

## New Member Orientation

October 18, 2017, Jan. 24, April 26, July 26, 2018  
9:00 - 4:00 3.0 hrs credit for Ethics portion

You are a REALTOR®, now what? This mandatory class will get you up to speed on all three aspects of the REALTOR® organization. Learn about the National, State and Local Associations and all the benefits you receive from your membership. *NMO includes Ethics.*

## Speed Networking 12:00 - 1:00

### Code of Ethics

October 18, 2017, Jan. 24, April 26, July 26, 2018  
1:00 - 4:00 3.0 hrs credit  
T.J. Simon, Rebecca Sellnow, Educators

This class will inform licensees of professional ethics in real estate. It will explore common scenarios faced by real estate professionals and their legal and ethical duties when these situations arise. Suggestions of corrective action and communication will be discussed as a standard of practice. *This course meets the NAR Ethics requirement. Need Ethics every two years.*

## The Strategic Negotiator

October 25, 2017 8:30 - 12:15 3.75 hrs credit  
Jim Dattalo, Educator

Real estate licensees can better prepare their skills in negotiations to provide the optimum service to today's buyers and sellers. Review pertinent information to include in the listing contract and buyer representation agreement as well as exploring online marketing techniques and required disclosure.

## 2017-2018 MN Required Module

### Agency, Fair Housing & Special Entities Authority - Approval Pending

October 25, 2017 1:15 - 5:00 3.75 hrs credit  
Chris Prescott, Educator

This course covers Agency Law, its history, foundation, and Minnesota License rules regarding relationships in a real estate transaction. This course will also look at Federal Fair Housing law, its history, rules, and regulations. Prohibitions under the Federal Fair Housing Act and the Minnesota Human Rights Act will be covered. Additionally, the class will review the laws and requirements pertaining to real estate transactions

involving special entities as parties in real estate transactions. It will focus on issues that arise for real estate licensees from the time of customer inquiries through entering into a Purchase Agreement. Special entities covered will include powers of attorney, trusts, estates, guardianships, conservatorships, divorces and corporate entities. *This course meets the Commerce Department's Agency and Fair Housing requirements. Need every two years.*

## H2 oh no!

October 26, 2017 8:30 - 12:15 3.75 hrs credit  
Mike Brennan, Educator

Real estate students will be exposed to the water issues facing homes- by examining how wells are constructed, tested and sealed. Septic tanks will be discussed and learn about setback requirements, types of septic tanks and costs to replace. Mold is prevalent in wet houses and get information on the differences in mold types, abatement and problems mold may present. Basements will be discussed and the different methods of dampness abatement will be shared.

## Scam, Scoundrels and Stings, oh my!

October 26, 2017 1:15 - 5:00 3.75 hrs credit  
Mike Brennan, Educator

Students will be exposed to the scams that are perpetrated on consumers, what the "red flags" to be aware of are, physical threats and security issues facing a buyer and seller. In today's world where criminals see an open house as being a ripe target, agents need to be aware of the dangers and how to handle themselves to protect themselves and their clients.

## **MMBA and GLAR Education & Product Showcase**

**February 8, 2018 12:00 - 2:00**  
**Breezy Point Convention Center**

**GLAR and Mid MN Builders Association  
are partnering for a combined  
Education and Product showcase  
(formerly the GLAR Affiliate EXPO).**

## USPAP

February 8, 2018 8:00 - 5:00 8 hrs credit  
Susanne Barkalow, Educator

This is the National Uniform Standards of Professional Appraisal Practice (USPAP) Update Course, as developed by The Appraisal Foundation. The course focuses on changes to USPAP and appraisal issues that affect daily appraisal practice, challenging participants to interpret and apply USPAP to situations they encounter.. Required Manual cost is \$100 for appraisers (2 books), \$25 for non-appraisers. Purchase from instructor day of class. (cost subject to change) *Location Breezy Point Convention Center. This class has been approved for Appraiser and Real Estate credits.*

## 2017-2018 MN Required Module

### Agency, Fair Housing & Special Entities Authority - Approval Pending

February 8, 2018 8:30 - 12:15 3.75 hrs credit  
Chris Prescott, Educator

Refer to October 25 class for description.  
*Location Breezy Point Convention Center.*

### CRS - Mastering Relevant Consumer-Focused Marketing

February 19, 2018 8:30 - 5:00 7.5 hrs credit  
Frank Serio, Educator

The Internet has changed the consumer decision process by admitting more vendors into the market for any goods or services and allowing consumers to provide feedback on their experiences via reviews, websites and social media. Today's consumers are more empowered and discerning than their predecessors. Agents need to move beyond basic targeting, tracking, and demographic segmentation to drive deeper, permissioned engagement with clients, in which agents deliver valuable and personal experiences throughout the consumer's journey in buying or selling a home.

## Today's FHA and VA

March 7, 2018 8:00 - 12:00 4 hrs credit  
Susanne Barkalow, Educator

This course focuses on the most current FHA appraisal requirements, including inspection and reporting

requirements, along with resources for continuing updates on the program. The FHA lending program has undergone recent changes that significantly affect FHA appraisal procedures. Appraisers will benefit from the book's detailed review of FHA property and appraisal requirements. VA Fee Panel appraisers can ensure their present practices in performing valuation services meet the expectation of VA protocol.

*This class has been approved for Appraiser and Real Estate credits.*

**REGISTER FOR GLAR CLASSES AT  
[www.greatlakesrealtors.com](http://www.greatlakesrealtors.com)**

*Pre-registration required.*

**Greater Lakes Association of REALTORS®  
15344 Pearl Drive, Baxter MN 56425  
218-828-4567**

## Can We Talk?

March 7, 2018 1:00 - 5:00 4 hrs credit  
Susanne Barkalow, Educator

This seminar is designed to refresh and expand on the expertise of a real property appraiser, when communicating with agents, sellers, buyers, and lenders during the course of an appraisal assignment. In addition, the agent and lender perspectives are also presented. Learn how you can help prepare sellers for an appraisal.

*This class has been approved for Appraiser and Real Estate credits.*

## Identity Theft: Protecting Your Clients & Your Business

March 8, 2018 8:30 - 12:15 3.75 hrs credit  
Stefan Salmonson, Educator

From a criminal's perspective, it is significantly more cost-effective to steal business identities than individual identities. Learn how not to let your clients or your business fall victim! Learn how business ID theft spells potential disaster for your livelihood and your clients'. Learn how to respond if your clients' information or yours is compromised. Plus, learn how to spot and address the warning signs. True stories reveal the methods thieves use and what red flags suggest.

**Financing Update:  
What You Need to Know**

March 8, 2018 1:15 - 5:00 3.75 hrs credit  
Educator TBD

Stay current on the latest changes in real estate financing! Understanding today's mortgage and financing options is critical for real estate professionals. This course guides you through the complex choices in mortgage financing. Learn how to thrive in this business by understanding the current industry trends, laws, and requirements.

**Basic Construction Refresher**

April 4, 2018 8:00 - 5:00 8 hrs credit  
Susanne Barkalow, Educator

This course is designed for real estate agents and appraisers to review fundamental construction methods, both old and new, in residential real estate. The course covers construction from site preparation through completion. Major components of a house are identified including building materials and mechanical systems. Further, the course reveals 'red flags' that are discernible to agents and appraisers when inspecting a home for a listing, sale, or valuation.

*This class has been approved for Appraiser and Real Estate credits.*

**GRI Class - Proper Pricing and Secrets of the CMA**

May 9, 2018 9:00 - 12:00 3 hrs credit  
Zoe Liston, Educator

Learn the various aspects of researching, developing and presenting a Comparative Market Analysis when working with sellers. Resources discussed will include the MLS and RPR. The instructor will present elements of a thorough CMA, how market dynamics effect pricing, the relation of pricing to timing, and other factors that may indicate a price adjustment.

*This GRI class is not included in the GLAR Ed Card - Register at my.MNrealtor.org*

**GRI Class - Counseling Sellers: Fundamentals of Sellers and Listings**

May 9, 2018 1:00 - 4:00 3 hrs credit  
John Anderson, Educator

Learn how to identify your sellers' specific wants and needs as well as competently counsel your seller clients about marketing their property, objective pricing, and current market conditions. Learn licensees' responsibilities to sellers from initial interview through closing. Fair housing laws and MN agency and disclosure law will also be discussed.

*This GRI class is not included in the GLAR Ed Card - Register at my.MNrealtor.org*

**Crow Wing County Land Services - Let's Talk Real Estate**

June 7, 2018 8:30 - 12:15 3.75 hrs credit  
Gary Griffin, Sam Bedard, Chris Pence, Doug Hanson, Educators

This presentation is meant to enhance local REALTOR® knowledge on services provided by the Crow Wing County Land Services Department. Areas of discussion will be property valuation techniques, planning and zoning issues and GIS instructions. Learn how CWC estimates a property value for each parcel in the county, how they administer land use programs for all lakes in the county and how to use the GIS mapping program.

**MN Housing Class - not yet submitted \***

June 7, 2018 1:15 - 3:15 2 hrs credit  
MN Housing Finance, Educator

**2017-2018 MN Required Module**

**Agency, Fair Housing & Special Entities Authority - Approval Pending**

June 13, 2018 8:30 - 12:15 3.75 hrs credit  
Chris Prescott, Educator

Refer to October 25 class for description

*Pre-registration and cancellations are required within 24 hours of class time.*

No-Shows, Walk-Ins & Late Registrations will be subject to an administration fee:

No-Shows/non-cancels	\$25.00 per class
Walk-Ins/Late Registrations	\$5.00 per class

*All classes will be held at the Association Office unless otherwise noted.*



**2017 - 2018  
Continuing Education  
Calendar**

<u>Date</u>	<u>Class</u>	<u>Credits</u>
10-18	New Member Orientation	
10-18	Ethics	3.0
10-25	Strategic Negotiator	3.75
10-25	2017-2018 Required Module	3.75
10-26	H2 oh no!	3.75
10-26	Scam, Scoundrels and Stings, oh my!	3.75
01-24-18	New Member Orientation	
01-24	Ethics	3.0
02-08	USPAP	8.0 ♦♦
02-08	2017-2018 Required Module	3.75
02-08	MMBA & GLAR Product Showcase	
02-19	CRS - Mastering Consumer Marketing	7.5
03-07	Today's FHA & VA	4.0 ♦♦
03-07	Can We Talk	4.0 ♦♦
03-08	Identity Theft	3.75
03-08	Financing Update	3.75
04-04	Basic Construction Refresher	8.0 ♦♦
04-26	New Member Orientation	
04-26	Ethics	3.0
05-09	GRI - Not included in education card	3.0
05-09	GRI - Not included in education card	3.0
06-07	Crow Wing County Land Services	3.75
06-07	MN Housing not yet submitted	2.0 *
06-13	2017-2018 Required Module	3.75
07-26	New Member Orientation	3.0
07-26	Ethics	3.0

♦♦ Appraiser and Real Estate Approved

*The above classes have been approved by the Minnesota Commissioner of Commerce for the number of hours specified.*

**EDUCATION COSTS**

<b>New Members:</b> education card	<b>\$95.00</b>
<b>Current Members:</b> education card	<b>\$125.00</b>
<b>Non Members:</b> education card	<b>\$175.00</b>
<b>Member:</b> per credit hour	<b>\$15.00</b>
<b>Non-Member:</b> per credit hour	<b>\$16.00</b>

**The Greater Lakes  
Association of REALTORS®**

**Continuing  
Education  
Schedule  
2017 - 2018**

**REALTORS®  
and  
APPRAISERS**

