

# April 2010 CE Class Offerings

Date & Time	Class Information	CE	Member Price	Non-Member Price
<b>April 3</b> <b>Saturday</b> 8am – 5pm	<u><b>NMREC Mandatory Course</b></u> New Mexico real estate license law requires all active and inactive Associate Brokers and Qualifying Brokers complete this course.  If you need to renew your license in the upcoming months or year (especially prior to the end of the first quarter in 2010), register for this mandatory course.	8	\$85	\$100
<b>April 5</b> 8am - 4pm	<u><b>At Home with Diversity</b></u> In today's housing market, where client profiles are changing rapidly, earning the confidence of a potential homebuyer is more complex than it used to be. This course teaches you how to transact business in culturally competent ways. This course earns credit toward CIPS, CRS, PMI, and GRI Designations. <b>Register at 1800-224-2282 Ext. 170</b>	6T	\$75	95
<b>April 6</b> 2pm - 4pm	<u><b>Tax Strategies for Real Estate Professionals</b></u>  <b>This seminar is guaranteed to identify between \$2,500 and \$27,500 in NEW deductions</b> that can be used right away to pocket thousands in tax savings. These deductions are based in tax LAW, but presented in simple English that all of us can easily understand.  <b>Topics Include</b> <ul style="list-style-type: none"> <li>• <b>Stimulus Package Deductions</b> – Learn about important <b>179 Vehicle deductions. PLUS!!!</b> NEW first year auto depreciation <b>deduction UPDATES!</b></li> <li>• <b>Increase your income</b> – How to use the tax side of your business to <b>INCREASE</b> your spendable income</li> <li>• <b>Travel-</b> Learn how to <b>Turn Vacations</b> into <b>Tax Deductible Educational Trips</b></li> <li>• <b>Entertainment Strategies</b> – 2 remarkable entertainment deductions available to Real Estate Professionals that may surprise you</li> <li>• <b>Double Entertainment Deductions</b> – How to safely transform 50% entertainment deductions into 100% deductions</li> <li>• <b>Audit-Proofing</b> - Documentation tips that will save you time, all the time</li> <li>• <b>Car Strategies</b> - Six methods that produce <b>Thousands</b> in deductions.</li> <li>• <b>Actual Expenses vs. IRS Method Mileage</b> – New \$25,000 - \$250,000 automobile deductions you don't want to lose.</li> <li>• <b>Home Office Deduction</b> –Why Real Estate Professionals may now safely qualify for this remarkable deduction. Learn transforms personal commuting to deductible miles</li> </ul>	0	\$15	\$30
<b>April 7</b> 9am – 1pm	<u><b>Qualifying Broker Refresher Course</b></u> All Qualifying Brokers must complete the Qualifying Broker (QB) Refresher Course within each 3 year license renewal cycle.  Although this training does not offer continuing education (CE) credit, the QB Refresher does give QBs an excellent opportunity to receive up-to-date information, and offers a forum for sharing information and ideas with fellow QBs.  Arrive early and give yourself time to ask staff questions about the Association and any upcoming programs. Need to touch base with your office or access a computer during your breaks? No problem – we have the fully-equipped Members' computer area.	0	\$65	\$80
<b>April 9</b> 8am- 5pm	<u><b>Understanding the New Mexico Property Tax System</b></u> Can you accurately answer your clients' questions regarding property taxes? Do you know how property values are determined by the County Assessor? Do you know what mill rates are? If you would like to thoroughly understand the New Mexico Property Tax System and how it impacts real estate, this is a must take class. Nearly all real estate transactions involve property taxes.	8	\$85	\$100
<b>April 21</b> 8am-5pm	<u><b>Water, Wells, and Septic - What Every Agent Should Know</b></u> Did you ever wonder how water behaves underground, and what the geology of different areas has to do with well yields? Were you ever confused about the reasoning behind the regulations concerning water wells and septic systems? Attend this class for a basic understanding of water, wells, and septic systems, and learn where to get help when you have questions.	8	\$85	\$100

**April 2010 CE Class Offerings  
Education Registration**

**To register fax this form to 842-0448**

Name \_\_\_\_\_ Phone \_\_\_\_\_ Email: \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Card Type \_\_\_\_\_ Card # \_\_\_\_\_ CID \_\_\_\_\_ Exp. Date \_\_\_\_/\_\_\_\_

_____ <u><i>NMREC Mandatory Course</i></u>	*\$85 / \$100	D. Boardman
_____ <u><i>Tax Strategies for Real Estate Professionals</i></u>	*\$15 / \$30	M. Shafford
_____ <u><i>Qualifying Broker Refresher Course</i></u>	*\$65 / \$80	M. Bassett
_____ <u><i>Understanding the New Mexico Property Tax System</i></u>	*\$85 / \$100	D. Boardman
_____ <u><i>Water, Wells, and Septic - What Every Agent Should Know</i></u>	\$85 / \$100	D. Cravens

**Total Amount Due \$\_\_\_\_\_ . 00**

Card Holder's Signature \_\_\_\_\_ Date: \_\_\_\_\_

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