class 4/3 & 4/5)

Washington Road Campus, Rm. K205

Real Estate Continuing Education

Attendance Regulations for Real Estate Continuing Education: All licensees must attend all hours of each course session to comply with the Maryland Real Estate Commissions continuing education time requirements. Individuals who arrive late or leave early will not receive credit for the course. There will be no exceptions.

All attendees must bring a photo ID and real estate license number with them to gain entrance to the class. No exceptions will be made. Students should arrive at least 15 minutes prior to the start of class to allow time for the new verification process.

NEW! Light refreshments will be provided at all Real Estate Continuing Education courses. Please register for classes at least 3 days in advance for caterer planning purposes.

Legislative Update and Fair Housing

Legislative update includes synopses of select and most recent federal, Maryland and local laws, bills, regulation and updates related and relevant to the real estate industry are reviewed, discussed and analyzed with particular attention to their effective dates and real estate licensee's responsibility to be informed and be able to inform the public they serve. MREC Approved 3 clock hrs law (category -a). Fair Housing covers broad issues on fair housing laws, how discrimination is defined in real estate, how a real estate licensee can avoid discriminating practices, and what the consequences are for non-compliance with fair housing laws. MREC Approved 1.5 clock hrs fair housing law (category -c). Instructor: Stan Dill

Cost: \$45 (MD Senior Adults: \$34); includes morning refreshments

Course #: **REA-386-B2M**

Thu., Dec. 8, 9:00 AM - 2:30 PM

Washington Road Campus, Rm. K115

Course #: **REA-386-A4M**

Wed., Apr. 25, 9:00 AM - 2:30 PM

Washington Road Campus, Rm. K116

MREC Agency—Residential

This approved course of the Maryland Real Estate Commission for 3 clock hrs (category -h) provides the real estate licensee the opportunity to become familiar with recently revised MREC Agency and Consent for Dual Agency forms, develop their understanding of the concepts and distinctions of various types of agency, inform licensees of their agency responsibilities to fellow licensees and the public they serve, as well as enable licensees to incorporate the rationale and regulations of

agency in their real estate practice. Instructor: Stan Dill

Cost: \$30 (MD Senior Adults: \$30); includes light refreshments

Course #: **REA-385-A3M**

Thu., Jan. 26, 6:00 - 9:15 PM

Washington Road Campus, Rm. K122

Real Estate Ethics: Predatory Lending/ Flipping

Review and discuss real estate related ethical dilemmas, Maryland Code of Real Estate Ethics, MREC complaint process, predatory mortgage lending and illegal property flipping, real estate professionalism and ways to avoid disputes. Students will understand both their legal and moral obligation as a real estate licensee to the public they serve, be able to describe ethical dilemmas that could occur in working with the public and fellow licensees and the rationale for solving them, as well as develop a greater sense of professionalism. MREC approved for 3 clock hrs (category- d) Real Estate Ethics & Professional Standards. Instructor: Stan Dill

Cost: \$30 (MD Senior Adults: \$30); includes light refreshments

Course #: **REA-313-A3M**

Wed., Feb. 22, 6:00 - 9:15 PM

Washington Road Campus, Rm. K129

Real Estate Appraisal Continuing Education

Carroll Community College is partnering with The Maryland Association of Appraisers to offer continuing education courses held at the Washington Road Campus. For information contact Sandra Fournier at 410-386-8574.

Green Residential Valuation

Wed., Mar. 7, 8:00 AM - 4:00 PM

Statistics, Modeling, & Finance

Mon. & Tue., Mar. 19 - 20, 8:00 AM - 4:30 PM (2 sessions)

Understanding Market Trends and Their Impact On Value

Mon., May 14, 9:00 AM - 12:15 PM

What's It Worth: Understanding Residential Market Values

Mon., May 14, 1:00 - 4:15 PM

National USPAP

Mon., Jun. 4, 8:00 AM - 4:00 PM

Insurance

Good Ethics vs. Bad Ethics What Are Insurance Scores?

See Occupational Training/Insurance section for course details