

Profile of a Super Agent

Mike Brennen, Kaplan Educational Services, Speaker
January 15, 2009 8:30 - 12:15 3.75 hrs
Rels Title, Sponsor

Learn why some agents are thriving and others are barely surviving. Why are some agents closing six properties a month and others are staring at their computers? No matter how technologically advanced your real estate machine is, you better know how today's business is being done. The secret: build new relationships and manage clients well. Big hitters will tell you their bona fide leads are not coming from the Internet or some corporate marketing strategy. Discover how tapping into past clients, family, friends, and involvement in community organizations make their business thrive!

Short Sales, Foreclosures, and REOs

Mike Brennen, Kaplan Educational Services, Speaker
January 15, 2009 12:45 - 4:30 3.75 hrs
Rels Title, Sponsor

In this detailed half-day course, you'll learn creative techniques to help cash-rich or credit-strong buyers and investors make great deals before, during or after the foreclosure process. Armed with this information you'll be in the unique and enviable position to profit while matching willing home buyers and investors with willing and sometimes desperate sellers. It's not easy or for the faint of heart but it can be done profitably. Learn about pre-foreclosure short sales, sheriff's foreclosure auctions, REOs and new investing, lending and liability laws.

How to Measure Real Estate Property **

Tracey Montgomery, Kaplan Educational Svcs., Speaker
February 19, 2009 8:30 - 4:30 7.5 hrs

Learn how to measure and calculate residential square footage. Appraisers, real estate licensees, assessors, builders and contractors have specific methods used to measure and describe residential real property. In this fascinating course we will clarify the standards and pinpoint common mistakes made in measuring property. It begins with the proper way to measure a house, where to start and what to include. You'll take a look at the distinctions between above-grade and below-grade floor areas. Attics, lofts and low ceilings will be discussed. Learn how to deal with detached rooms and family care units and oddball property designs, learn the industry standards for calculating room counts, bedrooms, and bathrooms.

Wake Up - Shift Happens

Dwayne Carte, Speaker
February 24, 2009 9:00 - 12:00 3 hrs
Becky Butcher - Bremer Bank, Sponsor

The only constant in our real estate market is change, and the only way to be prepared is to understand the reasons behind the

changes. Get the answers to such questions as "When will buyers come back?", and "Why are there so many listings?" In an interactive, small group setting you will investigate: recent shifts in the real estate market; projections for the real estate market; changes in today's real estate consumer. You'll walk away feeling like a budding economist armed with the answers to the important questions of a changing, shifting real estate market.

Business Planning Workshop 1

Dwayne Carte, Speaker
February 24, 2009 12:30 - 3:30 3 hrs
Becky Butcher - Bremer Bank, Sponsor

Every business, big or small, needs to take the time to develop a business plan. Real estate is no exception. In this first of two sessions you will learn about market drivers like interest rates, unemployment rates, days on market and more. You will leave with both an understanding of the impact these drivers have on real estate and sources of the information so you can adapt your business appropriately. The instructor will help facilitate the process of defining personal, financial and business-related goals.

Business Planning Workshop 2

Dwayne Carte, Speaker
February 25, 2009 9:00 - 12:00 3 hrs
Business Planning Workshop 1 is prerequisite for this course.

In this class you will learn tips on how to put the many components of your business and life plan together to reach your goals. We will review where your clients came from in the past and where they may come from in the future. The next step is to determine how you will reach and stay in touch with those groups of potential clients. Time will be spent on tips for task management. We will look at different types of written plans and talk about the basic components your written business plan should include. Stay on track for success.

**GLAR TRADE SHOW AT
BREEZY POINT CONVENTION CENTER
FOLLOWING EDUCATION MARCH 4, 2009**

How to Buy Within a Budget

Todd Rooker, Kaplan Educational Services, Speaker
March 4, 2009 8:30 - 12:15 3.75 hrs
Brainerd Savings & Loan, Sponsor

Ben Franklin had it right: "A penny saved is a penny earned." Learn how to budget correctly to make sound purchasing decisions. The numbers are startling: 43% of American households spend more than they earn each year. Learning how

to budget is essential to getting out of debt and making the best decision when buying a home. Learn methods to help you and your clients decrease debt, improve credit and save more of your hard-earned money. Big changes come from small steps.

In this course, you'll learn how to create a plan and follow through with it to achieve financial freedom. Many people want to save more, but don't know where to start or lack restraint to stop spending. Budgeting correctly will help you make effective and smart decisions when making any purchase, including home buying. Learn how to live on what you earn, to the penny!

Today's Agents - Internet Marketing Requirements

Molly Robertson, Kaplan Education Services, Speaker
March 11, 2009 8:30 - 4:45 7.5 hrs
Mid Minnesota Federal Credit Union, Sponsor

The web can effectively drive more business to YOU! With its high costs and inconsistent results, print advertising is losing favor. Smart agents know that the internet is the best tool for making money and driving business. Developing a strong referral base to feed your business requires web planning, a defined strength and internet tactics.

There is a lot to like in this interactive and energetic class. Topics include: internet marketing, internet strategies and tactics, websites that work, email and text messages, podcasts and blogs, cameras and phones, and technology budgets.

Energy-Efficient Homes & Their Real Costs **

Rob Leslie, Kaplan Education Services, Speaker
March 26, 2009 8:30 - 4:45 7.5 hrs

Is a dollar spent on energy efficiency today a good investment? The Department of Energy's Energy Star program is hugely successful in different areas of the country, but is not as well known here. Even though less than 11% of Minnesota homes are built according to its guidelines, Energy Star will soon be moving to the forefront of home building in our state. You will engage in an energy audit case study that leads you step-by-step through a typical energy audit. Understand all the advantages, costs and limitations to Energy Star and how the popular Green building movement uses it as their foundation to build even more energy efficient homes.



Topics include: the Energy Star program, how to measure energy, potential and kinetic energy, renewable and non-renewable energy sources, newest technologies and their "true" costs, the role of structure, mechanicals and appliances, and creating an energy audit.

MAR EXTRAVAGANZA

April 6, 2009

Details and descriptions forthcoming.

**UP NORTH EDUCATION
April 15 and 16 classes will be held
at The Bear Pause Theatre
in Hackensack.**

Agency - Fair Housing - Ethics - Legal Issues

Don Smith, Brad Boyd - Thomsen Nybeck, Speakers
April 15, 2009 8:30 - 5:00 8 hrs

This course will focus on current "hot" issues with respect to agency and questions raised on the MNAR Legal Hotline. This fulfills your 1 hour Commerce requirement for agency and fair housing. The ethics portion is designed to meet the NAR requirements for your 2.5 hours of ethics credit required by NAR, as well as practical advice for broker/agents filing and responding to ethics complaints and arbitration demands. Get your requirements done in one day!
Approval pending

The Value of Healthy Lakes: What REALTORS® Should Know About Lakeshore Property

Panel of Speakers
April 16, 2009 8:30 - 12:15 3.75 hrs
Riverwood Bank, Sponsor

Shoreland properties often require special considerations such as maintaining property value, landscaping to protect the shoreland and lake, and understanding shoreland ordinances and regulations. This workshop is designed so REALTORS® can help current and prospective shoreland property owners learn how to protect their investment and the lake.

What is "Like Kind" in Tax-Deferred Real Estate Transactions under the IRS Code §1031?

Steve Katov, Speaker
April 16, 2009 12:45 - 4:45 4 hrs
Riverwood Bank, Sponsor

This course is designed to examine the issues surrounding the definition of "like kind" real estate for purposes of effectuating a tax-deferred exchange under Section 1031 of the Internal Revenue Code. While the IRS and the Tax Court have frequently stated that nearly anything qualifies in this regard, many rulings and decisions challenge the nature and character of real estate being exchanged. General statements of the broad definition of like kind real estate are often misleading. Learn how all this works and meets your clients expectations.

Financing Update

Jerry Anderson, Kaplan Educational Services, Speaker
 April 22, 2009 8:30 -12:15 3.75 hrs
Lakes Printing, Sponsor

With changes in the mortgage market, it's more important than ever for real estate agents to understand what's new and hot in financing. Through the Internet, newspapers, direct mail and public relations vehicles, Lenders are offering competitive new financing alternatives to attract new mortgage customers. The problem is how do you manage your business and still stay on top of the current finance market? The answer "I just send everything to my loan officer," is no longer good enough. You need to know MORE about financing now, not less. You will get an unbiased analysis of the pros and cons of each financing alternative on the market right now.

Houses: Build Green, Build Smart

Jerry Anderson, Kaplan Educational Services, Speaker
 April 22, 2009 12:45 - 4:30 3.75 hrs
Lakes Printing, Sponsor

Help your clients live healthier and less expensively by going green. Be more aware of the health dangers posed by gas-emitting insulation, paints, carpets and other building materials. Consumers now seek homes providing healthy indoor environments.

Recent surveys by the construction industry indicate that 65-75 percent of Americans are willing to pay more to achieve it. This is your chance to learn about the current green movement in home construction and remodeling. You will understand the issue of sustainability, including material selection and water usage. You'll learn strategies for living green such as location, design, and energy efficiency. You will also learn the strategies employed in regards to indoor concerns like avoiding toxic substances for walls, floor, cabinetry and the control of radon. The green movement is growing and here to stay, and this course could be the start of how you differentiate your practice.

Agency - Fair Housing - Ethics - Legal Issues

Don Smith, Brad Boyd - Thomsen Nybeck, Speakers
 May 21, 2009 8:30 - 5:00 8 hrs

See description of the April 15, 2009 class. This is a repeat of that class. Approval Pending

Your E & O Policy - How Not To Be Sued

Judy Scully, Speaker
 May 28, 2009 8:30 - 12:30 4 hrs
Wells Fargo Home Mortgage, 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.

New Member Orientation, Ethics, Forms, MLS

Jan 21 & 22, Apr 29 & 30, July 22 & 23
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. This class fulfills the NAR requirement for the Code of Ethics. 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. The MNAR **Forms** protect buyers, sellers and agents.

Paragon Classes (The MLS Connection) **

MINIMUM OF 10 SIGNED UP, OR CLASS MAY BE CANCELLED

Beginner 3 hours 9:00 - 12:00

Nov 20, Dec 10, 2008, Jan 14, Feb 4, Mar 18, Apr 23,
 May 6, June 17, 2009

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. This is a hands-on class.

Advanced 3 hours 1:00 - 4:00

Nov 20, Dec 10, 2008, Jan 14, Feb 4, Mar 18, Apr 23, May 6,
 June 17, 2009

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. This is a hands-on class.

All Education classes will be held at the Association Office, excluding the March 4, April 15 and April 16 sessions. Double check locations & times of classes. Late for class, no credit.

2008-2009 Continuing Education Schedule

11-20	MLS Connection - Beginner & Advanced	3 ea **
12-10	MLS Connection - Beginner & Advanced	3 ea **
01-14-09	MLS Connection - Beginner & Advanced	3 ea **
01-15	Profile of a Super Agent	3.75
01-15	Short Sales, Foreclosures and REOs	3.75
01-21 & 22	New Mbr Orientation-Ethics, MLS, Forms	10,3,3,4
02-04	MLS Connection - Beginner & Advanced	3 ea **
02-19	How to Measure Real Estate Property	7.5 **
02-24	Wake Up - Shift Happens	3
02-24	Business Planning Workshop 1	3
02-25	Business Planning Workshop 2	3
03-04	How to Buy Within a Budget	3.75
03-11	Internet Marketing Requirements	7.5
03-18	MLS Connection - Beginner & Advanced	3 ea **
03-26	Energy Efficient Homes & Their Real Costs	7.5 **
04-06	MAR Extravaganza	?
04-15	Agency, Fair Housing, Ethics, Legal Issues	8
04-16	The Value of Healthy Lakes	3.75
04-16	"Like Kind" Tax Deferred RE/Under IRS1031	4
04-22	Financing Update	3.75
04-22	Houses: Build Green, Build Smart	3.75
04-23	MLS Connection - Beginner & Advanced	3 ea **
04-29 & 30	New Mbr Orientation-Ethics, MLS, Forms	10,3,3,4
05-06	MLS Connection - Beginner & Advanced	3 ea **
05-21	Agency, Fair Housing, Ethics, Legal Issues	8
05-28	Your E & O Policy - How Not To Be Sued	4
06-17	MLS Connection - Beginner & Advanced	3 ea **
07-22 & 23	New Mbr Orientation-Ethics, MLS, Forms	10,3,3,4
ON LINE	e-PRO	25
ON LINE	NAR Ethics	3

** - Appraiser and Real Estate Approved

NOTICE
NO SHOWS AND WALK INS WILL BE SUBJECT TO AN ADMINISTRATION FEE.
MLS CLASS NO SHOWS - \$25 FEE
ALL OTHER CLASSES - \$5 FEE
 We base food, handouts, available seating, etc. on preregistrations.



The Greater Lakes Association of REALTORS®

2008 - 2009

REALTORS®
 and
APPRAISERS

Continuing Education Schedule