

“ NAR’S GREEN DESIGNATION GAVE ME THE TOOLS I needed to thrive in this growing area of real estate.”



The newly designed GREEN Designation Course is being offered at a new low price of **\$330** for members which means you save **\$90 off the original price of \$420!**

It's not just a way to live.  
**It's a way to thrive.**

Expand your business with the newly revised NAR Green Designation.

NAR's Green Designation is updated with the latest industry trends. The innovative three-day program will get you up to speed on the latest advancements in the green industry and homes with green features, showing you how to leverage sustainable practices for your clients and your business.

**Green your practice, and your bottom line.**

Sign up for the new program today!

## TAKE THE COURSE!

**Become a GREEN Expert by Completing NAR's 3-Day GREEN DESIGNATION COURSE**

November 28<sup>th</sup>, 29<sup>th</sup> & 30<sup>th</sup>  
From 9 am – 4 pm

At the REALTOR® Association of Pioneer Valley  
221 Industry Ave.  
Springfield, MA 01104

**Members:** \$330 for all 3 days (\$110 per day). If not taking all 3 days of classes, each day is \$140.

**Non-Members:** \$399 for all 3 days (\$133 per day). If not taking all 3 days of classes, each day is \$163.

(Additional \$50 for walk-ins)

***Must complete all 3 days and pass all 3 exams to earn your GREEN DESIGNATION.***



**EDUCATION PROVIDER**



**NATIONAL ASSOCIATION of REALTORS®**

*Official Designation*



### About the Instructor

**Jeffery Chute**, owner of J. D. Chute & Associates, Inc. was named Massachusetts Association of Realtors "Educator of the Year 2010". He has been in real estate for 25 years. In addition to running a busy real estate brokerage, & teaching CEU & designation courses, Jeff also has 8 years of prior formal teaching experience. His unique background in real estate and education and his desire to provide the utmost classroom experience will help agents become better, more professional and profitable REALTORS®.

### BENEFITS AS A MEMBER OF THE GREEN RESOURCE COUNCIL

- Access to monthly eNewsletter
- Customizable Marketing Tools
- Online Print Shop
- Monthly Webinars
- Online Networking
- Designation Kits
- Additional Credit Opportunities
- An award-winning Web site
- National Consumer and Builder marketing campaigns

## COURSE CURRICULUM

### Day 1: Green 100: Real Estate for a Sustainable Future

#### Course Learning Goals

- Lead students through an exploration of issues and trends in relation to real estate's role in finding the balance between people, planet, and prosperity.
- Instill the mindset essential to building a green-focused real estate business
- Enable students to provide objective information to clients and customers on nationally recognized certifications and ratings programs that evaluate homes, products, energy efficiency, and professionals.

### Day 2: Green 200: The Science of Green Building

#### Course Learning Goals

- Familiarize students with green principles and choices in home design and construction.
- Raise awareness of innovative materials, systems, and construction methods
- Learn about energy-efficient systems including onsite power generation
- Distinguish levels and cost-benefits of retrofitting, remodeling, or renovating existing homes

### Day 3: Green 300: Greening Your Real Estate Business

#### Course Learning Goals

- Plan and implement strategies and tactics for building a green real estate business
- Adapt your core real estate business skills to list and market green properties and represent green sellers and buyers

**Register on-line at <http://ims.rapv.com>** or fax completed form with your *MasterCard* or *Visa* number to: **413-731-7125** or mail this form with your check payable to: **RAPV, 221 Industry Ave, Springfield, MA 01104. No phone registrations accepted. NAR's GREEN Designation Class, Nov. 28<sup>th</sup>, 29<sup>th</sup>, & 30<sup>th</sup>**

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**Check Days you wish to attend: Nov. 28** \_\_\_\_\_, **Nov. 29** \_\_\_\_\_, **Nov. 30** \_\_\_\_\_

Name \_\_\_\_\_

*Circle one:* VISA MasterCard no debit cards

Office \_\_\_\_\_

Card # \_\_\_\_\_

Address \_\_\_\_\_

Exp. Date \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Home Address and Zip (*required if charging*)

License Number \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

Signature \_\_\_\_\_

**Cancellation** must be in writing. Mail to the address at the top of the flyer, or email [winter@rapv.com](mailto:winter@rapv.com). Cancel up to Nov. 21st with a \$10 administration fee. Students withdrawing less than 1 week prior to the course will be charged a \$25 administration fee. Students withdrawing less than 24 hours prior to the course will be charged a \$35 administration fee. No shows forfeit the tuition. No tuition transfer to other Class. **Discounted hotels rates** available for out of town guests. Direct questions to Winter Fontaine at 413-785-1328 or [winter@rapv.com](mailto:winter@rapv.com)