

Real Estate Sales, Appraisal & Investing



Purchasing and Financing Residential Real Estate

This seminar will focus on how to finance and/or refinance residential 1-4 family homes. Individuals will learn about the various loan programs available for financing residential and "fixer-uppers." Credit scores and ratios and their effect on qualifying for loans will be discussed. Instruction will be given on how to make sense of the mortgage process from beginning to end. .6 CEU

Blackwood Campus

Cost: \$79

CE.REL 012-51 2/2 – 2/16
3 sessions M, 7-9 p.m.

CE.REL 012-52 3/2 – 3/16
3 sessions M, 7-9 p.m.

CE.REL 012-53 4/6 – 4/20
3 sessions M, 7-9 p.m.

Purchasing Foreclosures and Sheriff Sales

This specialized seminar will assist participants in learning the secrets of Sheriff Sales, Tax Sales, and Mortgage Foreclosures. Specific topics will include learning the "must" steps in sheriff sales, conditions of sheriff sales, and types of properties at sheriff sales. In addition, we will examine REOs (real estate owned properties), negotiating the acquisition of a REO property, and using creative strategies for profits in REOs. A review of pre-foreclosures and procedures will also be included. .6 CEU

Blackwood Campus

Cost: \$79

CE.REL 010-51 1/28 – 2/11
3 sessions W, 7-9 p.m.

CE.REL 010-52 2/25 – 3/11
3 sessions W, 7-9 p.m.

CE.REL 010-53 3/25 – 4/8
3 sessions W, 7-9 p.m.

REAL ESTATE APPRAISING

Offering continuing professional education (CPE) for licensed appraisers as well as courses for appraisal licensing

The Department of Continuing Education in association with the National Association of Independent Fee Appraisers (NAIFA) offers educational programs that comply with the state and federal requirements for real estate appraising licensure and certification.

Real Estate Appraising Open House and Information Session

Spend an hour with our program instructors who will be available to discuss the advantages of a career in appraising. Our instructors will be providing information on the pros and cons of the market, the educational requirements for licensure and certification, and the educational program that will help you get started in the field or move up the real estate career path.

Date: January 12, 2009
Location: Cherry Hill, Rohrer Center, Room 202
Time: 6:30 p.m.

1.2 Basic Appraisal Procedures

This course provides instruction on how to prove adjustments by market abstraction by calculating depreciation and by completing the URAR Single Family Report using classroom problems, case studies, and a working manual. Seminar content includes market abstraction, supporting dollar adjustments of depreciation, contributory value and appreciation, and appraisal principles and terminology. Students must pass the NAIFA exam given at the end of the course to receive a certificate of completion. 3.3 CEU
Instructor: John S. Marrazzo, SCGRE, IFAS, CTA, IFA



Cherry Hill, Rohrer Center, Room 202

Cost: \$389 (tuition \$310; texts & materials \$79)

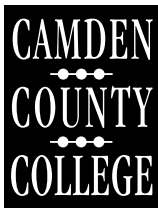
CE.REL 001-41 1/26 – 4/6
M, 6:30– 9:30 p.m.

CUSTOMIZED TRAINING

Did you know?

- Any course can be delivered at your place of employment or our three campus locations...when you need it.
- Many companies do not realize they are eligible for public grants to pay for employee training.

For information call 856-874-6016 or e-mail customizedtraining@camdenc.edu.



Camden County College and Weichert Real Estate School Present
Real Estate Salesperson Program

BLACKWOOD CAMPUS LOCATION:

Gabriel E. Danch CIM Center, Room #CIM 216-South,
 Peter Cheeseeman Rd., Blackwood, NJ 08012 • 856-374-4955

ROHRER/CHERRY HILL LOCATION:

William G. Rohrer Center, Room 202
 1889 Route 70 East, Cherry Hill, NJ 08003 • 856-874-6000

FIN-215 Real Estate Sales: This is a basic course in the principles of real estate and includes the study of property interests, contracts, financing titles, deeds and closing, appraising leases, federal laws, NJ statutes and NJ Real Estate Commission rules and regulations. This course is designed to prepare students to sit for the NJ Real Estate Salesperson Examination.

Price: \$349 (Includes Textbook)

Classes are offered in Blackwood and Cherry Hill. Please visit our Web site for class schedules.

Because this is a cooperative course, taught in conjunction with Weichert Real Estate School, policies vary from the College's standard policies governing classes:

- This course is not eligible for a tuition waiver (Unemployment, NJ National Guard, Senior Citizen discount, College employees, etc.)
- New Jersey Licensing: An applicant for a NJ real estate salesperson's license must be at least 18 years old and have a high school diploma or GED. A student must pass the 75 hour course, pass the state exam (\$60), and have a NJ broker sponsor their license. The NJ Real Estate Commission will conduct a criminal background check on all Agent candidates.
- Attending this real estate course will not obligate you to become employed with an affiliated Real Estate Broker, nor guarantee you an interview or job with an affiliated Real Estate Broker.
- Payment in full is required at the time of registration. Fee includes textbook, registration and class. Refunds will be issues only if the class is canceled or if the student opts to drop the class at least 5 days before the date that the class is scheduled to begin.

REGISTRATION CONTACT INFORMATION:

856-374-4955 (Blackwood) or 856-874-6007 (Cherry Hill)

**Important Note: For technical questions regarding New Jersey Real Estate Licensure please call the Weichert Real Estate School directly at 800-544-3000 or www.weichert.com*

Travel Agent Career Program

Camden County College is pleased to offer a certificate program in Travel Career Development.

Travel is, of course, one of the widely utilized and largest businesses in the world today. The travel industry includes a host of various businesses such as airline companies, rail services, international hotel chains, cruise lines, international theme parks, tour operators, and our neighborhood travel agency. As a result, the field of travel can be both exciting and rewarding. Careers in travel continue to be in demand as all forms of transportation are experiencing growth.

This 52 hour program will provide you with the newest information in the travel industry and will also prepare you to take the Travel Career Development Test offered by the ICTA (Institute of Certified Travel Agents).

A certificate of completion for the travel agent program will be issued to those individuals who successfully complete the program.

The Travel Career Development Program consists of the following seven courses:

- Introduction to Travel and Tourism
- Air Travel
- Travel Geography
- Hotels, Motels, and Resorts
- Land and Sea Travel
- Customer Service and Selling

(Please see right-hand column for course descriptions)

5.2 CEU

Total Program Cost: \$525

(includes ICTA textbook & workbook – tuition \$365; textbooks \$160)

CE.TRA 001-51

1/27 – 4/7

21 sessions

T, R, 6-8:30 p.m.

Travel

Sabre Travel Reservation System

In this course, you will learn the Sabre system, which is a computer-based training tool that helps those in the travel field or those interested in joining the travel field in expanding your skills to book air, car, hotel, tours, cruises, and more. The Sabre global distribution system is the most commonly used system in the travel field and will help agents become more productive consultants. Topics will include air reservations, changing reservations, fares, pricing, ticketing, and itinerary processing. The system will provide you with a

portal to the travel area. Sabre trained individuals can easily adapt to any other reservation system making the knowledge gained truly transferable and applicable to the future. Individuals successfully completing the training and testing will be eligible to receive certification from Sabre.

Cost: \$499 (tuition \$125; lab \$374)

Blackwood Location

CE.TRA 012-51

2/2 – 3/25

16 sessions

M, W, 6-8:30 p.m.

Investing & Insurance & Finance

INSURANCE

Auto Insurance Discount and Point Reduction Program

By taking this defensive driving course, you will be eligible for a three year discount with your auto insurance carrier. Contact your insurance company for more details. Upon successful completion of this defensive driving course, two points will be credited to your New Jersey driving record within thirty days of the course date. Topics include collision avoidance, head-ons, front and rear ends, intersections and improvement in driving skills. Please note this program cannot be taken more than once in five years for Point Reduction. Each candidate will receive a certificate of completion. A \$15 cash only processing fee is collected on the first night of class for insurance discount and/or point reduction. Approved 1/5/96 N.J.S.A. #17 '13 B-45.1 (P.L. 95, C 308)

Cost: \$80

Blackwood Location

CE.ENR 029-51

3/10 – 3/12

2 sessions

T, R, 7-10 p.m.

INVESTMENT INSTITUTE

In these unpredictable and often turbulent times that we now face, it is more important than ever to increase your personal knowledge of investing for you and your family. In this series of seminars, you will learn the essentials of investing by exploring the various options and techniques commonly utilized by today's financial consultants. These courses are instructed by a highly experienced financial executive, Mr. William Dorman, who will guide you through the investment spectrum.

Cost: \$120 for the four seminar series or \$35 per individual session

Budgeting and Fixed Income Investment

This seminar will introduce investments including bank certificates of deposit, tax-free vs. taxable bonds and other fixed income products. There will be a discussion of budgeting to determine monies available for investment and completion of a personal investment profile. A brief discussion of the stock market will be included. .25 CEU

CE.INV 001-51

1/27

1 session

T, 6:30-9 p.m.

Blackwood Campus

The Stock Market

This seminar will include discussion on purchasing stocks, understanding dividends, splits, PE ratios, and the difference between the various markets. A review of fundamental vs. technical analysis will be included. Handouts will provide current data used to make stock selections. .25 CEU

CE.INV 002-51

2/3

1 session

T, 6:30-9 p.m.

Blackwood Campus

Mutual Funds

This seminar will involve the discussion of purchasing mutual funds, the internal workings, asset allocation and no load vs. load. Also, closed end investments and unit investment trusts will be reviewed. .25 CEU

CE.INV 003-51

2/10

1 session

T, 6:30-9 p.m.

Blackwood Campus

Need More Information?

Call us at 856-874-6004

Investing & Insurance & Finance

Retirement Planning and Funding

This seminar will explore goals and strategies for those in the process of planning their retirement by focusing on discussions of handling rollovers and lump sum distributions, social security, long-term care insurance, estate planning, and strategies for planning a successful retirement. In addition, this seminar will focus on a review of funding retirement accounts including IRA's, Roth IRA's, SEP's, 401K's, 403B's, Roth IRA conversions, and the investments that are appropriate for funding retirement accounts. .25 CEU

CE.INV 005-51

2/17

1 session

T, 6:30-9 p.m.

Blackwood Campus

Identity Theft and Fraud

The crime of identity theft is a widespread and growing problem in the United States. Identity theft occurs when someone uses your personally identifying information, like your name, Social Security number, or credit card number, without your permission, to commit fraud or other crimes. The FTC estimates that as many as 9 million Americans have their identities stolen each year. This seminar will examine the many ways that the crime takes place, what you can do now to prevent it from happening to you, what to do in the event that you determine someone has stolen your identity, and how to repair the damage to your name and credit record should this strike you or your family.

Blackwood Campus

Cost: \$65

Blackwood Location

CE.INV 018-51

2/5 – 2/12

2 sessions

R, 6:30-9:30 p.m.

Commercial Truck Driving

The Camden County College Commercial Driving School is a partnership between Camden County College and Bradway Trucking Inc. Students will prepare to pass the NJ DMV required written and road test necessary to obtain the CDL-A license. In addition, students will receive the realistic experiences of a truck driver. Students will take short trips which involve picking up and delivering loads to customers, pulling loads with gross vehicle weights of up to 80,000 lb, and driving to such places as NYC/North Jersey metro to the rolling hills of Pennsylvania.

Prerequisites:

- A desire to embark on a challenging and rewarding career change.
- Minimum age of 21 years old
- Possess a valid automobile license with an acceptable license abstract
- Pass D.O.T. physical and drug test
- Must be able to read, write and comprehend English

Training:

Students will train at a seven acre trucking terminal, spending their final weeks on the road. The practice area is in an isolated, low traffic area to make for a comfortable learning environment, while students are negotiating basic maneuvers during the early weeks. School trucks are not limited to this area only, especially after the first weeks when we move to the road course. It is then that we set up the ³/₁₀-mile course that simulates actual traffic situations, including tight right and left turns with the normal truck and car traffic associated with a truck terminal. This road course allows each student to become familiar with the trucks they will be driving before they hit the highway. This involves shifting up and down through the gears, as well as maneuvering a 48 - 53 foot trailer around corners and between other vehicles. As students drive through the course, accompanied by an instructor who provides encouragement not only on driving techniques, but also defensive driving procedures. After students have become proficient with basic backing skills, they can then move to actual dock backing between trailers. Once again, the normal traffic associated with the truck terminal adds to the learning experience as students' practice doing what truckers do many times a day, putting their trailers into docks to deliver freight. 16 CEU's

Hours: 160

Course #: CE.CTD 001

Total Cost: \$4,275 (Tuition \$1725, Lab Fees \$2475, Texts, CDL Permit, CDL License: \$75)

Location: Bradway Trucking – Vineland, NJ

Not Eligible for Senior Citizen Discount

UNEMPLOYED?

This course qualifies for state training grants...do you?

CALL
(856)374-4955
FOR SCHEDULE

DAY ABBREVIATIONS

M=Monday, T=Tuesday, W=Wednesday, R=Thursday,
F=Friday, S=Saturday, U=Sunday