



## Get the Credentials You Need to Serve the Fastest Growing Market Today!

Did you know that first-time homebuyers accounted for nearly half of all home sales in 2009? Thanks to the tax-credit extension and a slow economic recovery, buyers at the lower end of the market are expected to be the fastest growing market segment through 2012.

Get the education and credentials you need to serve this growing pool of homebuyers through the North Carolina Workforce Housing Specialist (WHS) Certification program. It's a great low-cost education program that will pay you back in new business!

### Workforce Housing Specialist Certification

In order to be WHS certified, participants must complete 16 hours of education within one-year including these core courses:

- FHA Fundamentals (4 hour CE)
- NC Housing Finance Agency's "Financing Dreams" (4 hour CE)
- Local Housing Programs and Resources (hours vary)

A variety of elective courses will be offered to attain the remaining hours needed to earn the certification.

Graduates must recertify annually by re-taking one of the core courses and participating in a local housing event.

The WHS program is currently being offered by the REALTOR® associations in Asheville, Raleigh and Wilmington.

### WHS Certification Benefits

- Graduates will receive a certificate and will be listed as a Workforce Housing Specialist on the Homes4NC Web site.
- The availability of Workforce Housing Specialists will be a central theme of our public awareness campaign.
- Graduates will be placed on a list made available to housing organizations and at community outreach events.
- Graduates can advertise their WHS credentials in their marketing.

Visit [www.homes4nc.org](http://www.homes4nc.org) for more information





## Qualifying Elective Courses

A variety of courses can be taken to earn the elective hours needed for the WHS certification. They include:

- NAR's Employer Assisted Housing Program (formerly Home From Work)
- NAR's Expanding Housing Opportunities
- NAR's Green Course
- Freddie Mac's Credit Smart
- REBAC's Short Sales and Foreclosures Course
- CRS 111: Short Sales and Foreclosures: Protecting Your Clients' Interests

## You May Already Have Credit

If you've taken a core course or any of the above electives within six months of starting this program, you may be able to count the credit hours towards your WHS Certification. Simply complete the Previous Credit Certification available on Homes4NC's Web site to request acceptance of your credit hours.

Visit [www.Homes4NC.org](http://www.Homes4NC.org)  
for more information



## Upcoming Classes to be held in Wilmington

### April 1 – WRAR Office – 1-5PM Local Housing Agency Programs

#### WHA-HOP-AMEZ & BHO

(Core Class) No CE elective credit

Cost: \$10 - To Register\* **(FULL)**

### April 7 – Hampton Inn, 17th St – 1-5PM Financing Dreams

Sponsored by NCHFA

[Click Here for More Course Info](#)

(Core Class) 4 Hrs CE elective credit

Instructor: **Katrica Driscoll**

Cost: \$45 - [To Register](#)\*

### April 28 – WRAR Office – 8:30AM-12:30PM Employer-Assisted Housing

[Click Here for More Course Info](#)

(WHS Elective Class) NO CE elective credit

Instructor: Patrice Willetts

Cost: \$25 - [To Register](#)\*

### May 12 – WRAR Office – 1-5PM Fundamentals of FHA Financing #3005

Sponsored by Pete Gibson

(Core Class) 4 Hrs CE elective credit

Instructor: Pete Gibson/Alexis Ford

Cost: \$45 - [To Register](#)\*

### June 3 – WRAR Office – 12:30PM-4:30PM FHA Streamline 203k

Sponsored by

U.S. Department of Housing & Urban Development

[Click Here for More Course Info](#)

(WHS Elective Class) No CE elective credit

Instructor: Amanda Ward

Cost: \$25 - [To Register](#)\*

\*For more information or to register using the links above, please visit

<http://www.wrar.com/workforcehousing> OR  
contact Lois Campbell at 910-202-1584