



Mark your calendar!

On Wednesday May 2, 2012 we are holding our Agent's Day and Trade Show for Members of the Greater Binghamton Association of REALTORS® at the Binghamton Riverwalk Hotel and Conference Center.

This year's theme is "**Vote for Homeownership**", which ties into Election Day and its impact on the Real Estate Market.

Our Trade Show offers you a great opportunity to network with other REALTORS®, get a better understanding of our Affiliate Members product offerings, and earn CE credit at the same time!

Speaker Melanie McLane will be offering her refreshing and practical course, "New Normal = New Skills", for which you will earn 3 CE Credits. Melanie is a practicing appraiser, broker and educator. With more than 34 years in the business, she has vast experience in all aspects of real estate. A graduate of Kenyon College, she has the following designations: ABR, CRB, CRS, ePRO, GREEN, GRI, RAA, RSPS, SRES and SRS.

Course Description: New Normal = New Skills: Whatever happened to the good old days of easy sales and easy listings? Have you had a buyer that looked great, except they got turned down for their loan? Does it ever seem like you priced a property right, and it still just sat there? In today's challenging market, licensees are faced with four major challenges: qualifying buyers in today's market; pricing property to sell in today's market; dealing with appraisal related issues, such as the "traveling appraiser" or the low appraisal; and finally, managing their time to their best advantage. The new normal requires new skills--come to this quick paced class and pick some up!

One-on-Ones are also offered! In addition to the ***New Normal=New Skills*** course, Melanie is offering to spend time meeting individually for one-on-one advice.

Tickets are \$30 and will be available by March 1. Early bird ticket buyers get an entry in the Grand Prize drawing.

**2012 GBAR Agent's Day and Trade Show
Schedule of Events**

9:00AM - 10:30AM	CE Class – First Half
10:30AM - 11:30AM	Exhibitor Networking
11:30AM - 12:30PM	Brunch
12:30PM - 2:00PM	Exhibitor Networking
2:00PM - 3:30PM	CE Class – Second Half
3:30PM – 5:00PM	Cocktail hour Exhibitor Prize Drawing Grand Prize Drawings