

Continuing Education

Monday, April 28, 2008 –

- ☆ Issues Relating to New Listings and Agency Agreements – 8:30 a.m. to 12:00 p.m.
(3.5 hours approved MN Real Estate CE)
- ☆ Issues Relating to the Offer to Purchase – 1:00 a.m. to 4:30 p.m.
(3.5 hours approved MN Real Estate CE)

Tuesday, April 29, 2008 –

- ☆ New Developments in the Profession – 8:30 a.m. to 12:00 p.m.
(3.5 hours approved MN Real Estate CE)
- ☆ Issues Relating to Real Estate Professional Ethics and Fair Housing – 1:00 p.m. to 4:30 p.m.
** NOTE: This course meets the quadrennial ethics requirement. (3.5 hours approved MN Real Estate CE)

Instructor: Dave Sayas
Location: SAAR/DAAR Office, 4031 Grand Avenue, Duluth
Cost: **SAAR Members** \$10 per module
Nonmembers (includes MLS only & DAAR members) \$20 per module

Each class is limited to the first 85 Registrants!!

Registration Form

PLEASE PRINT LEGIBLY!!

Please register me for:

- | | |
|---|--|
| <input type="radio"/> April 28 – New Listings & Agency Agreements | <input type="radio"/> April 29 – New Developments |
| <input type="radio"/> April 28 – Offer to Purchase | <input type="radio"/> April 29 – Ethics & Fair Housing |
| <input type="radio"/> April 28 – FULL DAY | <input type="radio"/> April 29 – FULL DAY |

Name: _____ **Company:** _____

Address: _____ **Phone:** _____

Please check one:

- Payment is enclosed
- Charge my (circle card type and complete information below):

VISA	MASTERCARD
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Card #: _____ **Amount: \$** _____ **Exp Date:** _____

CC Billing Info: _____
Address City State Zip

Name on Card

Signature

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

FAX CHARGES TO: (866) 392-7950

**NO REGISTRATIONS WILL BE ACCEPTED WITHOUT PAYMENT OR BY PHONE.
 CANCELLATIONS MUST BE MADE 3 BUSINESS DAYS IN ADVANCE FOR FULL REFUND.**

Questions? Call (715) 392-7002 or (877)-550-5994

IF YOU WISH TO RECEIVE E-MAIL CONFIRMATION OF YOUR RESERVATION, PLEASE PRINT YOUR EMAIL ADDRESS CLEARLY: _____

IF YOU DO NOT REQUEST AN E-MAIL CONFIRMATION, YOU WILL NOT RECEIVE A CONFIRMATION AT ALL.

Wisconsin Continuing Education Course Information

These four classes combine to fulfill the CE requirement for the period of 2007-2008.

Issues Relating to New Listings and Agency Agreements

Compares and contracts the Exclusive Right to Sell Listing Contract to the Exclusive Agency Listing Contract. This course includes various discussions including but not limited to, common boundary line disputes, pre- and post-closing occupancy issues, fixtures, warranty of title, advertising regulations, listing extensions, cooperation with other brokers, the legal rights of the seller and listing broker to modify or terminate the listing contract, and signatures by an agent for an entity or for a party.

Issues Relating to the Offer to Purchase

An in-depth look at the numerous issues that directly affect an offer to purchase including: acceptance, financing issues, unlicensed practice issues, contingencies and addenda provisions typically included in a real estate transaction.

New Developments in the Profession

This course discusses the most current and up-to-date law changes and issues directly affecting real estate practice including: a comprehensive review of the revised agency law and condominium law revisions, zoning law developments, environmental issues, bats, termites, and seller disclosure of pest problems, and insect and pest control resources.

Issues Relating to Real Estate Professional Ethics and Fair Housing

Assists REALTOR® members to achieve the National Association of REALTORS® quadrennial ethics requirement as well as three hours of the state-mandated continuing education hours. Course provides a dialogue on how license law and industry standards establish a higher standard of ethics as opposed to general business ethics. Also covers the Department of Regulation and Licensing Complaint process, an overview of the case handling process and alternatives to filing a complaint.

Exam and New Licensee Information

There will be a closed-book exam after each course. To pass the course, you must receive a 70% score on the exam. If you do not pass, you must retake the course. Your certificate of completion will be mailed within two weeks after the class.

The Wisconsin Department of Regulation and Licensing requires that 12 hours of continuing education be completed by salespersons or brokers in order to renew their licenses. Courses must be completed by December 31, 2008. New licensees are not required to satisfy the continuing education requirement during this first biennial licensure period. A "new" licensee is anyone who received an original broker's or salesperson's license during 2007-2008 and who was not licensed to practice as either a broker or salesperson on the first day of the biennium.