



continuing education catalog

2009-2010

Sponsored by the Illinois Association of REALTORS®
in conjunction with the

PAAR

PEORIA AREA ASSOCIATION OF REALTORS®

REAL ESTATE PROFESSIONAL PLAZA
OF CENTRAL ILLINOIS

7307 N. Willowlake Court • Peoria, Illinois 61614-8227
Phone: 309.688.8591 • Fax: 309.688.3120

Visit us on the web at www.paarealtors.com

No increases to class
prices in over 2 years
AND we're continuing
the package pricing -
purchase 4 CE classes
and receive a
discount!

Class Dates & Descriptions

All classes will be held at PAAR. Registration begins ½ hour prior to class time!

Friday, July 17, 2009

CORA1625 9:00 AM-Noon

License Law Battle: Where Agents Learn License Law and Have Fun

3 Hours CORE A, Kerry Kidwell

Would you rather watch a game show on TV or attend a CE Class? Most of us know that answer! In this class, the students become the "contestants" and battle it out over real estate license law questions. Stay alert, you may get asked to "come on down" as well!

CORB1647 1:00-4:00 PM

Nasty Stuff: Mortgage Fraud, RESPA, Predatory Lending & Other Laws Affecting Real Estate Agents

3 Hours CORE B, Kerry Kidwell

Learn from others mistakes! This class is a look at real cases involving RESPA violations and mortgage fraud that are ever increasing in number. Also included is a look at predatory lending, FACT Act, CAN-SPAM Act and other laws that affect buyers, sellers and agents on a daily basis. Lots of tips and checklists included to help keep real estate agents and companies out of trouble.

Friday, September 25, 2009

LL134 9:00 AM-Noon

Hire Me! Guide To Hiring & Supervising Personnel In The Real Estate Business

3 Hours Elective, Kerry Kidwell

This course is an overview of what kind of problems arise when creating a "team", including legal and tax consequences, as well as covering required paperwork, including state and federal tax withholding, unemployment compensation and other reporting requirements. Also included is an overview of what licensed and unlicensed assistants are able to do.

Thursday, October 15, 2009

CORA1625 9:00 AM-Noon

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CORB1645 1:00-4:00 PM

Disclose! Disclose! Disclose! - Property Defect Disclosure under Illinois and Federal Laws

3 Hours CORE B, Kerry Kidwell

The purpose of this course is to familiarize agents about the Illinois Seller Disclosure Act and the form sellers need to complete. There will be discussion of what disclosures agents should, and should not, make in regards to Illinois License Law. The class will also contain instructions for completing the Lead Based Paint disclosure form as well as the new radon disclosure form. This course will also touch on various property "problems" such as UST's, EMF's, mine subsidence, stigmatized property and a variety of other problems. Students will receive a variety of resources and general guidelines on dealing with these difficult situations.

Friday, November 20, 2009

ENV1241 9:00 AM-Noon

Reducing Radon Risk in Real Estate

3 Hours Elective, Kerry Kidwell

After completing this class, students should be more aware of radon and its health problems, be able to explain testing, mitigation and "safe" levels to clients, understand how testing is done and obtain sources of radon information. Included will be information on the new Illinois Radon Disclosure Act. This class was developed by REEA with a grant from the US EPA.

RD941 1:00-4:00 PM

Risk Reduction and Technology Use

3 Hours Elective, Kerry Kidwell

This technology course will discuss usage of digital cameras, computers, email and the Internet properly in a real estate transaction. Includes documenting a transaction with email, lots of good websites to visit, how not to "doctor" pictures, internet advertising requirements under Illinois law, use of cell phones, fax and videotaping, do-not-call and -fax and -email, etc. NOT a class on how to buy or use software or hardware! A great course for beginning or mid-level tech users.

Wednesday, December 16, 2009

CORA1625 9:00 AM-Noon

License Law Battle: Where Agents Learn License Law and Have Fun

3 Hours CORE A, Kerry Kidwell

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Friday, January 15, 2010

FI1151 9:00 AM-Noon

So You Want To Be An Investor

3 Hours Elective, Kerry Kidwell

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.

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Friday, January 22, 2010

CORA1650 9:00 AM-Noon

Will the Defendant Please Rise: Agency & Escrow

3 Hours CORE A, Lynn Madison

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.

CORB1649 1:00-4:00 PM

Watcha Gonna Do When They Come For You: Antitrust & Fair Housing

3 Hours CORE B, Lynn Madison

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!

Friday, February 5, 2010

CORA1625 9:00 AM-Noon

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3 Hours CORE A, Kerry Kidwell

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Thursday, February 18, 2010

ETH1519 9:00 AM-Noon

Code of Ethics Review

3 Hours Elective, Kerry Kidwell

(Meets NAR requirement for Code Training.) Contains discussion of the entire Code of Ethics, the processing of ethics and arbitration complaints, plus classroom participation by attendees in mock hearing panels.

LL105 1:00-4:00 PM

Advertising & the Real Estate Agent

3 Hours Elective, Kerry Kidwell

The course discusses advertising under Illinois License Law and other various federal and state laws, such as "Do Not Call" are addressed; advertising under Regulation Z, including what "triggers" disclosures and what those disclosures have to be, and; fair housing advertising do's and don'ts are covered, including discussion of words that may not be accepted by local newspapers and MLS's. Lots of examples given!

Wednesday, March 10, 2010

FI1105 9:00 AM-Noon

Distressed Property Sales

3 Hours Elective, Kerry Kidwell

This class is a look at areas that are problematic in distressed property sales, from the agent and broker perspective. Learn the difference in the types of distressed property sales and how best to handle each type of situation, while keeping the client's information as confidential as the client chooses. Also included is information to successfully complete a short sale, the pitfalls of the process and what buyers need to know before purchasing. Should you declare in MLS that a property listing is distressed? Come find out!

RB746 1:00-4:00 PM

Elements of a Contract

3 Hours Elective, Kerry Kidwell

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.

Friday, March 26, 2010

CORA1665 9:00 AM-Noon

Agency, License Law & Escrow: Welcome to Runamuck Realty

3 Hours CORE A, Lynn Madison

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. Included will be scenarios on short sales, REO's, advertising, negotiating, earnest money and broker responsibilities.

CORB1657 1:00-4:00 PM

Legal Issues: When In Doubt - Disclose

3 Hours CORE B, Lynn Madison

What needs to be disclosed? Just about everything! And that's what this course covers. We'll talk about disclosing your involvement when listing and selling, advertising disclosures, lead paint, property defects, stigmatized properties, offsite influences and any other questions you have regarding what should, or shouldn't, be disclosed.

Thursday, April 15, 2010

TEC1713 9:00 AM-Noon

Surfing For Success

3 Hours Elective, Kerry Kidwell

Take a ride on the Internet to visit lots of websites! Learn how to find information you need at IDFPR or the US Census Bureau. Learn where to send clients and customers to research a neighborhood. Avoid becoming a victim of a con or "phishing" scheme. Also find out why agents need a Facebook page. Students will also have an electronic version of the outline available with hotlinks to all recommended sites.

Tuesday, April 20, 2010

CORA1625 9:00 AM-Noon

License Law Battle: Where Agents Learn License Law and Have Fun

3 Hours CORE A, Kerry Kidwell

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CORB1646 1:00-4:00 PM

The Dirty Dozen

3 Hours CORE B, Kerry Kidwell

Find out what NAR discovered when following lawsuits against brokers for the last several years. Students will get a chance to play "jury" and compare their results with actual cases, plus learn how to avoid getting sued. Entertaining as well as educational!

Friday, April 23, 2010

CORA1625 9:00 AM-Noon

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3 Hours CORE A, Kerry Kidwell

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CORB1645 1:00-4:00 PM

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IAR 2009-107

For Broker Renewal You Will Need:

- 1 - 3 Hour, CORE A Class
- 1 - 3 Hour, CORE B Class
- 2 - 3 Hour Elective Classes
- 1 - 6 Hour, Broker Management Class
(available on a separate flyer)

Registration Form & Class Information

3 WAYS TO REGISTER

- ❶ PAAR Members may register online at www.paarealtors.com
- ❷ Fax with credit card info to 688-3120
- ❸ Mail with check/credit card info to PAAR

Name: _____

Office: _____

Address: _____

Phone: _____

City, State, Zip _____

INDICATE COURSE SELECTIONS

- | | |
|---|---|
| <input type="checkbox"/> 07/17/09 License Law BattleCOR1625 | <input type="checkbox"/> 02/18/10 Code of Ethics..... ETH1519 |
| <input type="checkbox"/> 07/17/09 Nasty StuffCORB1647 | <input type="checkbox"/> 02/18/10 Advertising LL105 |
| <input type="checkbox"/> 09/25/09 Hire Me!LL134 | <input type="checkbox"/> 03/10/10 Distressed Property FI1105 |
| <input type="checkbox"/> 10/15/09 License Law BattleCOR1625 | <input type="checkbox"/> 03/10/10 Elements of a Contract RB746 |
| <input type="checkbox"/> 10/15/09 Disclose!CORB1645 | <input type="checkbox"/> 03/26/10 Runamuck Realty..... CORA1665 |
| <input type="checkbox"/> 11/20/09 Reducing Radon Risk.....ENV1241 | <input type="checkbox"/> 03/26/10 Legal Issues..... CORB1657 |
| <input type="checkbox"/> 11/20/09 Risk ReductionRD941 | <input type="checkbox"/> 04/15/10 Surfing For Success TEC1713 |
| <input type="checkbox"/> 12/16/09 License Law BattleCOR1625 | <input type="checkbox"/> 04/20/10 License Law Battle..... CORA1625 |
| <input type="checkbox"/> 12/16/09 Nasty StuffCORB1647 | <input type="checkbox"/> 04/20/10 The Dirty Dozen..... CORB1646 |
| <input type="checkbox"/> 01/15/10 InvestorFI1151 | <input type="checkbox"/> 04/23/10 License Law Battle..... CORA1625 |
| <input type="checkbox"/> 01/15/10 Reducing Radon Risk.....ENV1241 | <input type="checkbox"/> 04/23/10 Disclose! CORB1645 |
| <input type="checkbox"/> 01/22/10 Agency & EscrowCOR1650 | |
| <input type="checkbox"/> 01/22/10 Antitrust & FHCORB1649 | |
| <input type="checkbox"/> 02/05/10 License Law BattleCOR1625 | |
| <input type="checkbox"/> 02/05/10 Nasty StuffCORB1647 | |



PAYMENT INFORMATION

PAAR/IAR Members:

\$40.00 x _____ classes = \$ _____

OR 4 Class Package (\$120.00) = \$ _____

TOTAL DUE = \$ _____

Non-Members:

\$50.00 x _____ classes = \$ _____

OR 4 Class Package (\$180.00) = \$ _____

TOTAL DUE = \$ _____

Check enclosed, payable to PAAR.

Charge, \$ _____ to my credit card.

Visa, Mastercard or Discover Card Number:

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Expiration Date:

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Signature: _____

Pre-payment is required. No written confirmation of class will be mailed. You will be notified if the class is full. You may cancel your registration by providing 48 hours advance notice to PAAR. If the required 48 hour notice is provided, then you shall be allowed to apply your registration fee to another PAAR CE Course or have the fee refunded. Those not providing the 48 hour notice and no-shows will not receive refunds and will forfeit the course fee. Photo ID required for admittance. Late arrivals will not receive CE Credit. One retake will be allowed for failed exams.

Package Pricing:

Advanced purchase of the entire package is required. Students cannot combine to purchase a package. Refunds will not be granted for package pricing.

IMPORTANT NOTICE:

If you have any disabilities that require special accommodations, please identify those special needs:
