

**All classes will be held at 1277 Kelly Johnson Blvd., Suite 101 CSC 80920. Seating is limited.  
Please RSVP to (719) 592-9933 or [titlevaultsprings@heritagetco.com](mailto:titlevaultsprings@heritagetco.com)**

**Thursday, July 16th 9 - Noon - Meth Labs and the Realtor Class, Instructor - Lynn Riemer of ACT on Drugs ( 3 Hours CE Credit )**

Realtors are personally at risk due to the very nature of their job as well as liability from the new disclosure law for the sale of residential property. This session also addresses the Colorado Statute for the Clean Up of Methamphetamine Laboratories as well as the Disclosure Law. This portion of the presentation is presented by the Environmental Lawyer that wrote the statute. The class gives participants knowledge of what to look for, the hazards associated with labs and what to do if you find yourself in one. This training is beneficial to anyone that enters homes as part of their daily job duties and will enable workers to take a common sense approach to any hazards they may encounter. \$15 , 3 hour CE Credit. Make checks payable to Act on Drugs. Light breakfast provided.

**Thursday, August 13th 9 - Noon - 1031 Exchanges Class, Instructor - Tracey Wilson of IPX Exchange ( 3 Hours CE Credit )**

Real Estate Professionals of all backgrounds will learn NEW things and the NEW rules for 1031 Tax Deferred, like kind exchanges with this exciting class. The class will cover the basics of exchanges, the history of the tax code and terms used, IRS deadlines, types of properties that can be exchanged, lead generation and more! Your facilitators will be, Tracy Wilson and Danita Vigil, of IPX 1031 Exchange. Earn 3 hours of continuing education credit. Light breakfast provided.

**Wednesday, August 19th 9 - 11am - Short Sale Class, Instructor - Deborah Hilker of 5a Financial Services ( 2 Hours CE Credit )**

This class will cover: Why Short Sale? Increase in Foreclosures NATIONWIDE. Options that can be worked out with the Lender. Work-out agreements with lender (loan modifications / deferment / forbearance). Short sale / Short Payoff to sell the property. What is a Short Sale? When can it happen? Benefits of Working with a Professional Negotiator, and How to Get Started. Earn 2 hours of Continuing Education credit. Light breakfast provided.

**Thursday, September 10th 9 - Noon -Advanced 1031 Class, Instructor - Tracey Wilson of IPX Exchange ( 3 Hours CE Credit )**

Surprise! There is more than just on tax.....! This Advanced Class will cover the following topics: How to Calculate the REAL Gain - and the Pain (of Taxes) on Your Real Estate Investment. What Happens to You If you DON'T Do a 1031 Exchange - Bumped Up Tax Bracket & AMT...! 6 Rules of Doing a 1031 Exchange. TIC Investments and REITs. Cost Segmentation Analysis - Get Accelerated Depreciation to Work for You in an Exchange! New Rules for Vacation Homes. 1031 Rescue! A New Strategy if the Exchange Fails - Still Taxed Deferred...Ownership Entity Issues, What to do with Partnerships, LLCs, Trusts, and Corporations.....Exit Strategies....or, How to Get Out of the 1031 Game -- Tax Free! Earn 3 hours of continuing education credit. Light breakfast provided.

**Wednesday, September 23rd 12 - 4pm - 4 Hour Mandatory Update Class, Instructor - Oliver Frasca of Frasca, Joiner, Goodman and Greenstein, P.C. ( 4 Hours CE Credit )**

2009 MANDATORY ANNUAL COMMISSION UPDATE COURSE (4 Hours) Oliver Frasca- Instructor. This course is required three times in each three year licensing renewal cycle by the Colorado Real Estate Commission. Real estate brokers must complete 12 hours of the annual commission update course during their three-year renewal cycle! Take the four hour 2009 CREC Annual Commission Update Course from Oliver Frasca, and know that you'll enjoy the time you spend in a mandatory class. Several of the contract forms are changed January 1, 2009 and then more on July 1, 2009 and are covered in this update. Come prepared to learn what's new and updated from the Colorado Real Estate Commission. The course focuses on new statute and commission rules, recent court decisions, and changing standards of practice. 4 Hour CE Credit. \$40 per student, check payable to The Real Estate School. Due day of class. Light snacks provided.

Shelly Farmer Sales Representative

Heritage Title Company

6805 Corporate Drive, Suite 120

Colorado Springs, CO 80920

phone 719.268.2452 / fax 719.592.0528 / email [sfarmer@heritagetco.com](mailto:sfarmer@heritagetco.com)

mobile 719.330.1624

toll free phone 888.208.9707 / toll free fax 866.828.9543

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

Please note that First American Heritage Title Company is now known as Heritage Title Company. Help us celebrate our new name by visiting our website and enter to win a \$50 Visa gift card! Contest ends June 30, 2009.