



**Professional Development**

Greater Louisville Association of REALTORS®



# Post Licensing Education

**GET ALL 48 HOURS OF PLE CREDIT IN 8 DAYS!**

Purchase a package and

**SAVE  
\$80**

**OFF INDIVIDUAL COURSE FEE PRICE!**

**September 18-27, 2018**



Times	Credit	Titles	DAY 1– September 18	Instructor
9am-Noon	3 Elective	<b>Safety in the Real Estate World</b>	This class will train agents in situational awareness and self-defense so they may become more confident and secure in their daily lives and various work situations.	<b>Greg Epley</b>
1-4pm	3 Elective	<b>Limiting Referral Liability</b>	This course covers the liabilities of referring home inspectors and other service providers to your clients. Also covers Radon and	<b>William Troutman</b>
Times	Credit	Titles	DAY 2– September 19	Instructor
9am-Noon	3 License Compliance	<b>License Compliance</b>	This course provides an overview of noncompliance issues that cause cancellation of a license by the KREC. Mandatory PLE class!	<b>Dennis Stilger</b>
1-4pm	3 Contracts	<b>Listing &amp; Sales Contracts</b>	This course will help you analyze, complete and explain listing contracts, advertising rules, purchase agreements and disclosures..	<b>Dennis Stilger</b>
Times	Credit	Titles	DAY 3– September 20	Instructor
9am-Noon	2 Risk Management & 1 Elective	<b>Ethics for Beginners</b>	This course will help you identify the NAR Code of Ethics and Standards of Practice. Will also fulfill the NAR Code of Ethics requirement.	<b>Dennis Stilger</b>
1-4pm	3 Technology	<b>Using RPR</b>	Learn how to use RPR to accurately create comparative market analysis (CMA) and sales comparison analysis reports. In-depth review of the	<b>Steve Bagby</b>
Times	Credit	Titles	DAY 4– September 21	Instructor
9am-Noon	3 Fair Housing	<b>Fair Housing</b>	Learn the history behind the Fair Housing laws, discuss and analyze discriminatory practices, learn how to advertise in a non-discriminatory fashion, and understand the importance of documentation of your actions.	<b>Dennis Stilger</b>
1-4pm	3 Advertising	<b>Advertising Law</b>	This class will cover the Kentucky statutes and Ethics provisions	<b>Dennis Stilger</b>

### **Please Read Registration Information Before Proceeding**

- **Registration & Confirmation:** GLAR does not accept phone registrations. Payment is due at the time of registration.
- **Refunds & Cancellations:** **PLE** refunds are only given with **24-hours notice** of cancellation. Cancellations cannot be made online and require an email or phone call to the Professional Development Department: [education@louisvillerealtors.com](mailto:education@louisvillerealtors.com) or 894-9860. If after business hours, please leave a voice message. **You must receive a cancellation email to ensure your refund.**
- **Location:** Classes are held at the GLAR Office: 6300 Dutchman's Parkway, Louisville, KY 40205.
- **Late Arrivals:** Classes will begin on time. Students arriving 10 minutes after the official start of class will not be admitted into class.
- **Rules for Receiving Credit:** The KREC requires students to both sign-in and complete an evaluation form in order to receive PLE credit. The evaluation form must include your legal name, address, phone number and your KREC license number. **Cell phones, laptops, tablets and texting are NOT PERMITTED in the classroom and are grounds for expulsion without credit or refund.**

Times	Credit	Titles	DAY 5– September 24	Instructor
9am-4pm	3 Disclosure & 3 Agency	<b>Disclosures: Required, Allowed and Prohibited</b>	<p>Agents will be able to explain to clients the Seller's Disclosure; and explain and complete the Agency Disclosure, Inducement Form, Seller Initiated Contract and Unlicensed Assistant Consent Forms after completing this course.</p> <p><b>This is a 6 hour course. Cost is \$50 for Members &amp; \$90 for Non-Members</b></p>	<b>Dennis Stilger</b>
Times	Credit	Titles	DAY 6– September 25	Instructor
9am-Noon	3 Elective	<b>Property Management</b>	In this course, you will learn the statues and regulations regarding property management. Topics covered include advertising rules, prohibited conduct and fair housing issues.	<b>Dennis Stilger</b>
1-4pm	3 Finance	<b>1031 Exchanges</b>	<p>Without a 1031 Exchange, investors pay taxes every time they move from one investment property to another. Learn how to save on capital gains taxes.</p>	<b>Jenny Fields</b>
Times	Credit	Titles	DAY 7– September 26	Instructor
9am-Noon	3 Elective	<b>The Older Client and the Real Estate Agent</b>	Gain an understanding of issues that affect older clients, such as wills, power of attorney, guardianship, reverse mortgages and more.	<b>Misty Vantrease</b>
1-4pm	3 Elective	<b>Title Issues</b>	This class is designed to inform agents about title issues that can affect their clients.	<b>Colleen Balderson</b>
Times	Credit	Titles	DAY 8– September 27	Instructor
9am-Noon	3 Contracts	<b>Contracts--Law &amp; Theory</b>	Learn the necessary elements and legal limitations of a contract. Also covers e-signatures and the unauthorized practice of law.	<b>Dennis Stilger</b>
1-4 pm	3 Agency	<b>Agency Law &amp; Disclosure</b>	<p>This course covers various issues of the Kentucky license law dealing with consumer protection, including laws regarding agency creation and dissolution, designated agency and disclosure.</p>	<b>Dennis Stilger</b>

### **Important Information About These PLE Classes**

- Taking all fifteen (15) classes/(8) days, in their entirety, will fulfill the 48 hours of required PLE credit for new licensees.
- Classes may be taken individually, as a eight (8) class/four (4) day package or in their entirety (all eight (8) days).
- The individual price for each three hour course is \$25 for GLAR Members and \$45 for Non-Members
- An eight (8) package (pick any eight (8) classes) is \$160 for GLAR Members and \$320 for Non-Members.
- The entire eight (8) day package is \$320 for GLAR Members and \$640 for Non-Members.
- Members may register for the individual classes online through <http://ims.lbr.org>.
- **No discount is given if registering through <http://ims.lbr.org>**
- **To register for a package of eight (8) classes or all 48 hours, use the registration form on the back.**
- Non-Member must use the form on the back to register for either individual classes or packages.



**Registration Form -- Fax: 502-855-5134**  
**Email: [education@louisvillerealtors.com](mailto:education@louisvillerealtors.com)**

Name: \_\_\_\_\_ GLAR Member# : \_\_\_\_\_ Active Accounts Only

KY RE License # \_\_\_\_\_ Email: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State \_\_\_\_\_

Zip: \_\_\_\_\_ Phone: \_\_\_\_\_

☐ **Check box if choosing INDIVIDUAL COURSE registration:**

1. Course Title: \_\_\_\_\_ Date & time: \_\_\_\_/\_\_\_\_/\_\_\_\_

2. Course Title: \_\_\_\_\_ Date & time: \_\_\_\_/\_\_\_\_/\_\_\_\_

3. Course Title: \_\_\_\_\_ Date & time: \_\_\_\_/\_\_\_\_/\_\_\_\_

4. Course Title: \_\_\_\_\_ Date & time: \_\_\_\_/\_\_\_\_/\_\_\_\_

☐ **Check box if choosing 8 courses PACKAGE registration:**

1. Date/time \_\_\_\_/\_\_\_\_/\_\_\_\_ Title: \_\_\_\_\_ 5. Date/time \_\_\_\_/\_\_\_\_/\_\_\_\_ Title: \_\_\_\_\_

2. Date/time \_\_\_\_/\_\_\_\_/\_\_\_\_ Title: \_\_\_\_\_ 6. Date/time \_\_\_\_/\_\_\_\_/\_\_\_\_ Title: \_\_\_\_\_

3. Date/time \_\_\_\_/\_\_\_\_/\_\_\_\_ Title: \_\_\_\_\_ 7. Date/time \_\_\_\_/\_\_\_\_/\_\_\_\_ Title: \_\_\_\_\_

4. Date/time \_\_\_\_/\_\_\_\_/\_\_\_\_ Title: \_\_\_\_\_ 8. Date/time \_\_\_\_/\_\_\_\_/\_\_\_\_ Title: \_\_\_\_\_

☐ **Check box if choosing entire 48 hour PACKAGE registration:**

**Rates:** Members \$25 for individual course. Non-Members \$45 for individual courses.

Members \$160 for 8 class package. Non-Members \$320 for 8 class packages.

Members \$320 for entire 48 hours. Non-members \$640 for entire 48 hours.

\*Package prices include lunch

Form of Payment:(✓check one) GLAR Account \_\_\_\_ Personal Check \_\_\_\_ Credit Card \_\_\_\_

Card Type: \_\_\_\_\_ Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Signature: \_\_\_\_\_ (Required )