

FAIR HOUSING IS GOOD BUSINESS!!

Thank you for your interest in “Fair Housing is Good Business!!” This is a 3 hour/3 unit course approved by the Department of Real Estate. The course sponsor is Housing Rights, Inc. (www.housingrights.org). HRI is a fair housing agency. We were founded in 1979 and incorporated in 1987. In addition to working to end housing discrimination, we work to resolve tenant/landlord conflict and conduct extensive outreach and education activities. We have developed this workshop from our work with housing providers. We have conducted fair housing trainings for many years. Using what we have learned from conducting these trainings and our work with tenants and other housing consumers, we believe that Fair Housing IS Good Business. When a housing provider focuses upon ‘sound business practices’, he/she avoids the pitfalls that making assumptions will lead to. Sound business practices dictates that a housing provider base housing related decisions upon the following:

- ❖ A housing consumers ability to pay (this includes an analysis of the ‘households’ annual income and record of making payments)
- ❖ A housing consumers record of being a ‘good tenant’ and a ‘good neighbor’ (this applies primarily to rental situations)
- ❖ Meets specified criteria for government programs (this applies to subsidized housing, loan programs targeted to certain households, etc.)

Our workshop provides basic information in Fair Housing and related laws as well as provided the attendees the opportunity to explore their own understanding and assumptions of these laws.

Workshop Information:

1. Course Objectives:
 - a) Give attendees the information they need to make good decisions when in the field.
 - b) Provide attendees the opportunity to check out assumptions
2. Course Goal: For attendees to connect the practice of ‘fair housing’ to ‘sound business practices’. Thus, Fair Housing is Good Business.
3. Cost for the interactive workshop is \$50 per person (group rates are available). This includes handouts and refreshments. There is a CD of relevant laws, court cases and other pertinent information available for \$25. The CD may be purchased with registration or at the workshop. Sales are final. Defective CD’s will be replaced.
4. Workshop Attendees must attend all three hours (50 minute segments with 10 minute breaks) in order to receive credit. A final exam will be given after the course has ended. You will have 30 minutes to complete the exam.
5. Workshop Attendees must correctly answer 15(60%) of a 25 item final exam in order to receive credit. Attendees who do not answer 60% of the answers correctly will have to repeat the course. Repeat attendees will be charged the full fee.
6. Refunds are available ONLY up until 7 days before the course date. Refunds should be requested in writing (fax number: 510-548-5805). Individuals unable to attend may attend another workshop at a future date.
7. Please call 510-548-8776 for our schedule of workshops or to arrange a workshop for your worksite.

Please note: There is a Course and Instructor Evaluation form available on the Department of Real Estate’s website (www.dre.ca.gov). You may complete the form online or download and mail in at your discretion.

DRE Disclaimer Statement: this course is approved for continuing education credit by the California Department of Real Estate. However, this approval does not constitute an endorsement of the views or opinions which are expressed by the course sponsor, instructor, authors or lecturers.