

10 Critical Rules, Reforms, and New Realities:

# Not Your Mother's Update Course

Plain and Clear without Pain and Fear . . .



[www.ChandraHall.com](http://www.ChandraHall.com)

# This isn't your mother's "Update Course"...

- Transition smoothly and successfully to a new economic/real estate market reality
- Get up to the minute information on legislative--and other--changes affecting the business of real estate.
- Increase your value to clients by being able to offer clear dialogue explaining what's changed and why.
- Get street smart guidance on how to implement these changes in day-to-day work

## get the run down, without getting run over

Take a guided tour of the 10 most critical rules, reforms and new ways of doing business you'll need to know in 2009.

Get to-the-point explanations in a practitioner's how-to language on the latest\* changes in:

- Financing
- Credit Scores
- Taxation
- RESPA
- Foreclosure, REOs, Short Sales
- Government Programs (Fannie, Freddie, FHA, HUD, VA)

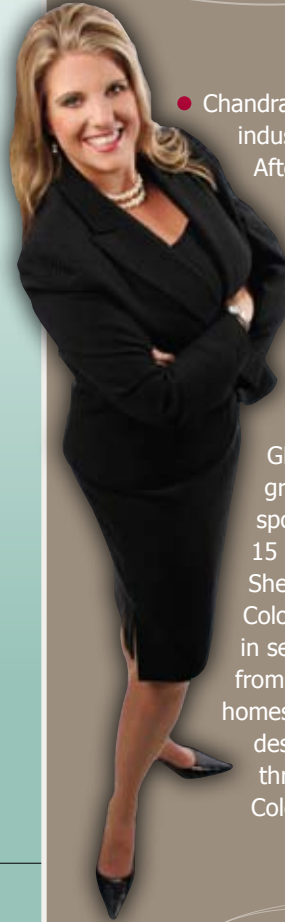
\* Course contents will stay fluid with developments

Chandra's plain and clear style takes the pain and fear out of complex topics such as regulation, finance, and taxation. Her concise explanations cover the critical changes in the industry with a sense of humor and a practitioner's insight into the "how" of application.

Ask About  
Calculated  
Industries'  
Sponsorships!

## ABOUT Chandra

DREI, MBA, ABR, CRS, GRI



- Chandra grew up around the real estate industry and became licensed in 1997. After completing a Master's Degree in Business Administration in 2000, she became a professional instructor and earned the prestigious DREI (Distinguished Real Estate Instructor) in 2008.

In addition to being a CRS instructor, Chandra also teaches GRI and ABR courses for real estate groups across the nation. She has spoken professionally in more than 15 states in the last two years alone. She is the managing broker/owner of Colorado Mesa Realty, LLC, is successful in several aspects of real estate — from residential resale to building new homes — and has been recognized as the designer and creative consultant on three award-winning Parade Homes in Colorado Springs.

"I was very *impressed* with Chandra Hall's teaching methods in our recent GRI Financing class. She is organized, easy to work with, and has added a new dimension to our current GRI program."

*Terry Murphy* e-PRO, GRI . Director of Education  
Missouri Association of REALTORS®

"Our students love how Chandra *simplifies* and injects her sense of humor on topics like taxation and capital gains."

*Steve Reese*, e-PRO, GRI, Director of Professional Development  
Oklahoma Association of REALTORS®

  
**Chandra Hall**  
SEM INARS

BOOKINGS:

**Lisa Betts**  
402.423.3430  
Lisa@BettsWorks.com