

2011-2012 CE Course Descriptions

2011-2012 Mandatory Update Course will include:

A BROKER'S ROLE IN SHORT SALE TRANSACTIONS
SELECTED PROPERTY MANAGEMENT ISSUES
SELECTED RESIDENTIAL SALES CONTRACT FORMS
BROKER PRICE OPINIONS
LICENSE LAW CHANGES
LICENSING AND EDUCATION REVIEW

Available Dates:

January 12, 2012, -Bill Gallagher,
February 16, 2012 - Debbie Long,
March 15, 2012 George Bell,
April 12, 2012 - Bill Gallagher,
May 5, 2012 - George Bell,
June 7, 2012 - John McPherson

Real Estate Auctioning: An Option Not A Last Resort

Learn about the history, advantages and myths of auctions as well as the terms you need to know. You will learn the legalities of who can conduct an auction, how to work with auctioneers, the components of an auction and how to determine if the auction method of marketing is the best choice for your client.

Available Date: January 12, 2012#

SMART GROWTH FOR THE 21ST CENTURY

LEARN:

- WHAT SMART GROWTH IS
- WHY SMART REAL ESTATE PROFESSIONALS ARE LEARNING ABOUT SMART GROWTH.
- WHY THE DEMAND FOR SMART GROWTH IS INCREASING.
- HOW SMART GROWTH MAKES "CENTS" FOR ALL OF US.

AVAILABLE: MARCH 8, 2012

Property Management and Managing Risk

The completely revised new edition of this popular title provided an up-to-date introduction to property management, with a focus on practical advice on how to comply with regulations and avoid liability from both owners and tenants, case studies, key terms, learning objectives, two types of review questions, answer keys, along with glossary, and complete instructor resources with final exam and answer key.

Available Date: April 12, 2012

The Contract Maze

**A real estate elective course designed to navigate
the intricate details and elusive question of
“When does an offer become a contract?”**

Each real estate licensee should be familiar with the concepts of basic contract law, especially real property contract law. However, the above caption seems to appropriately capture the simplicity of a subject that can become very complex.

For example, most everyone knows that when a prospective buyer presents an offer to a seller that the seller has the option of either (1) accepting the offer; (2) rejecting the offer; (3) submitting a counteroffer to the prospective buyer.

Most everyone in the real estate business also is aware of the following formula:

Offer + Acceptance + Communication = Contract

However, the reality of the legal concept that underlies this formula isn't as straightforward as it may appear. After all, what constitutes a valid communication of an offeror's acceptance?

When considering these questions one also must consider the impact of using electronic equipment, such as fax machines, voice mail, and email, on the issue of valid communication.

The primary objective of this course is to clearly and definitively address, among other things, each of these issues as they relate to today's fast paced world of business.

Available: May 5, 2012

Know the Code: Real Estate Ethics

This program meets the NAR requirement for ethics training for REALTORS as well as state license renewal credit. If needed for REALTOR membership renewal, this course must be completed by Dec. 31, 2012. The third in a series of ethics courses reflects the latest information from the Code of Ethics and Standards of the National Association of REALTORS® (NAR). This meets the quadrennial ethics training.

Available Date: June 7, 2012