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CONTINUING EDUCATION COURSE SCHEDULE

THURSDAY, JANUARY 17, 2019

COR A 16012 "FAIR HOUSING, AGENCY, LICENSE LAW AND ESCROW… 3 hours 9am to 12pm with Chris Read
SAFEGUARDING THE CONSUMER WE SERVE "

With the opportunity to serve the general public comes the responsibility to conduct business in ways that keep the best interests of the consumers we interact with as a primary objective. This course focuses on compliance with license law as well as federal, state and local laws for fair housing, not only for risk management goals, but also for enhancing professional relationships with clients and customers.

ELECTIVE RD 975 "TEAM STRATEGIES FOR PERFORMANCE AND LICENSE COMPLIANCE" 3 hours 1pm to 4pm with Chris Read

Successful team development is a science that can be learned. In today's marketplace, there have been cases where teams are operating in ways that are contrary to the license law act and rules. This course will look at best practices for a team's strategic growth as well as risk management habits that will keep the team on the right track.

TUESDAY FEBRUARY 5, 2019

COR B 1657 "WHEN IN DOUBT — DISCLOSE" 3 hours 9am to 12pm with Lynn Madison

Practical application scenarios are used to illustrate the importance of disclosure in all areas of the real estate business. This course includes information on the CFPB TRID changes and the agent's responsibility in the disclosure of the new process to buyers to ensure that they understand how the new rules affect the transaction.

ELECTIVE RB 746 "ELEMENTS OF A CONTRACT" 3 hours 1pm to 4pm with Lynn Madison

Using the local association contract as a base, we will explore the nuances of the contract as well as the universal concepts of sound contract writing. Result: Fewer fall-through transactions, more accepted contracts, fewer problems - more closings!

TUESDAY FEBRUARY 27, 2019

COR B 1623 "LEGAL ISSUES: Swinging with the pendulum in today's regulatory environment" 3 hours 9am to 12pm with Chris Read

Today's regulatory environment is producing new laws and regulations every week at the federal, state and local levels. This course will focus on just a few of the historical and recent regulations that are having the largest impact on today's buyers and sellers in Illinois.

ELECTIVE RB 725 "CONTRACT STRATEGIES FOR SUCCESS" 3 hours 1pm to 4pm with Chris Read

Featuring the NEW 7.0 MULTI BOARD contract, this course will help both Buyer Agents and Listing Agents to professionally assist their clients make timely decisions and actions that are in the best interest of a smooth transaction versus firefighting crisis issues. Licensees with a thorough understanding of contract legalities can play an important role in proactively positioning their clients for a more successful transaction.

THURSDAY MARCH 28, 2019

COR A 1634 "FAIR HOUSING, AGENCY, LICENSE LAW & ESCROW" 3 hours 9am to 12pm with Norm Willoughby

This course meets the minimum requirements for the new Core A 3-hour required by the IDFPR. It provides an in depth review of the Real Estate License Act of 2000 with particular emphasis on Fair Housing, Agency, Licensing requirements, compensation and business practices, escrow and disciplinary provisions.

ELECTIVE FI 1103 "PROPERTY TAXES IN ILLINOIS" 3 hours 1pm to 4pm with Norm Willoughby

This course is an introduction to the basic principles and concepts of the Illinois property tax system. Property taxes in Ilinois are the major source of revenue for local units of government, schools and local taxing bodies and districts. Over the past 30 years, property taxes have become a major expense for property owners and can be an obstacle to home ownership.

FRIDAY APRIL 12, 2019

COR B 16008 "LEGAL ISSUES DANGER MANAGEMENT" 3 hours 9am to 4pm with Norm Willoughby

This course will cover legal issues of concern for today's real estate professionals. The main focus will be to identify some areas that pose particular or increased potential risk to real estate practitioners and some suggestions for reducing, removing or transferring those risks from their practices. Current topics for discussion include agency, physical property disclosure requirements, property management, office policies and other topical legal issues like federal enforcement actions regarding the Real Estate Settlement Procedures Act (RESPA).

ELECTIVE FI 1103 "PROPERTY TAXES IN ILLINOIS" 3 hours 1pm to 4pm with Norm Willoughby

This course is an introduction to the basic principles and concepts of the Illinois property tax system. Property taxes in Illinois are the major source of revenue for local units of government, schools and local taxing bodies and districts. Over the past 30 years, property taxes have become a major expense for property owners and can be an obstacle to home ownership.

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