

GREATER SOUTH BEND-MISHAWAKA ASSOCIATION OF REALTORS® SCHOOL FOR CONTINUING EDUCATION



2010 BROKER & SALESPERSON SCHEDULE

APPROVED PROVIDER: The Greater South Bend-Mishawaka Association of REALTORS®, Inc. is an approved provider of Continuing Education courses by the Indiana Real Estate Commission.

REQUIREMENTS: Courses must be taken in the two years immediately prior to the license renewal date. The law requires that salespersons and broker licensees complete six mandatory, and ten elective hours during their respective two year cycle. Each course will be a minimum two hour instruction period. Each licensee is responsible to keep records/certificates for the classes they have attended.

SALESPERSONS will be required to complete 16 hours between the timeframe starting June 30, 2008 and ending June 30, 2010. **BROKERS** will be required to complete 16 hours between the timeframe starting June 30, 2009 and ending June 30, 2011. Licensees will be able to meet all requirements for license renewal through the Continuing Education curriculum offered by the Greater South Bend-Mishawaka Association of REALTORS® School for Continuing Education.

REGISTRATION: To register for Continuing Education courses, complete the registration form in this brochure. Attach a check payable to Greater South Bend-Mishawaka Association of REALTORS® for the amount of the fee per course. Sign in will take place 30 minutes prior to each scheduled course. Licensees will be required to sign in, present real estate license pocket card and one other form of identification for each course. **The law mandates that no credit will be granted unless the licensee attends the entire course.** The provider is required to maintain these records.

FEE: The fee includes the course and materials. **Lunch is on your own and not included in the fee.** Registration fees are non-refundable.

INDIANA LICENSE LAW REQUIRES YOU TO TAKE THREE (3) - TWO HOUR MANDATORY COURSES FROM THE LIST BELOW FOR A TOTAL OF 6 HOURS. YOU MAY THEN SELECT ADDITIONAL MANDATORY COURSES AND COUNT THEM TOWARD YOUR 10 HOUR ELECTIVE REQUIREMENTS IF YOU WISH TO DO SO.

MANDATORY (M) COURSES

ANTITRUST LAW (2 credits): Visibility of the real estate industry under the antitrust laws, general antitrust principles and penalties for violation of law, specific case studies, minimizing risk.

AGENCY LAW (2 credits): Explore various agency concepts, types of company agency policies, violations and penalties for breaching agency duties and discuss in depth agency risk reduction techniques.

LISTING & PURCHASE CONTRACTS (2 credits): Explore and identify general common law concepts and various legal issues in the areas of property law, contract law, listing contracts and purchase agreements and other transactional documents.

SETTLEMENT PROCEDURES (2 credits): Review and discussion of the roles of the parties to the settlement of real estate transaction. Calculation of the various entries appearing on a settlement statement. Overview of RESPA, state and local laws and common practice as they affect the settlement process.

ELECTIVE (E) COURSES

LAWSUITS 2010 (2 credits): The NAR issues the newest biannual report on the legal issues facing practicing real estate professionals at the NAR Convention in November. This class features data from that two-year study. It highlights the issues causing Realtors to be entangled in lawsuits across the country. Further, it stresses the things that can be done to prevent the agents from placing themselves "in harm's way." This popular class has been totally revamped for 2010.

THE EVER CHANGING DEMOGRAPHICS OF OUR CLIENTS (2 credits): This course, updated for 2010, includes data from the NAR SRES course, a recent NAR study of "Boomer" Demographics and an excellent comprehensive study by Metropolitan Life Insurance on the buying habits of generations covering over 70% of the home buying and selling public.

THE HOUSING CRISIS 2010 (2 credits): How we got to this point in the economy, what is being done by the Federal government to assist the industry, and where Indiana stands in the mix. This very popular class is updated weekly, based on economic reports issued and placed into the course content. It includes a significant portion of data produced specifically for Indiana.

UNDERSTANDING REO, FORECLOSURES AND SHORT SALES (2 credits): This course, developed from the newest NAR Fannie Mae and Freddie Mac sources, provides an overview of the process, progress and problems of working with properties in these various stages of transitional ownership.

2010 CONTINUING EDUCATION REGISTRATION FORM

**COURSE LOCATION: Association of REALTORS® Conference Room
1357 Northside Blvd., South Bend, Indiana**

Name _____ Phone _____

Address _____
Street
City
Zip

Real Estate License # (Mandatory) _____

You may register for one or more classes

		<u>Instructor</u>	<u>Member</u>	<u>Non-Member</u>	<u>Total</u>
<u>April 28, 2010</u>					
8:00 - 10:00	Settlement Procedures (2M)	Karen Hart	\$20.00	\$25.00	\$ _____
10:00 - 12:00	Listing & Purchase Contracts (2M)	Jodi Tuttle	\$20.00	\$25.00	\$ _____
1:00 - 3:00	Antitrust Law (2M)	Jodi Tuttle	\$20.00	\$25.00	\$ _____
3:00 - 5:00	Agency Law (2M)	Jodi Tuttle	\$20.00	\$25.00	\$ _____
<u>April 29, 2010</u>					
8:00 - 10:00	Lawsuits 2010(2E)	Steve Martin	\$20.00	\$25.00	\$ _____
10:00 - 12:00	The Ever Changing Demographics Of Our Clients (2E)	Steve Martin	\$20.00	\$25.00	\$ _____
1:00 - 3:00	The Housing Crisis 2010 (2E)	Steve Martin	\$20.00	\$25.00	\$ _____
3:00 - 5:00	Understanding REO, Foreclosures, And Short Sales (2E)	Steve Martin	\$20.00	\$25.00	\$ _____

Total \$ _____

(M) Mandatory

(E) Elective

Check Enclosed Visa MasterCard

(Our Association Members can register/pay online at: www.sbmaor.com)

Credit Card No. _____ Exp. Date: _____

Signature: _____ Date: _____

Make check payable and send registration form to:
GREATER SOUTH BEND-MISHAWAKA ASSOCIATION OF REALTORS®, INC.
 1357 Northside Blvd., South Bend, Indiana 46615
 Phone: 574-289-6378 Fax: 574-287-0570

(PLEASE MAKE A COPY FOR YOUR RECORDS)