



PLEASE NOTE CLASSES ARE BEING HELD AT TWO DIFFERENT LOCATIONS IN ORDER TO BE ABLE TO BETTER
SERVE OUR MEMBERSHIP

North Location: Elgin Community College

11/02/11 (check in 8:45am) 9am-12pm Instructor: Kristine Brown

Core B - COR1657: Legal Issues- When in Doubt Disclose (3 hours Core Credit)

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.

11/02/11 (check in 12:45pm) 1pm-4pm Instructor: Kristine Brown

Elective – RB746: Elements of a Contract (3 hours Elective Credit)

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.

02/16/12 (check in 8:45am) 9am-12pm Instructor: Lynn Madison

Core A – COR1655: Welcome to Runamuck Realty (3 hours Core Credit)

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.

02/16/12 (check in 12:45pm) 1pm-4pm Instructor: Lynn Madison

Elective – RB707: Pitfalls & Possibilities- Presenting and Negotiating Contracts (3 hours Elective Credit)

It is critical that a professional real estate practitioner know what their responsibilities and duties are in the important step of presenting and negotiating their client's offers. This course looks at the Code of Ethics for the guidelines we need to help our buyers and sellers in negotiating. We'll discuss state laws as applicable and through case studies we'll explore common difficult situations and how to resolve them.

04/12/2012 (check in 8:45am) 9am-12pm Instructor: Kerry Kidwell

Core B – COR1646: The Dirty Dozen- 12 Ways to get sued and how to avoid them! (3 hours Core Credit)

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!

04/12/2012 (check in 12:45pm) 1pm-4pm Instructor: Kerry Kidwell

Elective – Code of Ethics ETH1518: Morally Speaking... an Ethics "Check-Up" (3 hours Elective Credit)

Is there such a thing as "situational ethic?" Ponder this question while taking a look at recent changes in the REALTORS® Code of Ethics as well as the professional standards process in general. Also included are several case studies for you to decide. This class also counts towards the NAR quadrennial ethics requirement.



South Location: Hampton Inn & Suites (Aurora)

10/03/11 (check in 8:45am) 9am-12pm Instructor: Lori Cox

Core B – COR1633: Legal Issues- The Long and the Short of It (3 hours Core Credit)

The aftermath a distress property sale follow the property owner for an extended period of time following the sale. Was the best course of action chosen? We will explore a variety of short sale options for homeowners in distress as well as short sale fraud and best short sale business practices.

10/03/11 (check in 12:45pm) 1pm-4pm Instructor: Lori Cox

Elective – Code of Ethics ETH1523: At Ease with Ethics (3 hours Elective Credit)

This classroom course is a fast paced, fun and full of information about the Code of Ethics and Standards of Practice. This course will help students become more familiar with the procedures involved in filing a complaint, hearing process, serving on the Grievance and Professional Standard Committees and compliance with respect to the Code of Ethics to enhance the licensees professionalism and enhance relationships with the public.

01/19/12 (check in 8:45am) 9am-12pm Instructor: Lori Cox

Core A – COR1652: Do it Right! (3 hours Core Credit)

In this course we will take a closer look at our License Law 2000 rewrite. The update includes new rules on escrow and new disclosure responsibilities. We will also explore recent complaints sent to IDFPR that could be avoided with a better understanding of doing what is right.

01/19/12 (check in 12:45pm) 1pm-4pm Instructor: Lori Cox

Elective – AGY411: Agency in Action (3 hours Elective Credit)

When licensees begin working with consumers there is a responsibility of written agency disclosure. In this program, we will explore the numerous activities that occupy a day in the life of licensees and how to be certain to make the proper agency disclosures as well as acting in the appropriate way determined by the written discloser that has been made.

03/07/12 (check in 8:45am) 9am-12pm Instructor: Ed Kettley Jr.

Core A – COR1656: Who's My Client? Agency, License Law, & Escrow (3 hours Core Credit)

This course provides a review of agency, licensing requirements, compensation and business practices, escrow requirements and disciplinary provisions. The instructor introduces 5 case studies to review including: Customer or Client, Dual Agency Issues, Exclusive Brokerage and Minimum Services Issues, Who's My Broker Escrow Issues

03/07/12 (check in 12:45pm) 1pm-4pm Instructor: Ed Kettley Jr.

Elective – Code of Ethics ETH1512: It's Good Business (3 hours Elective Credit)

Updated to include the latest code issues and requirements. This course prepares the agents to conduct their business ethically and legally while working professionally with other REALTORS® and service providers.



REGISTRATION

IMPORTANT: READ EACH STEP CAREFULLY!

LOCATIONS: Please note classes are being offered at two different locations to be able to better serve our membership.

North Location: Elgin Community College, 1700 Spartan Dr Elgin IL 60123. Class is held in the Seigle Auditorium which is located in the University and Business Center Building (UBC) at the corner of Spartan & Lehr Drive.

South Location: Hampton Inn & Suites, 2423 Bushwood Dr. Aurora IL 60506 (Just South of I88 at Orchard Rd)

CHECK-IN:

The Illinois Department of Financial & Professional Regulations requires attendees to be on time. There will be no late admittance and no one may leave the classroom except during scheduled breaks. Anyone leaving will not receive credit for the course. Please arrive at the location 15 minutes prior to the start of the class for registration. You will be required to show a photo ID and your pocket license at the door. You must pre-register with the REALTOR® Association of the Fox Valley, Inc. Those not pre-registered will not be allowed entrance to the class. When registering on-line take special care to complete ALL steps and print your confirmation page. One retake is allowed per failed exam.

REQUIREMENTS:

The general continuing education requirement for the 2012 Broker renewal is 18 hours. You will be required to complete 9 hours of core curriculum and 9 hours of elective curriculum. December 31, 2012 is also the end of the third Quadrennial for NAR's mandatory Code of Ethics requirement. You will need to have completed at least one Code of Ethics class at some time between January 1, 2009 and December 31, 2012 to fulfill this requirement. All Salesperson licensees should have also transitioned their license to a Broker license or should be in the process of completing that transition before renewal. Depending on which avenue you take to transition your license will directly affect your CE requirement. If you transitioned your license by taking the one time Proficiency exam you will need all 18 hours of CE. If you took a 30 hour transition course you will not need to do any additional continuing education.

If you are an RAFV Member, you must register for all CE classes on-line to receive them for FREE at www.rafv.com. All class registration ends 2 business days prior to the course date, or when the class is booked full. If you are a member of another Association or a non-member, please place an "x" next to the course(s) you wish to take and return to the RAFV office with a check. Two separate courses are taught on each day. Please note: Any registration changes must be made at the Association office no later than 2 business days prior to the class date. If you register for a class and don't attend or cancel at least two business days prior to class you will be billed a \$25 fee.

Name: _____ Office Name: _____ MLS AGENT ID# _____

Daytime phone number: (____) _____ E-Mail: _____ (Required)

Do you have any special disabilities, which require accommodations? Y/ N _____

FEES: RAFV Members: FREE (on-line registration only)
 IAR Members: \$45 per class NRDS# _____ (for IAR membership verification)
 Non-Members: \$55 per class

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