

**GREEN DESIGNATION
2-DAY CORE COURSE
MAY 18-19, 2009**

REGISTRATION

Contact Information:

Name _____
Firm Name _____
Address _____
City _____ State _____ Zip _____
Phone (W) _____ (H) _____
*e-mail address _____
WRA member # _____

*A confirmation for this course will be sent by e-mail. You can also go to "myWRA" at www.wra.org/myeducation to verify course registration.

REGISTRATION FEES

	<u>thru 5/3</u>	<u>after 5/3</u>	<u>ATD</u>
WRA Members	\$285	\$295	\$315
Non-Members	\$305	\$315	\$335

Check In Time: 8:00
Class Time : 8:30 - 4:30

PAYMENT

- Enclosed is my check made payable to the WRA
 Charge my VISA/MasterCard (Circle one)
Card number _____ Exp. date _____
- Special Services: Check here if you require special services to attend. Attach a written description of needs.

LOCATION

Lake Lawn Resort Phone: (800) 338-5253
2400 East Geneva Street Room Rate: \$89
Delavan, WI 53115

Register by Mail: WISCONSIN REALTORS® ASSOCIATION

4801 Forest Run Road, Suite 201 | Madison, WI 53704-7337

Register by Phone: 800.279.1972 | 608.241.2047

Register by Fax: 608.241.5168 | **Online Registration:** www.wra.org/green

CANCELLATION POLICY: The WRA reserves the right to cancel this course if not filled. Cancellations must be made in writing prior to the start of course and will be refunded, minus a \$25 administrative fee. Registrations cannot be transferred from person to person.



May 18-19, 2009
Lake Lawn Resort - Delavan

Core Course for NAR's Green Designation Program
ABR Elective Course
Two Credits toward RSPS Certification

WISCONSIN **REALTORS** ASSOCIATION

GREEN Designation - 2 Day Core Course

Green Designation Core Course

The Green Designation Core Course provides real estate professionals with knowledge and awareness of green building principles applied in residences, commercial properties, developments, and communities so that they can help consumers in purchasing, retrofitting, and operating green properties. The course encourages the real estate professional to be an advocate for green principles in the design and use of homes and commercial buildings and a positive force for creating sustainable communities.

In order to earn NAR's Green Designation, you must successfully complete the Core Course and one of three elective courses. Elective courses are Green Residential Real Estate, Green Commercial Real Estate, and Green Property Management.

NAR's Green Designation is supported by the NAR Green Resource Council. Students who complete the Core Course receive a one-year membership in NAR's Green Resource Council.

Course Credit

- Counts as the core course to be applied towards NAR's Green Designation program.
- Counts as an elective course to be applied towards the ABR designation.
- Completion of the NAR's Green Designation program counts as two credits to be applied towards the RSPS Certification.



Learning Objectives

- Acquire the concepts and vocabulary of the green paradigm as applied in real estate and use this terminology correctly in interactions with customers and clients.
- Recognize, validate, and respond to concerns and priorities of the green-generation consumer—seller, buyer, tenant, builder, developer.
- Describe the interrelationships of sustainable communities, smart growth, natural habitat conservation, New Urbanism, and land planning with green homes and buildings.
- Identify how the green philosophy can be employed in housing of all types.
- Recognize the features that make a home or building green and resource efficient in construction or remodeling, use, and operation.
- Recognize and respond to obstacles—regulatory, zoning, building codes, costs, perceptions, lack of knowledge—that can impede green development and construction.

Instructor



Terry Watson

Terry is a broker for his family's real estate firm, where he has hired, trained, and supervised over 100 REALTOR® professionals. After selling for franchises while in high school, Terry reached the status of "top" salesperson before age 25.

He also is founder and president of Watson World, Inc.®, a thriving consulting firm for which he delivers keynote speeches, offers motivational seminars, and provides educational training. This business has allowed him to travel to and work in Brazil, Costa Rica, Mexico and throughout North America from Alabama to Alaska.

No matter what Terry does, he puts all of his energy into it and truly cares about the outcome. This is probably why he is the youngest person ever to be inducted into the Accredited Buyer Representative (ABR®) Hall of Fame. He received this honor from his peers for "excellence in representing buyers".

He also is one of only 156 people in the world to hold the Distinguished Real Estate Instructor (DREI) designation and so far is the youngest person ever to be named as such.

Terry is as devoted to self-improvement as he is to helping others learn, and his own educational efforts have resulted in him earning the CRS, CRB, CIPS, ABR, ABRM, LTG, GRI, SRES, CFS, DREI, At Home with Diversity - One America, and e-Pro designations.

Register Today! 800-279-1972

online registration: www.wra.org/green