

GRI Institute 3: Business Planning, Technology & Ethics

Prosource
October 19 & 20, 2005 9:00 am - 5:00 pm
October 19 - Centennial Mortgage, Sponsor
October 20 - Brainerd Savings & Loan, Sponsor

This is Institute 4 of four Institute programs required to obtain your GRI designation. This course will help you create your own niche and operate a more successful, service-orientated real estate business. Class includes: assess technologies now available; how to develop a comprehensive personal business plan, tele communication technology and much more.

Septic Systems Info

Tom Esperson
November 16, 2005 9:00 am - 12:00 pm
RELS Title, Sponsor

Tom is a licensed septic inspector and designer who will give you the information you need when discussing septic issues with buyers and sellers. What to look for on-site as a "heads up" on a piece of property? Why worry about this stuff? Get your questions answered at this class.

Mold & Inspection from Top to Bottom

Larry Lee
November 16, 2005 12:30 pm - 4:30 pm
RELS Title, Sponsor

What's the big deal with mold? How do you address your client's homes that have mold? What kind of mold is it? How do you fix it? This class has video presentations to help you recognize the problems.

Planning & Zoning Issues Panel

County Planning & Zoning Directors
November 17, 2005 8:30 am - 12:30 pm
Bremer Bank, Sponsor

Area Planning & Zoning Officials have been invited to address real estate issues. Counties attending are: Aitkin, Cass, Crow Wing, Morrison, Mille Lacs. You will be able to compare the county rules and regulations: setbacks for lakes, septic, wells, property line setbacks, remodeling, what needs a permit and many other issues.

2005 REALTOR® State & Federal Legislative Update

Glenn Dorfman
November 17, 2005 1:00 pm - 5:00 pm
Bremer Bank, Sponsor

Glenn Dorfman will give the updates to issues relating to real estate that occurred in the last legislative session. This is always an A+ class.

Commercial Finance for Residential Agents

Brice Martinson
January 12, 2006 10:00 am - 12:00 pm
Becky Butcher, Optimum Mortgage, Sponsor

Agents will understand the basics of income property evaluation and be able to discuss the subject with clients and lenders. Find out the difference between Conventional and Special Purpose real estate, the key definitions, understanding the deal and then presenting the deal.

Meth Labs in Minnesota: Your New Disclosure Requirement

Stefan Salmonson, Prosource
January 12, 2006 12:30 pm - 4:15 pm
Becky Butcher, Optimum Mortgage, Sponsor

Your exposure to safety and health hazards has never been greater. Stefan will show you what to look for and how to protect yourself and your clients. Another A+ class!

Appraisals for Real Estate

Denny Montague
January 25, 2006 1:00 pm - 5:00 pm
Midwest Bank, Sponsor

Denny is back to take the guess work out of doing a market analysis. He'll show you how to calculate adjustments and what to look for in comparables. Find out how to adjust home replacement costs, garage rates, physical depreciation, age, amenities and more.

The Power of REALTORS® to Protect MN's Lakes & Streams

Carolyn Dindorf & Connie Fortin
February 8, 2006 9:00 am - 12:00 pm
Countrywide Home Loans, Sponsor

This is a presentation on lake ecosystems and the importance of shoreline vegetation (Save Our Shorelines), a presentation on the economics of lake quality, an overview of the Restore Your Shore CD-rom and other resources and some examples of natural shoreline landscaping. (Lakescaping). This is a very popular class.

Getting a Look at the DNR Issues

Tim Bastrup
February 8, 2006 12:30 pm - 4:30 pm
Countrywide Home Loans, Sponsor

The Department of Natural Resources has many rules that real estate agents need to know. Tim will give you an overview of the rules and regulations, then define water chemistry and its role, spawning and habitat, parasites to name a few. A lot of great information to pass on to buyers.

USPAP

Susan Barkalow
February 15, 2006 8:30 am - 5:00 pm

This class is the required Appraiser course. Susan will cover the USPAP structure and give an overview of the recent changes. Find out the USPAP myths, misconceptions, common errors and deficiencies.

GRI Institute 4:

Prosource
February 22 & 23, 2006 9:00 am - 5:00 pm
February 22 - Gold Key, Sponsor
February 23 - MidMn Fed Cr Union, Deb Kohan, Sponsor

This is Institute 4 of four Institute programs required to obtain your GRI designation. Learn how to professionally prepare and present a CMA. Discover techniques to increase your % of listings sold, new ways to cost-effectively reach the marketplace of business and areas of improvement.

2005 Update to Residential Purchase Agreements & Associated Forms

Jo Christensen
March 15, 2006 9:00 pm - 3:30 pm
Action Title, Sponsor

With each new legislative session, the MAR forms change to accommodate those changes and keep REALTORS®, their clients and customers informed. Jo is presenting 6 hours for you to get an in-depth look at the forms so you will have a better understanding on how to fill them out and what the forms mean.

UP NORTH EDUCATION
March 22 & 23 classes will be held at
the Riverhouse in Hackensack.

2005 Update to Residential Purchase Agreements & Associated Forms

Jo Christensen
March 22, 2006 8:00 am - 12:00 pm
Action Title, Sponsor

This class is a shorter version of the class on March 15. Keep yourself informed of the changes to the MAR forms and learn how to fill out the forms. Protect yourself and your clients.

The Code of Ethics - Issues & Opportunities

Keith Holm
March 22, 2006 12:30 pm - 4:30 pm
Action Title, Sponsor

More than ever all REALTORS® need to know the REALTORS® NAR Code of Ethics – keep yourself out of trouble with your fellow REALTORS® and the public. "Do unto others as you would have them do unto you."

Developing the Art of Negotiating

Jim Diebert
March 23, 2006 9:00 am - 12:00 pm
Action Title, Sponsor

Like skilled surgeons they slice away your income; sellers, buyers, and sometimes even agents. There are fundamental concepts in negotiating that can help you become more competent when dealing with people.

Minimum Service Brokers vs State Legislatures & Licensing Authorities/ Fair & Equal Treatment

Jim Diebert
March 23, 2006 12:30 pm - 4:30 pm
Action Title, Sponsor

No matter what type of agency you practice or what your office policy is, this course will fully define the right way to protect yourself from claims of malfeasance.

Article 10 of the REALTORS® Code of Ethics states you will not discriminate or foster discrimination in your daily real estate practice. Examine some mistakes other agents have made from published court cases. This fulfills your commerce department requirement for agency and fair housing.

Client Negotiating Strategies

Adorna Carroll
March 29, 2006 8:30 am - 5:00 pm
First American Title, Sponsor

Utilize techniques, tactics and strategies that place you light-years ahead of your competition. Skills that help you take Fair and Ethical Advantage for the benefit of your client. This intense course is designed to shift your current perceptions, hone your new-found techniques and develop successful skills that will benefit your clients.

Agency/Fair Housing/Demographics

Chris Galler, MAR
April 13, 2006 9:00 am - 12:00 pm
Erna Folta, Wells Fargo Home Mortgage, Sponsor

Get your required agency and fair housing classes plus an hour of demographics in this info-filled class.

Ethics/Risk Management

Linda Modlinski
April 13, 2006 12:30 pm - 4:00 pm
Erna Folta, Wells Fargo Home Mortgage, Sponsor

This class will offer you insights into the real world of real estate, what's going on that is just not right and how to conduct yourself and your business in a professional manner. This fulfills your Code of Ethics Requirement.

Legal Issues Relating to Real Estate

Don Smith
April 19, 2006 9:00 am - 3:30 pm
Cygnature Title & Abstract, Sponsor

Don Smith, MAR Legal Hotline Attorney, is one of our favorite speakers. Don will cover the changing agency relationship in RE brokerage, current agency issues, RESPA & Affiliated business arrangements, plus bring your questions for a day full of information.

On the Same Page: Communication between Appraisers, REALTORS®, & Lenders

Susanne Barkalow
May 11, 2006 8:30 am - 12:30 pm
Eugene Kennedy, Kennedy Appraisals, Sponsor

The real estate transaction moves through many different hands and this class will show how the three professions interact, their similarities and differences in terminology, the need for documentation and verification.

You've Got Your License, Now What?

Jo Christensen
May 24, 2006 9:00 am - 12:00 pm
Deerwood Bank, Sponsor

Now that you have your license, how do you practice real estate in the "REAL" world? This class will present basic independent contractor issues, income tax issues, plat book uses, where to locate information regarding real estate, value of prospecting and basic introduction to general real estate practice.

Staging a House for Sale

Christie Jelinski
May 24, 2006 12:30 pm - 1:30 pm
Deerwood Bank, Sponsor

Convincing a seller to "re-do" their home so it will be ready for sale may be difficult to relate. Learn how re-staging is a "win-win" situation for everyone – get the house ready first, then you don't have to lower the price or extend the expiration date. More homes are sold quicker and easier after their make-over.

All Continuing Education classes will be held at the Association Office, excluding the March 22 and March 23 classes. Thank You to the sponsors, who provide refreshments and lunch.

New Member Orientation, Ethics, Forms, MLS

October 14, 2005 I Like It Like That, Sponsor
January 26, 2006 Tradition Mortgage, Sponsor
April 27, 2006 I Like It Like That, Sponsor
July 26, 2006 I Like It Like That, Sponsor
October 27, 2006 I Like It Like That, Sponsor

New Member Orientation

6 hrs continuing education credit **9:00 - 4:30**

Code of Ethics only

3 hrs continuing education credit **9:00 - 12:30**

Forms only

1.5 hrs continuing education credit **1:00 - 2:30**

MLS only

1.5 hrs continuing education credit **2:45 - 4:15**

The New Member Orientation is a requirement for all new members who have joined our Association, but ALL members may take the class and get continuing education credits for it. This class will fulfill the NAR's requirement that all members take a Code of Ethics class. You will learn about the Code of Ethics using the code and case studies. Also included are classes on the MAR Forms and the rules of the MLS. Each section of the day has its' own course number, so current members may take any portion of the class.
Real Estate approval only.

Voyager and Paragon Classes

All computer classes are held at the Association Office in Baxter.

Appraiser & Real Estate approved.

Beginner Voyager 9:00 - 12:00

October 12, 2005, February 9, 2006, July 13, 2006

Advanced Voyager 9:00 - 12:00

November 9, 2005, April 6, 2006, August 10, 2006

Beginner Paragon 9:00 - 12:00

December 7, 2005, May 10, 2006, September 20, 2006

Advanced Paragon 9:00 - 12:00

January 5, 2006, June 21, 2006, October 11, 2006

2005-2006 Continuing Education Schedule

10-12-05	Beginner Voyager	3 **
10-19-05	GRI Institute 3	7.5
10-20-05	GRI Institute 3	7.5
10-14-04	New Member Orientation	6
10-14-05	Ethics, Forms, MLS	3,1.5,1.5
10-14-05	Forms	1.5
10-14-05	MLS	1.5
11-09-05	Advanced Voyager	3 **
11-16-05	Septic Systems Info	3 **
11-16-05	Mold & Inspections	4 **
11-17-05	Planning & Zoning Issues Panel	4 **
11-17-05	2005 State & Federal Leg Update	4
12-07-05	Beginning Paragon	3 **
01-05-06	Advanced Paragon	3 **
01-12-06	Commercial Finance for Res Agents	2
01-12-06	Meth Labs in MN	3.75
01-25-06	Appraisals for Real Estate	4**
01-26-06	New Member Orientation	6
01-26-05	Ethics, Forms, MLS	3,1.5,1.5
02-08-06	Power to Protect MN's Lakes	3 **
02-08-06	Getting a Look at the DNR Issues	4 **
02-09-06	Beginning Voyager	3 **
02-15-06	USPAP	8 **
02-22-06	GRI Institute 4	7.5
02-23-06	GRI Institute 4	7.5
03-15-06	2005 Update to Residential PA	6
03-22-06	2005 Update to Residential PA	4
03-22-06	Code of Ethics, Issues & Opportunities	4
03-23-06	Developing the Art of Negotiating	3
03-23-06	Agency & Fair Housing	4
03-29-06	Client Negotiating Strategies	8
04-06-06	Advanced Voyager	3**
04-13-06	Agency/Fair Housing/Demographics	3
04-13-06	Ethics/Risk Management	3.5
04-19-06	Legal Issues Relating to RE	6
04-27-06	New Member Orientation	6
04-27-06	Ethics, Forms, MLS	3,1.5,1.5
05-10-06	Beginner Paragon	3 **
05-11-06	On the Same Page: Communication	4**
05-24-06	You've Got Your License, Now What?	3
05-24-06	Staging a House for Sale	1
06-21-06	Advanced Paragon	3 **
07-13-06	Beginning Voyager	3 **
07-26-06	New Member Orientation	6
07-26-06	Ethics, Forms, MLS	3,1.5,1.5
08-10-06	Advanced Voyager	3 **
09-20-06	Beginning Paragon	3 **
10-11-06	Advanced Paragon	3 **
10-27-06	New Member Orientation	6
10-27-06	Ethics, Forms, MLS	6

** Appraiser Approved



The Greater Lakes
Association of REALTORS®

2005 - 2006

REALTORS®
and
APPRAISERS

**Continuing
Education
Schedule**