

Forms Update

Jo Christensen
November 17, 2004 9:00 am - 11:00 am
Location: Nisswa Community Center
Erna Folta, Wells Fargo Home Mortgage, Sponsor

Get the latest updates on the MAR Forms. Most of the forms were mandated by state statute to be used by August 1, 2004, so if you are not familiar with the changes, you need to attend this class.

FNMA Test Appraisal Report Forms

Susanne Barkalow
November 17, 2004 12:30 pm - 4:30 pm
Location: Nisswa Community Center
Erna Folta, Wells Fargo Home Mortgage, Sponsor

This is a class on Appraiser forms, BUT REALTORS® will also learn from this session. Understand FNMA's position/function in the secondary mortgage market, understand the FNMA's revised appraisal report form, and become familiar with implications of the forms in real estate practice. You will be able to relate to pertinent sections of USPAP to FNMA's test appraisal forms.

1031 Exchange

Jeffrey Peterson
January 12, 2005 9:00 am - 12:00 pm
Universal Title, Sponsor

What is the difference between a sale and an exchange? A sale is an exchange of real property for cash. A sale and repurchase of like-kind property following the Internal Revenue guidelines is an exchange; a "non-taxable" sale. Jeffrey Peterson is back to walk you through the steps of this process. Very thorough and understandable.

Wetlands

Bob Wright, John Sumption, Keith Haggstad,
Cass County Environmental Agency
January 12, 2005 12:30 pm - 3:30 pm
Universal Title, Sponsor

How do wetlands affect your ability to sell a property? The buyer wants to fill in the land, and you tell them they can't? Get the latest information on understanding wetlands and get a better perception of "buildability". What is a wetland and why are they important? Can you build on this lot? Bring your questions and let the experts answer them.

All Day Sales Conference

Tony Marcella
January 20, 2005
Brainerd Daily Dispatch, Sponsor

Watch for forthcoming information.

GRI Institute 1: Residential Construction, Appraisal & Inspection

ProSource
February 16 and 17, 2005 9:00 am - 5:00 pm
*Erna Folta, Wells Fargo Home Mortgage-Feb. 16 Sponsor
Bremer Bank - Feb 17 Sponsor*

This is Institute 1 of four Institute programs required to obtain your GRI designation. Institute 2 will be offered in April. This course covers practical and useful product knowledge about home construction, inspection and the environment. GRI Institute not covered by regular education card.

Septic Issues

Tom Esperson
February 23, 2005 9:00 am - 12:00 pm
Becky Butcher, Optimum Mortgage, 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.

What's New in New Construction

Joe Ranweiller
February 23, 2005 12:30 pm - 3:30 pm
Becky Butcher, Optimum Mortgage, Sponsor

Joe is a local builder who will share his expertise with you. A few items that will be discussed: foundations, floor systems, framing, insulation, siding and roofs. The class will cover basic building techniques and new products used in construction, costs and requirements for building to avoid problems.

Agency Revisited 2005 / Fair Housing in 2005

Marvin Hoheisel
February 23, 2005 3:45 pm - 5:45 pm
Becky Butcher, Optimum Mortgage, Sponsor

This class provides the State's mandatory agency and fair housing requirements. Have some fun playing "Survivor", finding the right answers to fair housing questions. Then review the different types of agency through case studies.

Water Intrusion and Its Effects

Larry Lee
February 24, 2005 9:00 am - 12:00 pm
Pat and Lori Smolke, Wells Fargo Home Mortg, Sponsor

Water intrusion has become the word of choice for "mold". How many of your client's homes have mold? Is it the bad kind? How do you fix it? This class has video presentations to help you recognize the problems.

Real Estate and Manufactured Homes

Randy Vogt, Bldg Codes Rep, MN Dept of Administration

February 24, 2005 12:30 pm - 4:30 pm
Pat and Lori Smolke, Wells Fargo Home Mortg., Sponsor

What is the who, what, where, why of manufactured/modular homes? It is no longer referred to as a mobile home, let Randy tell you why.

The Greater Lakes Association of REALTORS® Mini Convention

March 30 - 31, 2005

Get your 15 hours in this two-day extravaganza!

*Join our Affiliate Members after the March 30 class
for food and refreshments from 5:30 - 7:30 pm.
Our Affiliates will be displaying their products & services.*

How to Get the Listing and Get it Sold - Using Today's Technology and Tools

Dave Beson, BASB
March 30, 2005 8:30 am - 12:30 pm
Bill Goers, Cygneture Title, Sponsor

Do you want to improve your customer service and referrals by 30-50%? Does the term "networking" mean cocktails and conversation to you? Have you bought technology or tools that sounded easy to use but weren't? Do you believe technology should be easy and profitable to be worth your time and energy? If you said "YES!" to any of these questions, this seminar is for you!

How to Survive and Thrive in Today's Competitive Market

Dave Beson, BASB
March 30, 2005 1:00 pm - 5:00 pm
Bill Goers, Cygneture Title, Sponsor

The real estate marketplace has seen unprecedented economic expansion during much of the past five years. There are, however, new concerns for the prepared real estate professional. This program explores the key concepts that will help you build a solid foundation for your business. Discover strategies to help you not just survive, but thrive.

Clandestine Drug Labs in Minnesota: Risk, Recognition, Response

Deborah Durkin, MN Department of Health
March 31, 2005 9:00 am - 12:00 pm
Pat Kuss, MidAmerica Mortgage, Sponsor

"America's New Epidemic - Clandestine Meth Labs". Is the house you are listing a former "meth house"? Are you showing buyers a house that was a former "meth house"? Learn the basics of this drug and how to recognize labs. What are the health effects? How do you keep safe from harm? How is meth cleaned up? What is your role as a REALTOR®?

Legal Update 2005

Don Smith
March 31, 2005 1:00 pm - 5:00 pm
Pat Kuss, MidAmerica Mortgage, Sponsor

Don Smith, MAR Legal Hotline Attorney, is back again to address such issues as legislative changes affecting real estate brokerage practices, managing problem transactions, professional liability issues and risk reduction, commission disputes and more. Bring your questions; Don is the one to ask.

MAR Forms for Residential Sales and Listing Contracts

Jo Christensen
April 7, 2005 9:00 am - 12:00 pm
*Susan Getts Ackerman, CARETAKERS,
a Property Maintenance Company, Sponsor*

The real estate transaction gets more complicated every year. Take this class to update and/or refresh yourself on how to use the forms. Jo covers the forms from front to back. Being a REALTOR® lies in your knowledge of the real estate forms.

Agency - Fair Housing

Chris Galler, MAR
April 7, 2005 12:30 pm - 2:30 pm
*Susan Getts Ackerman, CARETAKERS,
a Property Maintenance Company, Sponsor*

Agency Law - Comprehensive review of Minnesota's Agency Law as it relates to real estate representation. This course will look at various scenarios that licensees may face in the field.

Fair Housing Law - A review of the federal Fair Housing Act and Amendments. This course will include information on the Minnesota Human Rights Act and a review of legal cases.

GRI Institute 2: Investment, Taxation & Financial Planning

ProSource
April 13 and 14, 2005 9:00 am - 5:00 pm
*ATI Title - April 13 Sponsor
Deerwood Bank - April 14 Sponsor*

This is Institute 2 of four Institute programs required to obtain your GRI designation. This course covers the new tax laws relating to real estate investment, personal taxation and financial planning. GRI Institute not covered by regular education card.

NOTE:

***All class locations will be announced.
Make sure you know where the class
is being held. Late to class, no credit!***

(Department of Commerce rules)

CONTINUING EDUCATION FEES

Option 1: Regular Education Card **65+ hours of continuing education**

- Cost is \$80 if purchased before Oct. 1, 2004
- Cost is \$110 if purchased on or after Oct. 1, 2004
- Cost is \$150 for non-GLAR members

Option 2: Purchase education by the credit hour

- \$12.50 per credit hour
- \$10.00 per credit hour if registered for GRI Institute
- \$15.00 per credit hour for non-GLAR member

Option 3: Purchase our GRI Package **Institute I and II -** **30 hours of education towards** **your GRI designation**

- Cost is \$300 for 2 Institutes if purchased before October 1, 2004 (\$150 per Institute)
- Cost is \$310 for 2 Institutes if purchased on or after October 1, 2004 (\$155 per Institute)
- Cost is \$350 for 2 Institutes for non-GLAR members

New Member Orientation, Ethics, Forms, MLS

October 21, 2004	Deerwood Bank, Sponsor
January 27, 2005	Tradition Mortgage, Sponsor
April 28, 2005	Tradition Mortgage, Sponsor
July 21, 2005	I Like It Like That, Sponsor
October 27, 2005	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.

Voyager and Paragon Classes

All computer classes are held at CTC, in Baxter.

Beginner Voyager **9:00 - 12:00**

September 23, 2004, January 6, 2005, June 22, 2005

Advanced Voyager **9:00 - 12:00**

October 27, 2004, February 9, 2005, July 20, 2005

Beginner Paragon **9:00 - 12:00**

November 24, 2004, April 20, 2005, August 17, 2005

Advanced Paragon **9:00 - 12:00**

December 8, 2004, May 26, 2005, September 14, 2005

2004-2005 Cont. Ed. Schedule

09-23-04	Beginner Voyager	3 **
10-21-04	New Member Orientation	6
10-21-04	Ethics, Forms, MLS	6
10-27-04	Advanced Voyager	3 **
11-17-04	Forms Update	2
11-17-04	FNMA Test Appraisal Forms	4 **
11-24-04	Beginner Paragon	3 **
12-08-04	Advanced Paragon	3 **
01-06-05	Beginner Voyager	3 **
01-12-05	1031 Exchange	3
01-12-05	Wetlands	3 **
01-20-05	Brainerd Dispatch Sales Conference	6
01-27-05	New Member Orientation	6
01-27-05	Ethics, Forms, MLS	3 **
02-09-05	Advanced Voyager	7.5
02-16-05	GRI Institute 1	7.5
02-17-05	GRI Institute 1	7.5
02-23-05	Septic Issues	3 **
02-23-05	What's New in Construction	3 **
02-23-05	Agency/Fair Housing 2005	2
02-24-05	Water Intrusion & Its Effects	3 **
02-24-05	Real Estate & Manufactured Homes	4 **
3-30/3-31	MINI CONVENTION-AFFILIATE FAIR	
03-30-05	How to Get the Listing/Get it Sold	4
03-30-05	How to Survive and Thrive	4
03-31-05	Clandestine Drug Labs in MN	3 **
03-31-05	Legal Update 2005	4
04-07-05	MAR Forms	3
04-07-05	Agency - Fair Housing	2
04-13-05	GRI Institute 2	7.5
04-14-05	GRI Institute 2	7.5
04-20-05	Beginner Paragon	3 **
04-28-05	New Member Orientation	6
04-28-05	Ethics, Forms, MLS	6
05-26-05	Advanced Paragon	3 **
06-22-05	Beginner Voyager	3 **
07-20-05	Advanced Voyager	3 **
07-21-05	New Member Orientation	6
07-21-05	Ethics, Forms, MLS	6
08-17-05	Beginner Paragon	3 **
09-14-05	Advanced Paragon	3 **
10-27-05	New Member Orientation	6
10-27-05	Ethics, Forms, MLS	6

**** Appraiser Approved**



The Greater Lakes
Association of REALTORS®

2004 - 2005

REALTORS®
and
APPRAISERS

**Continuing
Education
Schedule**