

New Member Orientation

TJ Simon, Educator

You are a REALTOR®, now what? This mandatory class will get you up to speed on all three aspects of the REALTOR® organization. Learn about the National, State and Local Associations and all the benefits you receive from your membership. *NMO includes Ethics.*

Speed Networking with Affiliates

Lunch is provided, it's like speed dating with our Affiliates. You will have the opportunity to visit one on one with some of our Affiliates and learn what they can do for a New REALTOR® in our Association.

Let's Be Professional –NAR Code of Ethics

T.J. Simon, Educator

This class will inform licensees of professional ethics in real estate. It will explore common scenarios faced by real estate professionals, and their legal and ethical duties when these situations arise. Suggestions of corrective action and communication will be discussed as a standard of practice. *This course meets the NAR Ethics requirement. Need Ethics every two years.*

What's new in 2019 (New Forms Class)

Mike Brennan, Educator

Class Forms change as laws are updated. Understanding and being able to explain forms to our consumers is an important job. By attending this class, you will learn all about the form changes from the State Association of REALTORS®.

Seller Concessions

Suzanne Barkalow, Educator

Identifying seller concessions and analyzing when to make appropriate adjustments in the sales compression, approach is one of the biggest challenges for residential appraisers. *REALTOR® and Appraisal Approved*

2018-2019 MN REQUIRED MODULE:

Risk Management

Mike Brennan, Educator

Today's Complex real estate transactions are full of challenges and expose licensees to a number of high risks. This course will provide guidance on reducing risk liability exposure. *(Also satisfies the 1-hour Broker Module requirement)*

You Be the Judge

Mike Brennan, Educator

Students will be exposed to disputes where the students will have the opportunity to be the interviewer/investigator. And decision maker of whether a violation happens or not. Violations of Law will be discussed. Interactive class. *This course meets the Commerce Department's Agency & Fair Housing requirements. Need every two years.*

How Does this Measure Up?

Mike Brennan, Educator

In this course, licensees will learn about the way to measure property from the exterior for total square footage, interior room sizes and unusually shaped areas. With instructor led discussions and working examples, students will calculate the square footage of a property.

USPAP

Susanne Barkalow, Educator

Residential Appraising Today: New things to think about. New Offering that presents a variety of challenging residential situations, discussing highest and best use decisions, methods to extract adjustments, the need for market analysis, and other topics. Approved for 7 hours of MN CE, both Appraisal and Real Estate. *Required Manual cost is \$100 for appraisers (2 books), \$25 for non-appraisers. Purchase from instructor day of class. (cost subject to change)*

Identifying Comparable Sales

Suzanne Barkalow, Educator

In this Course you will be able to find appropriate comparable, then identify appropriate elements of comparison. This class will provide guidance on CMA with discussion with the differences between neighborhood and market area. *REALTOR® and Appraisal Approved*

CRS Class “Zero to 60 Homes Sales \$ Beyond”

Matthew Rathbun, Educator

Do you dream of selling 60 homes or more per year, but aren't sure where to begin? Whether you are looking to jumpstart your business or just starting out, this one-day course led by certified CRS instructors will focus on what's involved in taking your sales from "zero to 60" and how you can create a plan to turn your sales goal into reality. Learn new methods for marketing and bringing in a continuous flow of business and discover techniques for positioning yourself as the REALTOR® of choice in your area. After attending this informative and engaging class, you'll walk away with the knowledge and tools you need to immediately form and execute an action plan to maximize your profits.

****Class is pending approval Real Estate credits*

A REALTORS® Guide to Working with Appraisers

David Goedker, Educator

Preparing the appraisers; Things to look for as a Buyer and or Seller; deciphering the report; understanding the process from the appraiser's point of view.

****This class is pending approval Real Estate credits*

Residential Appraising: New Things to Think about!

Susanne Barkalow, Educator

New Offering that presents a variety of challenging residential situations, discussing highest and best use decisions, methods to extract adjustments, the need for Market analysis, and other topics. *REALTOR® and Appraisal Approved*

Cass County GIS and Assessor Info

Jess Watts, Educator **Class in Walker, MN**

An introduction to Cass County Services: GIS mapping, interpreting field cards, shoreland management, delinquent taxes and land sales, and more. Learn to navigate through the tools of Cass County resources. This is an excellent class for anyone living or working in Cass County. *This class is approved by Minnesota Department of Commerce*

Smooth Home Inspections

Jonathan Klive/Rueben Saltzman, Educator

This class will cover the most common home inspection “hiccups” that occur with Real Estate. We will discuss what can be done to help prevent problems. Topics include home inspection basics. The second half of the class will focus on purchase agreement amendments, negotiations after the inspection, and big defects to look out for before the inspection.

This class is approved by Minnesota Department of Commerce

EDUCATION CARD COST

New Members	\$95.00
Current Members	\$125.00
Non-Members	\$175.00
Member: per credit hour	\$15.00
Non-Member: per credit hour	\$16.00

Home Warranty

Peter Jackson, Educator

This course is designed to outline some of the common coverages of a home warranty and then dive deeper into understanding the limits, exclusions, and the potential problems that could exist. You'll be exposed to the entire warranty process, flow of claims, understanding common limits and the role of the home inspection as it pertains to home warranties and potential gaps in coverage

****This class is pending approval Real Estate credits*

All you need to know about Septic's

Tom Esperson, Educator

Learn the various aspects of researching, developing and presenting a Comparative Market Analysis when working with sellers. Resources discussed will include the MLS and RPR. The instructor will present elements of a thorough CMA, how market dynamics effect pricing, the relation of pricing to timing, and other factors that may indicate a price adjustment.

****This class will be sent to commerce for approval*

Art of Communication

Ruth Carrier, Educator

Understanding the styles of buyers and sellers effectively will result in a smooth transaction for all parties involved. Making positive relationships is the key to knowing how everyone can effectively participate in the buying and selling of their home.

Negotiation with Intention

Ruth Carrier, Educators

In each negotiation opportunity, consumers will be represented with strict attention to fiduciary duties, whether they chose to work with a Real Estate agent as a client or a consumer.

Consumers will be represented by Real Estate professionals who understand negotiation principles and can skillfully act to attain their specific desired outcomes in the transaction.

MMBA and GLAR Education & Product Showcase

February 7, 2019

12:00 - 2:00

Breezy Point Convention
Center

GLAR And Mid MN
Builders Association Are
Partnering for A Combined
Education and Product
Showcase



DATE	CLASS	CREDITS
10-10	Required Module Risk Management	3.75
10-10	You be the Judge	3.75
10-11	What's New in 2019	3.75
10-11	How Does this Measure up?	3.75
10-24	New Members Orientation	-
10-24	Let's Be Professional - Ethics	3.00
11-07	Instanet	3.00
11-07	Electronic Signatures for Real Estate	2.50
11-13	CMA-Comparative Market Analysis	4.00
IZATYS		
11-14	Required Module Risk Management	3.75
11-14	You Be the Judge	3.75
11-15	What's new in 2018-2019	3.75
11-15	How does this Measure up?	3.75
11-19	Let's Be Professional - Ethics	3.00
01-24	New Member Orientation	-
01-24	Let's be Professional - Ethics	3.00
BREEZY POINT - EXPO		
02-07	Required Module Risk Management	3.75
02-07	Identifying Comparable Sales	2.00
02-07	Seller Concessions	2.00
02-11	CRS: Zero to 60 Home Sales	8.00
03-06	Residential Appraising	8.00
03-07	USPAP	7.00
WALKER COMMUNITY CENTER		
03-20	Cass County GIS and Assessor Info	7.50
04-10	Home Inspection	2.00
04-10	A REALTORS® Guide to Working with Appraisers	2.00
04-10	Home Warranty	3.00
04-17	All You Need to Know about Septic's	2.00
04-24	New Member Orientation	-
04-24	Let's Be Professional - Ethics	3.00
05-08	The Art of Communication	3.00
05-08	Negotiation with Intention	3.00
06-12	Required Module Risk Management	3.75
07-24	New Member Orientation	-
07-24	Let's Be Professional - Ethics	3.00

All classes are held at GLAR unless posted differently. Classes in **RED** are at different locations.

The Greater Lakes Association of Realtors



2018- 2019 CONTINUING EDUCATION

REALTORS® & APPRAISERS

15344 Pearl Drive
Baxter, MN 56425