



The Duluth Area Association of REALTORS® presents...

# 2012 Real Estate Blitz

**Date:** Wednesday, March 7, 2012 – Thursday, March 8, 2012.  
**Location:** DAAR Office, 4031 Grand Avenue, Duluth, MN 55807\*  
**Cost:** DAAR Members: ½ Day - \$40.00, Full Day - \$70.00, Both Days: \$120  
 Nonmembers: ½ Day - \$50.00, Full Day - \$80.00, Both Days: \$130



\*Alternate side parking is in effect year round.

<p><b>Wednesday, March 7, 2012</b>  <b>Avoid Pitfalls by Learning the Answers to the “Hottest” Questions on the MNAR Legal Hotline</b>          Time: 8:30am-12:15pm          Instructor: Brad Boyd          Credits: 3.75 hours of real estate continuing education approved.</p> <p><b>2011-2012 Real Estate Module – Residential Leasing</b>          Time: 1:15pm - 5:00 pm          Instructor: Brad Boyd          Credits: 3.75 hours of real estate continuing education approved. <b>Includes required 2011-2012 Real Estate Module.</b></p>	<p><b>Thursday, March 8, 2012</b>  <b>The Triple Crown Real Estate</b>          Time: 8:30am-12:15pm          Instructor: Chris Prescott          Credits: 3.75 hours of real estate continuing education approved. <b>Includes 1 hour each of Fair Housing and Agency.</b></p> <p><b>E-Marketing 101</b>          Time: 1:15 pm- 5:00 pm          Instructors: Rob Mehta          Credits: 3.75 hours of real estate continuing education approved.</p>
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## Registration Form - PLEASE PRINT LEGIBLY!!

**Name:** \_\_\_\_\_ **Company:** \_\_\_\_\_

**Address:** \_\_\_\_\_ **Phone:** \_\_\_\_\_

**Email Address (for confirmation of registration):** \_\_\_\_\_

**License number:** \_\_\_\_\_ **If you need special accommodations please check here:** \_\_\_\_\_

**Register me for:** \_\_\_\_\_

Please check one:

### Credit Card Information:

**Card Type:** \_\_\_\_\_ **Card #:** \_\_\_\_\_ **Exp Date:** \_\_\_\_\_

**Billing Address:** \_\_\_\_\_

**Name on Card:** \_\_\_\_\_

Signature: \_\_\_\_\_

**MAIL TO:** Duluth Area Assn of REALTORS®  
 4031 Grand Avenue  
 Duluth, MN 55807

**FAX TO CHARGES TO:** (866) 392-7950

**NO REGISTRATIONS WILL BE ACCEPTED WITHOUT PAYMENT OR BY PHONE.**  
**CANCELLATIONS MUST BE MADE NO LATER THAN 3 BUSINESS DAYS PRIOR TO CLASS FOR FULL REFUND.**

Questions? Call (218) 728-5676 or (877) 550-5994

**Wednesday, March 7, 2012**

**Avoid Pitfalls by Learning the Answers to the “Hottest” Questions on the MNAR Legal Hotline**

Time: 8:30am-12:15pm

Instructor: Brad Boyd

Credits: 3.75 hours of real estate continuing education approved.

This course will identify and discuss the most common questions/issues raised by callers on the Minnesota Associations of REALTORS® Legal Hotline. The instructor will draw on his insight from receiving 200-300 Hotline calls per month to offer ideas on how to avoid common mistakes and pitfalls. You will hear actual scenarios about common legal claims made against real estate agents, areas of continuing confusion in agency, advertising dos and don'ts, the potential pitfalls with the increasing use of contract for deeds, and common intra-company issues, along with tips on minimizing liability and practical guidance in handling problems in these areas of your practice. This course is equally suited for novice and veteran agents and brokers.

**2011-2012 Real Estate Module – Residential Leasing**

Time: 1:15pm - 5:00 pm

Instructor: Brad Boyd

Credits: 3.75 hours of real estate continuing education approved.

The course is designed to introduce the real estate licensee to leasing residential properties. It will explore the content of the lease listing agreement, addenda and disclosures and identify issues and expertise needed when working with the homeowner. The tenant agreement and rental application process will be covered. The course will also cover credit checks and fair housing issues when working with renters and landlords. Sample lease agreement content will be discussed along with how agents can assist and manage the move in process. Risk management measures will be addressed along with how the licensee can assist when landlords and tenants have problems. **Includes required 2011-2012 Real Estate Module.**

**Thursday, March 8, 2012**

**The Triple Crown Real Estate**

Time: 8:30am-12:15pm

Instructor: Chris Prescott

Credits: 3.75 hours of real estate continuing education approved.

This course is designed to give real estate agents a review of the principals and structures of the REALTOR® Code of Ethics and how it relates to their duties to clients and customers, the public, and other REALTORS®. It will also review the basics of buyer and seller agency law in Minnesota including fiduciary duties and the 5 contractual relationship options. Lastly, it will review the federal and state fair housing laws and show real estate agents how best to prevent discrimination in the field. **This course meets the 1 hour agency and 1 hour fair housing requirement.**

**E-Marketing 101**

Time: 1:15pm - 5:00 pm

Instructors: Rob Mehta

Credits: 3.75 hours of real estate continuing education approved.

Social media is changing the way the world is communicating. Real estate agents need to adjust their methods of communications to effectively serve consumers looking to buy and sell real estate. The instructor will help agents identify new social media tools to better market to consumers who will benefit from a higher level of knowledge, service and advice from their agent.