



Professional Development

Greater Louisville Association of REALTORS®



Post Licensing Education (PLE) Package for 2019

GET ALL 48 HOURS OF PLE CREDIT IN 8 DAYS!

**SAVE Up
To \$80**

OFF INDIVIDUAL COURSE FEE PRICE!

**Monday-Thursday
March 4th-14th**



Times	Credit	Titles	DAY 1– March 4th	Instructor
9am-Noon	3 Fair Housing	Fair Housing	This class you will learn, discuss, and analyze discriminatory practices; know how to advertise in a non-discriminatory fashion; and understand the importance of documentation of their actions	Dennis Stilger
1-4pm	3 Agency	Agency Law and Disclosures	This course will cover various issues of the KY license law dealing with consumer protection including laws regarding agency creation and dissolution, designated agency and disclosure.	Dennis Stilger
Times	Credit	Titles	DAY 2– March 5th	Instructor
9am-Noon	3 License Compliance	License Compliance	This course provides an overview of noncompliance issues that cause cancellation of a license by the KREC. Mandatory class!	Kathy Pfeffer
1-4pm	2 Risk and 1 Elective	Real Property Title in Estate or Trust	Know what to expect if you're the buyer's agent in a transaction where the seller is a trust or estate. Common issues that may arise from a real estate transaction involving a trust or estate will be addressed.	Cora Henderson
Times	Credit	Titles	DAY 3– March 6th	Instructor
9am-Noon	3 Contracts	Contracts: Law & Theory	Agents will fully understand the necessary elements of a contract and the legal limitations of the contract. Covers e-signatures and unauthorized practice of law.	Dennis Stilger
1-4pm	3 Advertising <i>Fulfills Ethics</i>	Advertising Law and Ethics	This class will cover the KY statutes and NAR® Ethics provisions regulation advertising. It will also help Agent write compliant ads.	Dennis Stilger
Times	Credit	Titles	DAY 4– March 7th	Instructor
9am-Noon	3 Elective	Listing to Leads	This course will make you aware of the downfalls of current transaction processes regarding a home inspection.	William Troutman
1-4pm	3 Elective	Safety in the Real Estate World	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.	Greg Epley

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. Please email or call the Professional Development Department: 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 from class.

Times	Credit	Titles	DAY 5– March 11th	Instructor
9am-Noon	3 Elective	Landlord/Tenant Law	This class will help you understand the Landlord Tenant Act. You will learn the provisions relating to eviction, security deposits and more.	Dennis Stilger
1-4pm	3 Contracts	Listing & Sales Contracts	This course will help you analyze, complete and explain listing contracts, advertising rules, purchase agreements and disclosures.	Dennis Stilger
Times	Credit	Titles	DAY 6– March 12th	Instructor
9am-Noon	3 Elective	The Older Client and the Real Estate Agent	This law course will assure older clients that their agent fully understands the issues of Wills, Power of Attorney, Guardianship, Reverse Mortgages and more.	Kelly Gannot
1-4pm	3 Elective	Title Issues	This class is designed with a goal of informing Agents about title issues that can affect their closings.	Colleen Balderson
Times	Credit	Titles	DAY 7– March 13th	Instructor
9am-4pm	3 Disclosures & 3 Agency	Disclosures: Required, Allowed and Prohibited	Students 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.	Dennis Stilger
Times	Credit	Titles	DAY 8– March 14th	Instructor
9am-Noon	3 Technology	Using RPR	In this class you will learn the safest way to get into investment real estate and the realistic expectations of return on investments. CLASS LIMITED TO 22 STUDENTS. MAY TAKE FLEX IN PLACE	Steve Bagby
1-4pm	3 Finance	Mortgage Pitfalls	Learn how a secondary market is originated, how loans flow to the secondary market, and the process the borrower goes through and potential threats to their deal.	Jeff Ratanapool

Important Information About These PLE Classes

- Taking all sixteen (16) 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 these courses is \$15 for GLAR Members and \$35 for Non-Members
- A four (4) day package (pick any four (4) days) is \$80 for GLAR Members and \$280 for Non-Members.
- The entire eight (8) day package is \$160 for GLAR Members and \$480 for Non-Members.
- Members may register for the individual classes online through <http://ims.lbr.org>.
- **To register for a package of four (4) or eight (8) days, 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

Name: _____ GLAR Member# : _____

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 or More Classes:**

1. Date(s): ____/____/____ Course Titles: _____/_____/_____

2. Date(s): ____/____/____ Course Titles: _____/_____/_____

3. Date(s): ____/____/____ Course Titles: _____/_____/_____

4. Date(s): ____/____/____ Course Titles: _____/_____/_____

☐ **Check box if choosing entire 8 DAY PACKAGE registration:**



Rates: Members \$15 for individual course. Non-Members \$35 for individual courses.

Members \$80 for 4 day package. Non-Members \$280 for 4 day packages.

Members \$160 for entire 8 days. Non-members \$480 for entire 8 dates.

*Package prices include lunch

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

Card Type: _____ Number: _____ Exp. Date: _____

Signature: _____ (Required)