

Greenwood Association of REALTORS®

2009

MANDATORY CONTINUING EDUCATION

April 23

- _____ (1) Top Ten Ways to be Disciplined – CEC 116002
LLR Core Course 8:30pm-12:30pm
- _____ (2) The Code Hits The Street – CEE 116042
NAR Ethics Requirement 1:30pm-5:30pm

Oct 12

- _____ (1) Property Disclosure – CEE 116003 LLR Core Course
4 hour MCE - 8:30pm-12:30pm
- _____ (2) Advanced Buyer Agency Agreement- CEE 166013
4 hour MCE -1:30pm-5:30pm

June 16

- _____ (1) Top Ten Ways to be Disciplined – CEC 116002
LLR Core Course 4 hour MCE 8:30pm-12:30pm
- _____ (2) Rebates and Incentives- CEE 116040 4 hour MCE
1:30pm-5:30pm

Nov 17

- _____ (1) SC Real Estate Contracts- CEE 116029 4 hour MCE
8:30pm-12:30pm
- _____ (2) Negotiating For Your Buyer or Seller-
CEE 116002 1:30-5:30

Instructor: Dianna Brouthers, College of Real Estate, Inc.

Advanced Registration: \$50.00 per class/\$90.00 two classes/same day

***** Add \$25.00 late fee if registering less than one week prior to start of course *****

Location (unless otherwise announced): Greenwood Association of Realtors®

231 Hampton Ave, Greenwood, SC 29646

Please make check payable to Greenwood Association of REALTORS®

Name as it appears on RE License: _____ Real Estate License #: _____

Company name & Address: _____

Phone: _____ Fax: _____

Email: _____

Please bill my: MC VISA DISCOVER

CARDHOLDER: please print name as it appears on card _____

Card Number: _____ Exp Date: _____

Enclosed is registration fee of \$ _____ Check # _____

- I understand that in order to receive full MCE credit, I must attend the entire class. Absolutely no partial credit will be given. Full refunds will be paid only if written notification is postmarked or faxed *one week* prior to date of the class. One-half (1/2) tuition will be refunded if written notice is postmarked or faxed *less than nine days* prior to the date of the class.
- No refunds will be given if cancellation notice is not postmarked or faxed at least two (2) days before the start of the class. No make-ups or retakes will be given.
- The Greenwood Association of REALTORS® reserves the right to cancel or postpone courses due to low registration or weather emergencies.
- Courses are open to all persons regardless of race, creed, color, sex, national origin, familial status, or handicap. If you have special needs, please notify GAR prior to the course.

My signature indicates that I have read, understand and consent to the above.

Signature: _____

Date: _____

Course Descriptions

South Carolina Real Estate Contracts – CEE 116029 – 4 hours MCE

This core course is a review of contract law coupled with an in-depth look at local and state real estate contracts. Included are the listing agreement, the buyer agency agreement, and the purchase and sales agreement.

The Code Hits the Street- CEE 116042- Code of Ethics, 4 Hours of MCE

Focusing on application and interpretation of the Code of Ethics, in addition to due process, attendees will leave the program with a new awareness of their responsibilities and of the diligence necessary when serving on the Professional Standards Committee.

Incentives, Rebates, Bundled and Unbundled Services CEE 116040- 4 Hours Elective MCE

In today's marketplace, many agents are offering incentives and rebates to clients. In addition, service delivery packages are in place that allows both bundled and unbundled service options for consumers. In this course you will learn the legal, ethical, and contractual requirements for each of these options. The course is presented in a fun, interactive, and multimedia format and is sure to give you the information you need to deal with alternatives to traditional real estate practices.

Advanced Buyer Agency Skills CEE 116013- 4 Hours MCE

Pre-requisite training in buyer agency recommended. Expanding on basic skills, this course is designed for the seasoned buyer agent who has a need for skill refinement. In addition, recent liability issues involving buyer agency will be discussed as well as enhanced skill training in listing the buyer and discussing required agreements and fees involved. This course has recently been enhanced with internet references, and the student will be developing a presentation designed to inform the consumer of his or her rights and responsibilities as a client.

Consumer and Agent Protection through Property Disclosure- CEE 116003

This course focuses on the high-risk area of property disclosure issues and the agent's role under license law. An examination of case law relating to the issues of misrepresentation, fraud, and negligence round out the information needed to give the student the knowledge to protect the consumers he or she serves. The course covers topics ranging from wetlands to sexual offenders and has a special section on environmental considerations. Supplemented with both video and Internet resources.

Negotiating for Your Buyer or Seller Client CEE 116002

Skill training in negotiating customized for the real estate professional, this program will aid the student in working to establish a set of non-adversarial negotiating tools in order to gain their clients the terms and conditions they need to make the transaction work. Many real estate agents are not comfortable negotiating an offer to purchase due to their lack of confidence that they have a negotiating plan in place. This program focuses on assisting clients in developing targets they want to achieve and in determining the flexibility they have in each. Negotiating ability is highly desired skills in an agent and this course will assist the student in meeting that need.

