



North San Diego County Association of REALTORS®  
Presents

**“GREEN” Designation Course**  
**National Association of REALTORS®**  
**March 22 & 23, 2010**

Course Date:  
March 22 & 23, 2010

Registration Deadline:  
March 18, 2010

Time:  
8:30 am – 4:30 pm

Fee:  
\$220.00 (Special discounted price, save \$79)



Elective Date:  
March 24, 2010

Registration Deadline:  
March 18, 2010

Time:  
8:30 am – 4:30 pm

Fee:  
\$125.00 ((Special discounted price, save \$25)

Location:  
NSDCAR  
906 Sycamore  
Ave., Vista, CA 92081  
(760) 734-3971

Instructor:  
John Shipman. John Shipman is CEO of Energy Efficiency Management, Inc. a full service green and energy efficiency consulting and green energy efficiency solutions corporation. He is a REALTOR® and is a certified HERS rater for home energy audits and analysis, specializing in energy efficient mortgages (EEM's). In the area of green efficiency for existing homes, he is one of the most respected individuals in his field.

This designation is designed for real estate agents and property managers who want to focus on leading the community to a more sustainable future. According to data from NAR's 2008 Profile of Buyers' Home Features Preferences, home buyers who ranked energy efficiency as "very important", purchased homes that had a median home price \$12,400 higher than those who ranked it "somewhat" or "not important." California is a leading state in Green initiatives.... you don't want to miss out on this timely information! Gain:

- A comprehensive understanding of what it means to go green and the concerns of today's consumer seeking green knowledge.
- Valuable real estate education that broadens your ability to serve your clients, prospects and associates.
- Ongoing specialized training and resources that help you stay on top of the green real estate issues and trends.
- Access to customizable members-only marketing tools to help you build your business.

**Designation requirements:**

- 1) Successful completion of the two-day GREEN Designation course with an 80% passing grade on the 50 question multiple choice closed book exam.
- 2) Successful completion of one approved elective class. "Residential" is being presented March 24, 2010.
- 3) Submit the Application form upon successful completion of core and elective course.
- 4) Membership in good standing with the National Association of REALTORS®. Please bring your nine digit NRDS number to class with you!

-Course fee includes first year's membership in the Green Council. \$99.00 annual renewal fee.

**3<sup>rd</sup> Day: "Residential" Elective Course**  
**March 24, 2010**

NAR's Green Designation "Residential" elective course provides real estate professionals with knowledge and awareness of green building principles applied in residences so that they can guide buyer-clients in purchasing and retrofitting green homes as well as help sellers by listing and marketing green properties. Learn how to: Guide buyer-clients in purchasing and retrofitting green homes, Help sellers list and market their green properties, Be an advocate for greener homes in your community.

Your paid registration reserves your seat. To Register: Fax to (760) 734-3976 or mail to NSDCAR, 906 Sycamore Ave, Suite 104, Vista, CA 92081 or register online [www.nsdcar.com](http://www.nsdcar.com) under education; Call NSDCAR for more information (760) 734-3971

Name: \_\_\_\_\_ NSDCAR Member # \_\_\_\_\_

Company \_\_\_\_\_ Phone \_\_\_\_\_

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

Fee due \$ \_\_\_\_\_  Check payable to NSDCAR  Credit card (Visa, M/C, AMEX and Discover accepted)

# \_\_\_\_\_ Exp. \_\_\_\_\_

Signature: \_\_\_\_\_

Email \_\_\_\_\_

As a matter of policy, NSDCAR does not endorse or promote the products and services of presenters. Cancellation Policy: Refunds issued only if notification received 5 business days prior to class. NSDCAR reserves the right to cancel or reschedule any program. Code :1786 – Green Designation and Code: 1787 Residential Elective