



Serving Real Estate Professionals  
Throughout Chicagoland

[chicagorealtor.com](http://chicagorealtor.com)

**Dates & Locations:**

January 17<sup>th</sup> - North Office  
2625 W. Peterson  
February 14<sup>th</sup> - South Office  
7600 S. Pulaski  
March 20<sup>th</sup>, Northwest Office  
6600 W. Irving Park Rd.

**Time:**

10:00 a.m. to 12:30 p.m.  
*Includes Free Continental  
Breakfast!*

**Investment:**

FREE to CAR members, but  
space is limited

**Questions?:**

Aydee Kozak  
f: 312/214-2173  
[akozak@chicagorealtor.com](mailto:akozak@chicagorealtor.com)

YOU MUST RSVP TO  
ATTEND!



# NEW CONSTRUCTION & CONVERSIONS...

## *Eliminate Liability & Increase Your Sales!*

Did you know that all condominium and townhome developments must adhere to the Illinois Condominium Property Act? Are you aware that there are specific developer obligations per condo law that, if not done, could increase your liability and negatively impact your client's property value—and your commission upon resale?

Shirley Feldmann of Association Advocates Inc., consultants specializing in developer turnovers, will lead a panel consisting of: Charles T. VanderVennet, attorney concentrating in condo law; Angela Falzone, Property Management Veteran; and, Karyl Dicker Foray, CIRMS, CRIS, Insurance Agent with Rosenthal Bros., specializing in Association insurance. All will offer a unique perspective on how to avoid Pre and Post Developer Turnover issues that negatively affect the developer, REALTOR and homeowners alike.

**By understanding the developer's obligations, you will learn how to:**

- 1) Decrease your legal liability;
- 2) Recognize problem developments and better investments;
- 3) Understand Association vs. Homeowner insurance differences;
- 4) Increase positive PR for your developer client and your credibility;
- 5) Educate your buyer client to protect and increase the future value of their property; and,
- 6) Offer added value before and after the sale.

**Whether representing the developer or a buyer, this seminar is a must to help you protect yourself and best represent your client.**

AFFILIATE SHOWCASE  
MEMBER PROFITABILITY PROGRAM  
NEW CONSTRUCTION & CONVERSIONS...

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

Phone Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

Event Date (check one):

\_\_\_\_ Jan 17<sup>th</sup> North    \_\_\_\_ Feb 14<sup>th</sup> South    \_\_\_\_ Mar 20<sup>th</sup> Northwest

- RSVP no later than 3 days before the event.
- Fax or email this form to 312-803-49151 (fax)
- You will receive a confirmation within 48 hours!