

MAR Forms Update

Jo Christensen
October 17, 2007 1:00 pm - 2:30 pm
First Federal Savings Bank, Sponsor

New updates and changes to the Minnesota Association of REALTORS® Real Estate forms have been made. Find out which changes are State Statute and which are recommendations by the MAR Forms Committee.

How to Negotiate & Win in a Down Market

Mike Brennan, ProSource
October 18, 2007 8:30 am - 12:15 pm
Brainerd Dispatch, Sponsor

Down markets require the agent to be a tough negotiator at every step-from getting the client to closing the deal. Sharpen your negotiating skills and become the hero. Packed with techniques you can use right away, you'll gain the skills to compete and win.

The Future of Minnesota Real Estate

Mike Brennan, ProSource
October 18, 2007 12:45 pm - 4:30 pm
Brainerd Dispatch, Sponsor

So has the bubble burst, or is there more to come? Learn the state of the state of real estate in Minnesota. Are we appreciating? Are we depreciating? When will it stop? When will the markets be normal again?

Ethical Issues & Resolutions

Linda Modlinski, MNAR
October 19, 2007 9:00 am - 12:00 pm
Lakes Printing, Sponsor

Learn what your ethical and fiduciary duties are to help avoid enforcement actions and reduce liabilities. This class fulfills the NAR requirement for the Code of Ethics.

Site Challenges & Building Science

Nor-Son Construction
October 19, 2007 12:30 pm - 2:30 pm
Lakes Printing, Sponsor

Discover the importance of getting a site plan and a survey done whether it is an existing home or planning for a new one. See examples of challenges that can be addressed as a result of the site plan and survey. Learn about building science, how it relates to building performance and its importance to REALTORS®.

Land Use & Water Quality **

University of Minnesota Extension Service
January 31, 2008 9:00 am - 12:00 pm
Wells Fargo Home Mortgage, Sponsor

This program provides an overview of the relationship between development and natural resources. Learn the value of protecting water quality, practical land and water conservation options, protecting lake and stream health, septic system basics, regulations and ordinances that affect development.

Septic Systems Revealed **

University of Minnesota Extension Service
January 31, 2008 12:30 pm - 4:30 pm
Wells Fargo Home Mortgage, Sponsor

This is a four-hour journey into the world of septic systems! This workshop will help you understand the basics of onsite sewage treatment and prepare you to handle many questions from home buyers and sellers.

ABR: Accredited Buyers Representative

Dwayne Carte, Minneapolis Association of REALTORS®
February 20 & 21, 2008 9:00 am - 5:00 pm
Wells Fargo Home Mortgage (20th), Rels Title (21st), Sponsors

NOT INCLUDED IN GLAR EDUCATION CARD

REQUIRED: 2 day course, transaction volume (5 buyers) and an elective.

**GLAR TRADE SHOW AT
BREEZY POINT CONVENTION CENTER
FOLLOWING EDUCATION MARCH 5, 2008**

MN Agency Law & Fair Housing Law 2008

Chris Galler, MNAR
March 5, 2008 10:00 am - 12:00 pm

This two hour session will have you reviewing agency law and how it has shaped the relationships between consumers and licensees, fair housing laws and the obligations of all licensees. This class fulfills the DOC Agency and Fair Housing requirements. *APPROVAL PENDING.*

CLASS LOCATION: Breezy Point Convention Center

Identity Theft: You, Your Business and Your Client

Paul Asted and Ray Quinn, Asted Consulting
March 5, 2008 10:00 am - 1:00 pm

Identity theft is no laughing matter and there are new victims each day. Learn ways in which identity theft has an impact on the real estate transaction. Gain useful knowledge of the FACTA Act including what you are required to do as a business person when it comes to protecting the identity of your customers. You will hear case studies of real identity theft victims.

CLASS LOCATION: Breezy Point Convention Center

1031 Exchanges of Real Estate II and Build-to-Suit Exchanges

Steve Katkov, 1st American Exchange Company, LLC
March 20, 2008 8:30 am - 12:30 pm
Deerwood Bank, Sponsor

Advanced 1031 Exchanges: We will examine the topic of the "holding period", the merger of a 1031 investment property with the taxpayer's principal residence, the problem of the vacation home, the problem of exchanges between related persons, an inquiry into what constitutes "like-kind" property and the concept of a reverse exchange.

Build-to-Suit Exchanges: This course is designed to examine the issues surrounding a 1031 exchange in which the taxpayer seeks to construct improvements to their new property, using tax-deferred dollars from the sale of their old property.

Legal Issues in a Challenging Market Environment

Don Smith and Brad Boyd, Esqs, Thomsen Nybeck
March 20, 2008 1:00 pm - 5:00 pm
Deerwood Bank, Sponsor

What are the legal issues facing real estate agents arising in the current challenging real estate market? This class will cover common areas which affect a real estate brokers' business practices and legal liability.

CRS 204: Wealth Building Course

March 26 & 27, 2008 8:30 am - 5:00 pm
Gold Key Home Insp. (26th), First Federal Savings Bank (27th)

Bring your calculator!

NOT INCLUDED IN GLAR EDUCATION CARD

How to Create Fantastic Marketing

Rochelle Jacobs, ProSource
April 16, 2008 8:30 am - 12:15 pm
Bremer Bank, Sponsor

Discover the most effective ways to use print media marketing, create fantastic graphic presentation pieces, and power ad copy that you can use to market your client's properties and establish your identity in the business.

Safe at Home

Stefan Salmonson, ProSource
April 16, 2008 12:45 pm - 4:30 pm
Bremer Bank, Sponsor

Are you concerned about crime and the well being of your clients? The current MN Crime Survey offers some chilling facts about the effects of crime on real estate buyers, sellers, property managers and tenants. This course will teach you how to deal with crime and other risk factors. A NO MISS class!!

RESPA & Regulations X & Z

Shannon Sandquist, ProSource
April 17, 2008 8:30 am - 12:15 pm
Brainerd Dispatch, Sponsor

Learn the rules that govern the closing process. An agent refers a client to a title company and receives a fee. A lender collects \$200 for an appraisal, when the fee was \$175. A mortgage company fails to disclose their affiliation with the title company. Standard practices?

Ready, Set, Show

Beth Patnode, ProSource
April 17, 2008 12:45 pm - 4:30 pm
Brainerd Dispatch, Sponsor

We all know when we see it: a property that looks so good it will sell itself. The question is, can we take an average or below average property and cost-effectively turn it into a showplace that will sell itself? We think you can!

Mold - Myth or Menace **

Rob Leslie, ProSource
April 23, 2008 8:30 am - 4:30 pm
Deerwood Bank, Sponsor

Litigation, misunderstanding and media coverage make mold a hot topic for home inspectors. Every home inspector needs to know how to separate the hype from the reality. This course focuses on mold, how to find it and what to do about it.

This Ain't Your Momma's Code of Ethics

Walter Stanford
May 7, 2008 9:00 am - 12:00 pm
Wells Fargo Home Mortgage, Sponsor

With those little lies, non-returned phone calls, or exaggerations here and there, you'll fight an uphill battle your whole career. We'll spend some time taking the ethical foundation that your "Momma" taught you but put a fun spin to it! *APPROVAL PENDING.*

Being a Good Agent Means Happier Clients

Walter Stanford
May 7, 2008 12:30 pm - 3:30 pm
Wells Fargo Home Mortgage, Sponsor

The more you know about your clients, the better you can meet their needs. We will teach the attendees how to better counsel their buyers and sellers. *APPROVAL PENDING.*

UP NORTH EDUCATION
May 21 and 22 classes held at
The Bear Pause in Hackensack

Agency and Fair Housing

Jo Christensen
May 21, 2008 9:00 am - 12:00 pm
Westwood Professional Services, Sponsor

Agency and Fair Housing? Had enough already? This class fulfills the DOC Agency and Fair Housing requirements. *APPROVAL PENDING.*

Land Surveys and Development Process **

Westwood Professional Services
May 21, 2008 12:30 pm - 4:30 pm
Westwood Professional Services, Sponsor

Do you have a good grasp of the laws protecting potential archaeological findings on properties? This seminar will give you the information you need to be successful in assessing cultural resource potential and meeting environmental requirements. *APPROVAL PENDING.*

Your E & O Policy - How Not to be Sued

Judy Scully
May 22, 2008 8:30 am - 5:00 pm
Mid Minnesota Federal Credit Union, Sponsor

Learn why real estate agents are being sued, how to prevent claims and the role your policy plays in defending you and paying claims. Examples of claims and their outcomes will be used.

Agency, Ethics and the Law

Don Smith, Linda Modlinski, Chris Galler
June 11, 2008 8:30 am - 12:15 pm
Wells Fargo Home Mortgage, Sponsor

Today's real estate transactions present unusual circumstances and agents need to know how to handle issues to avoid problems as well as reduce their exposure to risk. This class fulfills the DOC Agency requirement and the NAR Ethics requirement. *APPROVAL PENDING.*

New Member Orientation, Ethics, Forms, MLS

Oct. 23 & 24, Jan 24 & 25, Apr 30 & May 1, July 24 & 25
I Like It Like That, Sponsor

New Member – 2 Days

10 hrs continuing education credit. Must take both days consecutively to receive credit.

Code of Ethics only

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

MLS only

3 hrs continuing education credit 1:00 - 4:00

Forms only

4 hrs continuing education credit 1:00 - 5:00

The NAR Code of Ethics is the basis of conduct for members. The MNAR forms protect buyers, sellers and agents. The MLS is the tool that allows agents to help buyers and sellers expedite their search in the transaction of selling or buying a home. This class fulfills the NAR requirement for the Code of Ethics.

Paragon Classes (The MLS Connection) **

MINIMUM OF 10 SIGNED UP, OR CLASS MAY BE CANCELLED

Beginner 3 hours

Nov 7, Dec 5, 2007, Jan 9, Feb 6, Mar 12, Apr 9, May 14, June 5, July 16, Aug 6, Sept 10, 2008

Buyers and Sellers want to purchase and sell homes as quickly as they can. Your job is to help make that happen by learning how to use the MLS system.

Advanced 3 hours

Oct 17, Nov 21, Dec 19, 2007, Jan 17, Feb 13, Mar 19, Apr 9, May 28, June 18, July 16, Aug 13, Sept 10, 2008

Need to create a CMA for your buyers, sellers, lenders? Come to this class to learn how. Buyers, sellers and lenders will appreciate your ability to expedite the process.

All Education classes will be held at the Association Office, excluding the March 5, May 21 & May 22 sessions. Double check locations & times of classes - late for class, no credit.

Some classes were still waiting approval at time of this print, check on-line registration for approval status!

2007-2008 Continuing Education Schedule

10-17-07	MLS Connection - Advanced	3 **
10-17	MAR Forms Update	1.5
10-18	How to Negotiate & Win	3.75
10-18	Future of Minnesota Real Estate	3.75
10-19	Ethical Issues & Resolutions	3
10-19	Site Challenges & Building Science	2
10-23, 24	New Member Orientation-Ethics, MLS, Forms	10,3,3,4
11-7	MLS Connection - Beginner	3 **
11-21	MLS Connection - Advanced	3 **
12-5	MLS Connection - Beginner	3 **
12-19	MLS Connection - Advanced	3 **
01-09-08	MLS Connection - Beginner	3 **
01-17	MLS Connection - Advanced	3 **
01-24, 25	New Member Orientation-Ethics, MLS, Forms	10,3,3,4
01-31	Land Use & Water Quality	3 **
01-31	Septic Systems Revealed	4 **
02-06	MLS Connection - Beginner	3 **
02-13	MLS Connection - Advanced	3 **
02-20, 21	Accredited Buyers Representative (ABR)	15
03-05	MN Agency Law & Fair Housing 2008	2
03-05	Identity Theft-You, Your Business & Client	3
03-12	MLS Connection - Beginner	3 **
03-19	MLS Connection - Advanced	3 **
03-20	1031 Exchanges of RE II & Build-to-Suit Exch.	4
03-20	Legal Issues in Challenging Market	4
03-26, 27	CRS 204: Wealth Building Course	15
04-09	MLS Connection - Beginner & Advanced	3 ea **
04-16	How to Create Fantastic Marketing	3.75
04-16	Safe at Home	3.75
04-17	RESPA & Regulations	3.75
04-17	Ready, Set, Show	3.75
04-23	Mold - Myth or Menace	7.5 **
04-30, 05-1	New Member Orientation-Ethics, MLS, Forms	10,3,3,4
05-07	This Ain't Your Momma's Code of Ethics	3
05-07	Good Agent - Happier Clients	3
05-14	MLS Connection - Beginner	3 **
05-28	MLS Connection - Advanced	3 **
05-21	Agency and Fair Housing	3
05-21	Land Surveys & Development Process	4 **
05-22	Your E & O Policy-How not to be Sued	8
06-05	MLS Connection - Beginner	3 **
06-11	Agency, Ethics and the Law	3.75
06-18	MLS Connection - Advanced	3 **
07-16	MLS Connection - Beginner & Advanced	3 ea **
07-24, 25	New Member Orientation-Ethics, MLS, Forms	10,3,3,4
08-06	MLS Connection - Beginner	3 **
08-13	MLS Connection - Advanced	3 **
09-10	MLS Connection - Beginner & Advanced	3 ea **
ON LINE	e-PRO	25
ON LINE	NAR Ethics	3

** - Also Appraiser Approved



The Greater Lakes Association of REALTORS®

2007 - 2008

REALTORS®
and
APPRAISERS

Continuing Education Schedule