



Earn your RCA Commercial Certificate in 2007

The REALTOR Commercial Alliance of Greater Miami and the Beaches Announces the RCA Commercial Certificate Program for 2007!

The **REALTOR Commercial Alliance of Greater Miami and the Beaches** announces the new RAMB RCA Commercial Certificate program that will distinguish you as a commercial real estate professional that is committed to learning the latest topics and information in the industry.

Set yourself apart by making a commitment to earning your RCA Commercial Certificate in 2007! The *RCA Commercial Certificate* is based on attendance at meetings, seminars, events, and programs that the RCA will host throughout all of 2007.

RAMB RCA members earn points throughout the year while working toward achieving their Certificate. **Check out the accompanying list of upcoming events and programs the will start you on your way to earn the RCA Commercial Certificate!**

Candidates must earn 300 points in order to earning the RCA Commercial Certificate in 2007! (See details in the Frequently Asked Questions section.)

Make a point to jump-start your commercial career today!

Fill out the registration below and fax to 305-468-7060 and start attending RCA courses and programs!

Name _____

Firm _____

Address _____ City _____ Zip _____

Daytime Phone _____ Email _____

Register by faxing this form to 305-468-7070, or email to john@miamire.com.

FREQUENTLY ASKED QUESTIONS

- 1. Who is eligible to earn the RCA Commercial Certificate?** Real Estate professionals are encouraged to earn the RCA Commercial Certificate. There is not an application fee for RAMB RCA members. There is a fee for non-RCA members. Non-members registration fee is \$500, and the registration fee for Residential members of RAMB is \$100. If you are not an RCA member and would like to join, go to www.miamire.com and click on "Commercial", then "JOIN".
- 2. What if I have taken RCA courses in 2007 prior to becoming an RCA member? Will those courses count toward the designation?** Yes.
- 3. How many points must be accumulated in order to receive the certificate?** RCA members must accumulate 300 points between January 1, 2007 and November 30, 2007 by attending programs, events, courses, and seminars hosted or co-hosted by the REALTORS Commercial Alliance of Greater Miami and the Beaches. Course registration forms will indicate how many points will be given for participation in each event.
- 4. Are certain courses "required" in order to earn the Certificate?** Candidates must earn 300 points by November 30, 2007 in order to receive the Certificate. 200 or more points must be from the Core Courses, and at least 75 points must be from Electives.
- 5. If I've earned 300 points sooner than November 30th, will I be sent my certificate?**
Upon completion of the required 300 points, RCA members must first notify the RCA of completion, and indicate the courses, programs, events and seminars that were attended toward the accumulation of 300 points using the Worksheet. After review by the RCA, qualified participants will be mailed their RCA Commercial Certificate which is suitable for framing. We've created a worksheet for you to track your points (see the accompanying worksheet).
- 6. If I do not accumulate 300 points in 2007, will any of my points carry-over to 2008 Certificate?**
No. Points will not carry-over to the following year.
- 7. How do I register for the RCA Certificate Program so I can start earning points toward my RCA Commercial Certificate?**
Return the registration on page 1. Use the Worksheet to track your points for 2007 and submit the Worksheet when you've accumulated the required points.
- 8. If I accumulate the 300 points needed for the Certificate, what will I receive?**
RCA Commercial Certificate Recipients will receive a Certificate from the RCA suitable for framing that indicates that they have successfully completed the required work for receipt of the certificate for 2007. Recipients will also be recognized at a special RCA event and on the RCA web-site.
- 9. If I earn the certificate in 2007, should I pursue the 2008 Certificate?**
Absolutely! The RCA Certificate is a yearly Certificate indicating to clients, customers, and colleagues that you have made a commitment to your profession and accumulation of knowledge regarding the industry.
- 10. Is there a separate certificate for Brokers, REALTORS, or Designated REALTORS?** No.
- 11. Is this different from the Certificate offered from the Beginner, Intermediate, and Advanced Commercial course series which is sponsored by the RCA of Greater Miami and the Beaches?** Yes. The new RCA Commercial Certificate is a broad-based Certificate program that encompasses all of the programs, courses, events and seminars that the RCA holds through the year, including the Beginner, Intermediate, and Advanced commercial real estate courses taught by Tom Dixon. Participation in those courses will also count toward your RCA Commercial Certificate for 2007.
- 12. What are some of the opportunities to earn points toward the RCA Commercial Certificate?** See the RCA Commercial Certificate Worksheet and go to RCA web-site at <http://www.miamire.com> for an updated list of courses, seminars, events, and program that will earn you points toward your RCA Commercial Certificate.
- 13. Do I have to keep track of my points accumulated?** Yes. To make it easy for you, we have a worksheet with this flier. It is up to each participant to keep track and tally their points earned toward the Certificate.
- 14. How is attendance at programs and courses verified?** Participants will be asked to sign-in at RCA sponsored and co-sponsored programs and courses.
- 15. Will courses and programs be added throughout the year?** Yes! Watch your emails and check the web-site.
- 16. Is there a fee to earn the certificate?** There is not a fee for RCA members. For non-members the fee is \$500, and \$100 RAMB Residential members.
- 17. How do I get started? Fill out and return the registration on page 1.** Start attending RCA events in 2007! Track your progress by using the worksheet accompanying this flier. If you are not an RCA member, go to the Commercial site and click on "Join RCA" to join today! For more information, contact John Periard at 305-468-7060.

Name _____
 Company _____
 Daytime phone _____
 e-mail _____



CORE COURSES - 200 point minimum (more courses will be added)

Conferences		
January 17th - RCA Economic Outlook 2007 - Biltmore Hotel		50
February 2nd - RAMB Salute to Industry Leaders and Installation - Biltmore		25
June 18th -24th NAR RCA Commercial Source Online Seminar		40
June 12 th -14 th - RAMB Annual Congress - Biltmore Hotel		30
RCA Commercial Conference and Expo - Sheraton Mart		75

Expert Series		
Expert Series - HOSPITALITY		25
Expert Series - MULTI-FAMILY		25
Expert Series - OFFICE		25
Expert Series - INTERNATIONAL		25

Education		
Commercial RE Brokerage Cert. w/Tom Dixon (Fundamentals)		20
Commercial RE Brokerage Cert w/Tom Dixon (Intermediate)		20
Commercial RE Brokerage Cert w/Tom Dixon (Advanced)		20
Signature Series Speaker		50
Commercial and Industrial Redevelopment - Analyzing the Risks and Rewards		20
Assisting Investors in a Challenging Market w/ Hal Lewis, Esquire		20

CCIM		
January 24th - CCIM Outlook - Country Club of Coral Gables		20
January 11th-12th - CCIM Introductory Course - Airport Hilton		50
April 23 rd -27 th - CCIM CI 101 - Miami Airport Hilton		75
November 12 th -16 th - CCIM CI 102 - Miami Airport Hilton		75

TOTAL CORE COURSE POINTS _____

Networking Events - Electives		
RCA Networking - Winter - February 15th -- RCA/FIU Event		20
RCA Networking - Spring		20
RCA Networking - Summer		20
RCA Networking - Fall		20
PAR-TEE Time - RCA Golf Event		20

Technology Programs - Electives		
January 9th - IMAPP Training - RAMB		20
March 13 th - IMAPP Training - RAMB		20
August 14 th - IMAPP Training - RAMB		20
The Real Story		10

Commercial Marketplace - Electives		
February 1 st - Commercial Marketplace - RAMB		10
March 1 st - Commercial Marketplace - RAMB		10
April 5 th - Commercial Marketplace - RAMB		10
May 3 rd - Commercial Marketplace - RAMB		10
June 7 th - Commercial Marketplace - RAMB		10
August 2 nd - Commercial Marketplace - RAMB		10
October 4 th - Commercial Marketplace - RAMB		10
November 1 st - Commercial Marketplace - RAMB		10

New Member Orientation - Electives		
January 9th - Commercial New Member Orientation - RAMB		10
March 13 th - Commercial New Member Orientation - RAMB		10
August 14 th - Commercial New Member Orientation - RAMB		10

ELECTIVES - 75 point minimum (more courses will be added)

Hot Topics Series - Electives		
January 10th - RCA Hot Topics! - Office Condominium Essentials - The Bldg		25
RCA Hot Topics! - Commercial Tax Advantages and Issues - RAMB		25
RCA Hot Topics! - What's New at the Airport - MIA		25
RCA Hot Topics! - Property Tax Assessments		25
RCA Hot Topics! - Commercial Lending		25

Allied Events		
January 12th - IADC Industrial Market Report - Sheraton Mart		20

Conventions and Participation - Electives		
January 18th-20th - FAR Convention - Orlando		25
April 10 th -11 th - Great American REALTOR Days - Tallahassee		25
May 3 rd - RPAC Pre-Cinco-de-Mayo Benefit Auction - TBD		20
May 14 th -18 th - NAR Mid-Year Meetings in Washington, DC		25
November 12 th -16 th - NAR Convention - Las Vegas		25
Service on an RCA Work Group, or a RCA, FAR, or NAR Committee or Board		20

Elective Courses and Seminars		
January 19th - Investment and Development Analysis Seminars - RAMB		20/each
January 23rd - Ethics Training - RAMB (sold out)		20
February 16th - Achieving Wealth in a Changing Market - Airport Hilton		30
March 6th-7th Income Property Analysis		30
Quadrennial Ethics Training 2.5 Hours (ongoing)		20
1031 Exchanges		20
Tenants in Common		20

TOTAL ELECTIVE POINTS _____

TOTAL POINTS (300 Minimum) _____

Applicant hereby certifies and swears that all information provided is true and factual. Should RCA find through confirmation or any other means that any statements made by the applicant are not factual, such statements will jeopardize Applicant's ability to be awarded the RCA Commercial Certificate. The undersigned Applicant declares that the following is true.

Signature _____