

Wednesday, September 14

1:00-4:00 PMETH1519..... **Kerry Kidwell**
3 Hours Elective ~ Code Of Ethics Overview - Members are required to complete quadrennial Code of Ethics training between 01/01/09 & 12/31/12. This class will satisfy that requirement and provide 3 hours CE.

Thursday, September 22

9:00 AM-Noon.....CORAI625..... **Kerry Kidwell**
3 Hours CORE A ~ License Law Battle - Battle it out with classmates over license law, agency and escrow questions for fun and prizes! Everyone wins in gaining knowledge in a game show format. Includes NEW questions on the NEW license law. Will you be asked to "come on down"?

1:00-4:00 PMCORBI647..... **Kerry Kidwell**
3 Hours CORE B ~ Mortgage Fraud, RESPA, Predatory Lending & Other Laws Affecting RE Agents - What nasty stuff is lurking out there for the unwary consumer and their real estate agent? This course covers updated RESPA disclosures as well as the Predatory Lending Database Program and mortgage fraud in general. Also included are updates on other recent laws, such as CAN SPAM and the FACT Act.

Thursday, October 27

9:00 AM-NoonFII103..... **Norm Willoughby**
3 Hours Elective ~ Property Taxes In Illinois - The property tax system in Illinois is confusing, cumbersome and intimidating to most citizens. The purpose of this course is to give real estate agents a better understanding of the system and provide a simple approach to the basics of property taxes. The agent should then be able to better explain and provide information to their clients, when assisting them in a real estate transaction.

1:00-4:00 PMCORAI654..... **Norm Willoughby**
3 Hours CORE A ~ A Study Of The Illinois License Law - This course provides an in-depth review of the Real Estate License Act of 2000 with particular emphasis on agency, licensing requirements, compensation and business practices, escrow requirements and disciplinary provisions.

Friday, November 4

9:00 AM-NoonCORBI633..... **Lynn Madison**
3 Hours CORE B ~ Anatomy Of A Short Sale - An advanced short sales course covering the HAFA program and a discussion of why short sales fail and what we do and don't have control over.

1:00-4:00 PMAGY451..... **Lynn Madison**
3 Hours Elective ~ Dual Agency: Duties In Conflict - Dual agency continues to be a balancing act that needs to be done carefully. This course looks at the latest issues surrounding dual agency including when its appropriate to do ministerial acts and the situations where only one client should be represented.

Wednesday, November 16

1:00-4:00 PMETH1519..... **Kerry Kidwell**
3 Hours Elective ~ Code Of Ethics Overview - Members are required to complete quadrennial Code of Ethics training between 01/01/09 & 12/31/12. This class will satisfy that requirement and provide 3 hours CE.

Wednesday, December 7

9:00 AM-NoonCORAI675..... **Lynn Madison**
3 Hours CORE A ~ License Law, Agency & Escrow Revisited - It's Time For A Checkup - Make an appointment to have a "checkup" to be sure you are on top of what the license law and agency requirements are relative to issues in today's market. A bit of prevention to ensure you are handling escrow funds and contracts on distressed properties correctly as well as a shot or two of info on the protocols of submitting offers.

1:00-4:00 PMCORBI606..... **Lynn Madison**
3 Hours CORE B ~ Legal Issues: Risk Management Remix For Today's Market - Staying on top of the changes and challenges in today's real estate market is hard. This course gives the licensee an update on some of the situations and problems they will face in today's environment.

Tuesday, December 13

9:00 AM-NoonENVI241..... **Kerry Kidwell**
3 Hours Elective ~ Reducing Radon Risk In Real Estate - The intent of this course is for the students to be able to define radon and its health problems, be able to explain testing, mitigation and "safe" levels to clients and customers, understand how testing is done and who should do it, know sources of information, understand fraud and misrepresentation, know how to reduce their risk regarding radon in the transaction and practice explaining disclosure statements and mitigation to buyers and sellers.

1:00-4:00 PMFII105..... **Kerry Kidwell**
3 Hours Elective ~ Distressed Property Sales - Looking for resources for distressed home sellers as well as tips on working with them? Updated reference materials to help agents in these stressed-filled situations.

Tuesday, January 17

9:00 AM-NoonCORAI654..... **Norm Willoughby**
3 Hours CORE A ~ A Study Of The Illinois License Law - This course provides an in-depth review of the Real Estate License Act of 2000 with particular emphasis on agency, licensing requirements, compensation and business practices, escrow requirements and disciplinary provisions.

1:00-4:00 PMCORBI655..... **Norm Willoughby**
3 Hours CORE B ~ Disclosure & Anti-Trust Issues - This course is intended to provide the student information on certain disclosure issues and issues related to antitrust in real estate.

Thursday, January 26

9:00 AM-NoonCORBI645..... **Kerry Kidwell**
3 Hours CORE B ~ Disclose! Disclose! Disclose! - Does a ghost haunt your listing? Is the next door neighbor a registered sex offender? Who has to fill out disclosure forms and who is exempt? This class covers a variety of environmental topics as well as other "stigmatized property" issues, plus all the basic disclosure forms.

1:00-4:00 PMCORAI650..... **Kerry Kidwell**
3 Hours CORE A ~ Agency & Escrow: Will The Defendant Please Rise? - Join us as we explore agency's fine points; duties to clients, responsibilities to customers, when to do dual (when not to!), as well as look at escrow case studies. All with an emphasis on risk reduction.

Wednesday, February 22

9:00 AM-NoonRD941..... **Kerry Kidwell**
3 Hours Elective ~ Risk Reduction & Technology Use - How do technology tools sometimes lead to trouble? What laws affect real estate agents in the use of their "tech toys"? What should I put on Facebook®? Attend this class to get the answers! Includes lots of helpful websites!

1:00 - 4:00 PM.....RB746..... **Kerry Kidwell**
3 Hours Elective ~ Elements Of A Contract - Although the actual contracts and riders may change from one area to another, the concepts and elements involved in sound contract writing do not. This course is designed to cover the elements inherent in all real estate contracts and how the agents' knowledge impacts their clients, as well as explore the most recent concerns regarding contract preparation.

Thursday, February 23

9:00 AM-NoonLLI05..... **Kerry Kidwell**
3 Hours Elective ~ Advertising & The Real Estate Agent - This course covers a wide variety of advertising issues, including Illinois License Law, fair housing, Reg Z and others. Contains Internet guidelines and Do-Not-Call rules as well. Also includes new guidelines from the new License Law.

1:00 - 4:00 PM.....CORBI646..... **Kerry Kidwell**
3 Hours CORE B ~ The Dirty Dozen - 12 Ways To Get Sued & How To Avoid Them - Why do real estate agents get sued? Find out what NAR and E&O carriers know as they track lawsuits. More importantly, what can you do to prevent being sued? Come find out!

Thursday, March 8

9:00 AM-NoonCORAI665..... **Lynn Madison**
3 Hours CORE A ~ License Law, Agency & Escrow, Welcome To Runamuck Realty - Just when you thought you'd heard it all, along comes Runamuck Realty where their motto is "The End Justifies the Means" and putting themselves first is their priority. Through actual case studies we'll look at agency, license law and escrow violations and analyze what went wrong - and what should have happened.

1:00-4:00 PMCORBI649..... **Lynn Madison**
3 Hours CORE B ~ Legal Issues: Anti-Trust & Fair Housing - It's not always what you say that causes you problems, it's how you say it. Through video examples of what to do and what not to do, we'll look at two of the areas of real estate that can cause them to come for you - when you thought you were one of the good guys!

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DID YOU KNOW THE PROFICIENCY REVIEW COURSE ALSO QUALIFIES FOR 3 HRS. CORE B CE?

Tuesday, March 20

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Tuesday, April 10

9:00 AM-NoonENVI221..... **Kerry Kidwell**
3 Hours Elective ~ The Green Quiz Show - This course will identify what things in a real estate agents life are subject to "greening". The topics covered will include cost and energy savings for agents and their clients at work and at home. Office costs and waste management will also be covered.

1:00-4:00 PMTECI713..... **Kerry Kidwell**
3 Hours Elective ~ Surfing For Success - Take a ride on the Internet to visit lots of websites! Avoid becoming a victim of a con or "phishing". Learn where to send clients and customers to research a neighborhood. Find out why you need a Facebook page.

Thursday, April 19

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Friday, April 20

9:00 AM-Noon.....FII151..... **Kerry Kidwell**
3 Hours Elective ~ So You Want To Be An Investor - This class contains the basic elements of leasing and property management, including the pitfalls. Ideal for those wanting to own their first rental property or start a property management company. Not intended for those who are already in the property management business, although they might pick up a tip or two.

1:00-4:00 PMETH1518..... **Kerry Kidwell**
3 Hours Elective ~ Code Of Ethics, Morally Speaking - Members are required to complete quadrennial Code of Ethics training between 01/01/09 & 12/31/12. This class will satisfy that requirement and provide 3 hours CE.

Check out www.paarealtors.com and click on the Education tab for a full schedule of Proficiency Courses and Exam dates.

ALL CLASSES WILL BE HELD AT THE PAAR OFFICE • REGISTRATION BEGINS ½ HOUR PRIOR TO DENOTED CLASS TIME • LATE ARRIVALS DO NOT RECEIVE CE CREDIT