

Greenwood Association of REALTORS®

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MANDATORY CONTINUING EDUCATION

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

Wed April 13 ^(4,6)

\$40.00 per class

_____ (1) Real World Fair Housing
CEE 1724 8:30am-12:30pm

_____ (2) What's Your EQ (Ethical Quotient)?
CEE 2082 1:30am-5:30pm

Wed August 31 (afternoon) ^(8,24)

\$40.00 per class

** GAR CLASSROOM ONLY – LIMITED TO 25

_____ (1) Beyond The Basics of Buyer Agency
CEE 1017 8:30am-12:30pm

_____ (2) 3D Real Estate: Disclosures, Duties & Diligence
CEC 2117 (LLR Core) 6:00pm-8:00pm

Mon September 19 ^(9,12)

\$50.00 per class/both \$90.00

_____ (1) Consumer and Agent Protection through Property Disclosure
CEE 985 8:30am-12:30pm

_____ (2) Incentives, Rebates, Bundled and Unbundled Services
CEE 1916 1:30pm-5:30pm

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

Location (unless otherwise announced): Greenwood Association of Realtors® classroom, 231 Hampton Ave, Greenwood, SC 29646

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

Company Name & Address: _____

Phone: _____ Fax: _____

Email: _____

BILL MY: MC VISA DISCOVER (PLEASE DO NOT FAX THIS INFORMATION)

CARDHOLDER NAME & BILLING ADDRESS: (name as it appears on card) _____

Card Number: _____ Exp Date: _____ VOC _____

ENCLOSED is registration fee of \$ _____ Check # _____ payable to *Greenwood Association of REALTORS®*

- 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 at least *seven days* prior to date of the class. One-half (1/2) tuition will be refunded if written notice is postmarked or faxed *less than seven 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

- **Real World Fair Housing CEE 1724**

This course is great refresher on fair housing and was updated in 2010. Focusing on “real world” issues such as fair housing advertising and provisions of service, the course uses a scenario approach to give the agent the skills and confidence needed to meet any fair housing challenge.
- **What’s your EQ (Ethical Quotient)? CEE 2082**

Technology, consumer needs, and new regulations create new challenges that REALTORS® face in their everyday business practice. Because change on the street precedes the changes to the Code of Ethics, there are times when the highly ethical REALTOR® must navigate without clear guidance. In 2010 REALTORS® will have to make decisions based on their personal EQ (ethical quotient). When faced with hard choices, to what (or whose) standard will you hold yourself accountable? Learn to apply the 2010 Code of Ethics and license law to determine your behavior in this four-hour elective course.
- **Beyond the Basics of Buyer Agency CEE 2178**

A new course for 2011, focusing on making an effective buyer agency presentation designed to gain informed consent to represent the buyer. Many believe that the difficulties buyer agents often experience with their buyer clients can be traced to the presentation itself and the lack of focus on the commitments and responsibilities of the buyer client when entering into a representation agreement. This class will assist with making a diligent presentation and you will leave the class with newly-gained confidence when seeking to become a buyer agent. During the class, a brochure will be created focusing on the key elements of buyer representation, fees, and commitments
- **3D Real Estate: Disclosures, Duties & Diligence CEC 2117
(LLR CORE COURSE FOR LICENSE RENEWAL)**

The program was written to highlight the disclosure, duties, and diligence issues involved in offering customer and client service to consumers. With minor exception, all SC licensees must take this class prior to renewing his or her real estate license. There is no other CORE course available for credit as this is the mandated course.
- **Consumer & Agent Protection Through Property Disclosure CEE 985**

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 they serve. 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.
- **Incentives, Rebates, Bundled & Unbundled Services CEE 1916**
- **Negotiating for Your Buyer or Seller Client CEE 972**

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 a highly desired skills in an agent and this course will assist you in meeting that need.
- **Advanced Buyer Agency Skills**

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 their rights and responsibilities as a client.
- **South Carolina Real Estate Contracts CEE 1719**

This 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. Special emphasis is place on common contract contingencies.