



## Workforce Housing Specialist

A designation of the Charlotte Regional Realtor® Association  
Housing Opportunity Foundation

# PROGRAM BENEFITS

The WHCP is a program that identifies Realtors® who have committed time, obtained experience and received education in the workforce-housing market. Once a Realtor® completes the WHCP, he or she receives the local designation of *Workforce Housing Specialist* (WHS), along with the following benefits:

- Certificate of completion and WHS lapel pin
- Name and contact information given to partnering housing nonprofits who in turn share with their clients
- Name and contact information listed on [www.CarolinaHome.com](http://www.CarolinaHome.com) and [www.CarolinaHomePrograms.com](http://www.CarolinaHomePrograms.com) (the foundation's financial-assistance tool) as a *Workforce Housing Specialist* (WHS)
- Recognition at foundation events
- Opportunity to use the WHS logo on business cards and other promotional materials
- Certification as a North Carolina WHS through the Homes4NC certificate program (more information is available at [www.homes4nc.org](http://www.homes4nc.org))

## RECERTIFICATION

For graduates to remain current on affordable workforce-housing resources and issues, each graduate must attend or complete a minimum of two of the following each year:

- **Refresher workshop** (*Refresher workshops will be offered periodically throughout the year and information about these will be sent via the monthly e-newsletter.*)
- **Current approved elective courses** (identified throughout the year). Current 2015 approved electives at this time include:

**Keys to Selling HUD Homes** Register through the Mingle School for courses on the following dates:

- Thursday, Feb. 19 at 9 a.m.
- Tuesday, April 21 at 9 a.m.

**Fair Housing online CE course** through Mingle – held throughout the year (*Register [here](#) and send an email to [bryan.leitch@carolinahome.com](mailto:bryan.leitch@carolinahome.com) after you have completed the class*)

- **Workforce-housing transaction:** Completing a sales transaction as a buyer's agent for an affordable-housing client as defined by HUD (80 percent of area-median income). Transactions must be completed using at least one of the following: FHA, HouseCharlotte, HUD-approved counseling agency, a down payment assistance program, NCHFA, USDA-Rural Development and/or VA. Appropriate documentation must be sent to [crfaoundation@carolinahome.com](mailto:crfaoundation@carolinahome.com).

***If you graduate in 2015 you must be recertified twice by Dec. 31, 2016, and every year thereafter.***

**For more information, call 704.940.3138 or e-mail [bryan.leitch@carolinahome.com](mailto:bryan.leitch@carolinahome.com).**