



# Three Rivers Association of REALTORS® CE Course Catalog

Here is a link to the [2024 Renewal Requirements](#) from Illinois REALTORS®. This chart is also the last page of this catalog.

Brokers licensed **PRIOR** to **November 1, 2021** - Choose 1 course from our Illinois CORE class options or the **red section**, 1 Sexual Harassment Prevention Training course from the **yellow section**, and 2 or 3 Elective Classes from the **green section** to meet your renewal requirements on April 30, 2024.

Brokers licensed between **Nov. 1, 2021 - Oct. 31, 2023** - You need to complete the 45 Hour Broker Post-Licensing Courses to renew on April 30, 2024. These courses are broken up into three 2-day class modules which are Risk Management, Transactional Issues, and Applied Brokerage Principals. You must attend both class days to receive credit for a course module. Please skip to the **Broker Post-License purple section** for all of your course options.

Brokers licensed **on or after Nov.1, 2023** - Your license expires April 30, 2026.

**NAR Designation and Certification courses** can be found in the **navy blue section**. These classes may earn elective CE credit toward your renewal and that information can be found within the class listing

All **FREE MRED** in-person classes being held at the TRAR office can be found in the **MRED section**. These courses do not earn CE credit toward your renewal however, these courses will expand your knowledge of how to use MRED to benefit your business.



## **IL CORE Classes**

**Brokers licensed PRIOR to November 1, 2021 – 4 Hours of IL CORE is required to renew your license. Choose one class from the list below to meet the 4 Hour requirement:**

To register online now, scan the QR code to the right of the class listing.

### **Wednesday, December 13, 2023**

**ILCOR1906 – Illinois CORE    4 Hour CORE Credit    12:00pm-4:00pm**  
(see also SHP class scheduled for 12/13 from 9am-11am)

**Instructor: Chris Read**

**Cost:** \$0.00 Members  
\$35.00 Non-Members



**Course Description:** (Course No. 564003753) This course will provide attendees with the knowledge and skills necessary to protect consumers, enhance the professionalism of the real estate brokerage industry and prevent violations of the Real Estate Act.

### **Thursday, January 18, 2024**

**ILCOR1906 – Illinois CORE    4 Hour CORE Credit    8:30am-12:30pm**  
(see also ETH1513 scheduled 1/18 at 1pm-4pm)

**Instructor: Kimberly Trimmel**

**Cost:** \$0.00 Members  
\$35.00 Non-Members



**Course Description:** (Course No. 564003753) This course will provide attendees with the knowledge and skills necessary to protect consumers, enhance the professionalism of the real estate brokerage industry and prevent violations of the Real Estate Act.



## **Wednesday, March 6, 2024**

**ILCOR1906 – Illinois CORE 4 Hour CORE Credit 12:00pm-4:00pm**  
**Instructor:** Chris Read  
**Cost:** \$0.00 Members  
\$35.00 Non-Members



**Course Description:** (Course No. 564003753) This course will provide attendees with the knowledge and skills necessary to protect consumers, enhance the professionalism of the real estate brokerage industry and prevent violations of the Real Estate Act.

## **Monday, March 18, 2024**

**ILCOR1906 – Illinois CORE 4 Hour CORE Credit 8:30am-12:30pm**  
**(see also ETH1502 scheduled 3/18/24 at 1:30pm-4:30pm)**  
**Instructor:** Annette Panzak  
**Cost:** \$0.00 Members  
\$35.00 Non-Members



**Course Description:** (Course No. 564003753) This course will provide attendees with the knowledge and skills necessary to protect consumers, enhance the professionalism of the real estate brokerage industry and prevent violations of the Real Estate Act.



## Sexual Harassment Prevention Training (SHP)-

Brokers Licensed PRIOR to November 1, 2021 are required to take at least 1 hour of SHP training. Choose one class from the list below to meet the 1 Hour requirement and receive 2 elective CE hours:

To register online now, scan the QR code to the right of the class listing.

### Wednesday, December 13, 2023

**RD982 – Sexual Harassment Prevention & Safety**

9am-11am

**2 Hour Elective**

**Instructor: Chris Read**

**Cost:** \$0.00 Members

\$35.00 Non-Members



**Course Description:** (Course No. 564003296) This 2-hour elective course is designed to meet the requirements of sexual harassment prevention training required for all IDFPR licensees. In addition, it provides the student with information and training for safe interaction with the public in real estate transactions.

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## ELECTIVE COURSES

**Brokers Licensed PRIOR to November 1, 2021 are required to take 8 hours of elective courses which should include at least 1 hour of SHP training (see above for SHP course choices). Choose 2 or 3 courses from the list below to meet the 8 hour requirement (please note the SHP classes also accrue elective credit).**

**To register online now, scan the QR code to the right of the class listing.**

### Friday, November 10, 2023

**RD921 – Essential Buyer Seller Conversations 3 Hour Elective 9am–12pm**

**Instructor:** Annette Panzek

**Cost:** \$0.00 Members  
\$35.00 Non-Members



**Course Description:** (Course No. Pending) This class will equip you with essential skills and scripts for listing appointments, buyer consultations, and contract negotiations enabling you to excel in your real estate practice. Interactive presentations, practical exercises, role playing, and case studies with help you learn how to address: Compensation; Pricing; Buyer’s questions about areas, schools, & crime rates; Challenges & objections during the negotiation process; Multiple offer situations; and Communication.

**TECH1717 – Cyberblunders 2.0 3 Hour Elective 1:00pm-4:00pm**

**Instructor:** Annette Panzek

**Cost:** \$0.00 Members  
\$35.00 Non-Members



**Course Description:** (Course No. Pending) While technology has made it easier to conduct business it has also opened the door for breaches in security and invasion into privacy. With this has come regulations to keep us safe and protect our privacy, businesses and create transparency. This course will explore laws surrounding technology used in real estate and safety measures we should take when conducting our business using technology. Subject matter includes websites, virtual offices, copyright infringement issues, use of social media, CRMS’s and online safety measures.



## **Monday, January 8, 2024**

**RB 729 – RETHink the Buyer Conversation: Deliver Value, Build Trust, Get Loyalty    3 Hour Elective    9:00am-12:00pm**

**Instructor:** Lynn Madison

**Cost:** \$0.00 Member  
\$35.00 Non-Member



**Course Description:** (Course No. 564003875) The real estate business is changing, and we need to change with it. The need to have a buyer representative agreement with the buyers is becoming more important than ever. This course assists you in creating your unique value proposition and articulating it to the buyers and evaluates the contents of buyer rep agreements and how to explain them to buyers.

**RB730 RETHink the Seller Conversation Deliver Value, Build Trust, Get the Listing    3 Hour Elective    1:00pm-4:00pm**

**Instructor:** Lynn Madison

**Cost:** \$0.00 Member  
\$35.00 Non-Member



**Course Description:** (Course No. 564003876) Things are changing in the real estate world, and we must stay on top of those changes. This course takes a deep dive into the conversations that need to change when discussing compensation with the seller and helps to fine-tune your unique value proposition to assist the seller in making informed decisions and assisting you in performing your statutory duties to your sellers.

## **Thursday, January 18, 2024**

**ETH-1513 - Understanding Ethics, Diversity, Inclusion & YOU    3 Hour Elective    1:00pm-4:30pm**

**Instructor:** Kimberly Trimmel

**Cost:** \$0.00 Members  
\$35.00 Non-Members



**Course Description:** (Course No. 564003601) This course provides real estate leasing agents, brokers and managing brokers with reliable references for guidance in dealing with complex ethical issues while working in today's marketplace. In an effort to meet the needs of having individuals participate in the real estate business and bring their full selves to work, this course also folds in the need to examine the effect and positive impact of a diverse and inclusive work environment.



## Wednesday, January 31, 2024

**TEC1701 – Innovation in Real Estate: Embracing AI, Ethics, Digital Marketing, & Data**      **3 Hour Elective**      **9:00am – 12:00pm**

**Instructor:** Carrie Little

**Cost:** \$0.00 Members  
\$35.00 Non-Members



**Course Description:** (Course No. 564003901) Artificial intelligence is just that, intelligence that is artificial. It is the ability to provide information in seconds based on human coding. AI gets smarter as we use it. It is not human but might feel human when it responds. In this course you will learn to understand the concept of artificial intelligence (AI) and recognize the role of code of ethics, fair housing laws and license laws in the context of AI usage in real estate.

**TEC1728 – Think Outside the Box: Tell the Story with Data**  
**2 Hour Elective**      **1:00pm – 3:00pm**

**Instructor:** Carrie Little

**Cost:** \$0.00 Members  
\$35.00 Non-Members



**Course Description:** (Course No. 564003352) Have you ever needed to explain numbers to your sellers and buyers, but you struggle with explaining it?

This course will provide simple ways to explain market data to your clients with the tools you access daily.

## Monday, March 18, 2024

**ETH1502 – Everyday Ethics**      **3 Hour Elective**      **1:30pm-4:30pm**

**Instructor:** Annette Panzek

**Cost:** \$0.00 Members  
\$35.00 Non-Members



**Course Description:** (Course No. 564003863) This course will cover how the REALTOR® Code of Ethics affects a REALTORS® day-to-day business and its impact on our industry and how our business is perceived by the general public. Using case studies and examples, this course will explain the Code of Ethics and how it relates to a REALTOR®'S business. At the end of the course students should be able to cite key components of the Code of Ethics and know what to do when unethical behavior is witnessed or there is a dispute about money.



## **Monday, April 22, 2024**

**TEC1732 – Digital Agent Toolkit    3 Hour Elective    9:00am-12:00pm**  
**Instructor: MRED**  
**Cost: FREE**



**Course Description:** (Course No. 564003810) Real estate is all about personal connections. Technology can go a long way to enhance those relationships by improving communication and safely providing services. This class provides the tools to make daily work life more efficient and effective using digital resources that are already available online and through your MLS (if you are an MLS participant). The student will also learn tips for using those online resources to find clients, engage with them and close more transactions.

\*This course concentrates on the use of technology as authorized by Illinois Real Estate License Act Section 5-70(f)(17). The more adept a student can be using proper digital tools, the more professional they will be and consumer protection is enhanced by the students understanding and use of reliable digital tools in their practice.

**Learning Objectives:** Define and build a lead generation squeeze page to capture new business opportunities, while following ethics, fair housing and real estate laws; Use the tools that are already available in your own toolkit to convert leads into clients; Learn how to use digital transaction management tools to close transactions securely and electronically; Identify and abide by fair housing, state laws, and ethics requirements when using digital solutions for real estate brokerage business.

## **Monday, April 22, 2024**

**TEC1730 – Virtual Real Estate Business    2 Hour Elective    1:00pm-3:00pm**  
**Instructor: MRED**  
**Cost: FREE**



**Course Description:** (Course No. 564003531) This course will help you identify the best virtual tools for your client and expand your technology toolkit to include creating virtual showings and open houses, live tours and virtual meetings.





## **NAR Designation and Certificate Courses**

**The classes listed below may also accrue Elective Credit you can apply toward your license renewal.**

**Please note, the costs of these classes are not included as a benefit with your paid member dues.**

**To register online now, scan the QR code to the right of the class listing.**

### **Monday, December 11th & 18th, 2023**

#### **NAR DESIGNATION COURSE**

**RB773 – ABR – The Practice of Buyer Agency 12 Hour Elective**

**9:00am-4:00pm**

**Instructor:** Lynn Madison

**Cost:** \$229 Members

\$249 Non-Members



**Course Description:** (Course No. 564003098) The Accredited Buyer's Representative (ABR®) designation is for real estate buyer's agents who focus on working directly with buyer-clients at every stage of the home-buying process.

**Course Goals:** Understand and demonstrate your value to today's buyer; Acquire the skills and resources to succeed as a buyer's agent in a dynamic real estate market; Help buyers find the right property at the right terms and price in both buyer's and seller's markets.

This course satisfies the 2 Day Course requirement to obtain the NAR ABR Designation. See [Accredited Buyer's Representative \(ABR®\) \(nar.realtor\)](https://www.nar.realtor/education/abr) for more information regarding the requirements for this designation.

**\*Must attend both days to receive credit.**



## **15 Hour Broker Post-Licensing Courses**

**Brokers Licensed PRIOR to November 1, 2021 are required to take 8 hours of elective courses which should include at least 1 hour of SHP training (see above for SHP course choices).**

**To register online now, scan the QR code to the right of the class listing.**

Please note: Registering for Day 1 of the following modules will automatically register you for Day 2 of that module.

### **Wednesday, November 1, 2023 & Friday, November 3, 2023**

**Applied Brokerage Principals 15 Hour Post-License 8:30am-5pm**

**Instructor:** Lynn Madison

**Cost:** \$0.00 Members

\$129.00 Non-Members



**Course Description:** To provide new broker licensees with enhanced knowledge of a broad range of topics applicable to the real estate profession. The courses will assist the broker in developing the skills necessary to protect consumers and enhance the professionalism of the real estate industry.

**Please note:** The 45-hour post-license courses are for licensed brokers in their **FIRST** renewal cycle. **You must have been issued your license prior to taking these courses.**

### **Wed. & Thurs., November 29th & 30th, 2023**

**Risk Management & Orientation - 15 Hour Post-License 8:30am-5pm**

**Instructor:** Lynn Madison

**Cost:** \$0.00 Member

\$129.00 Non-Member



**Course Description:** To provide new broker licensees with enhanced knowledge of a broad range of topics applicable to the real estate profession. The courses will assist the broker in developing the skills necessary to protect consumers and enhance the professionalism of the real estate industry.

**Please note:** The 45-hour post-license courses are for licensed brokers in their **FIRST** renewal cycle. **You must have been issued your license prior to taking these courses.**



## **Tues. & Wed., December 5th & 6th, 2023**

**Transactional Issues      15 Hour Post-License      8:30am-5pm**  
**Instructor:** Lynn Madison  
**Cost:** \$0.00 Members  
          \$129.00 Non-Members



**Course Description:** To provide new broker licensees with enhanced knowledge of a broad range of topics applicable to the real estate profession. The courses will assist the broker in developing the skills necessary to protect consumers and enhance the professionalism of the real estate industry.

**Please note:** The 45-hour post-license courses are for licensed brokers in their **FIRST** renewal cycle. **You must have been issued your license prior to taking these courses.**

## **Mon. & Wed., February 12th & 14th, 2024**

**Risk Management & Orientation      15 Hour Post-License      8:30am-5pm**  
**Instructor:** Lynn Madison  
**Cost:** \$0.00 Member  
          \$75.00 Non-Member



**Course Description:** To provide new broker licensees with enhanced knowledge of a broad range of topics applicable to the real estate profession. The courses will assist the broker in developing the skills necessary to protect consumers and enhance the professionalism of the real estate industry.

**Please note:** The 45-hour post-license courses are for licensed brokers in their **FIRST** renewal cycle. **You must have been issued your license prior to taking these courses.**



**Fridays, March 1st & 8th, 2024**

**Applied Brokerage Principals 15 Hour Post-License 8:30am-5pm**  
**Instructor:** Lynn Madison  
**Cost:** \$75.00 Member  
\$75.00 Non-Member



**Course Description:** To provide new broker licensees with enhanced knowledge of a broad range of topics applicable to the real estate profession. The courses will assist the broker in developing the skills necessary to protect consumers and enhance the professionalism of the real estate industry.

**Please note:** The 45-hour post-license courses are for licensed brokers in their **FIRST** renewal cycle. **You must have been issued your license prior to taking these courses.**

**Mondays, April 8th & 15th, 2024**

**Transactional Issues 15 Hour Post-License 8:30am-5pm**  
**Instructor:** Lynn Madison  
**Cost:** \$75.00 Members  
\$75.00 Non-Members



**Course Description:** To provide new broker licensees with enhanced knowledge of a broad range of topics applicable to the real estate profession. The courses will assist the broker in developing the skills necessary to protect consumers and enhance the professionalism of the real estate industry.

**Please note:** The 45-hour post-license courses are for licensed brokers in their **FIRST** renewal cycle. **You must have been issued your license prior to taking these courses.**

**Thursday & Friday, April 25th & 26th, 2024**

**Risk Management & Orientation 15 Hour Post-License 8:30am-5pm**  
**Instructor:** Lynn Madison  
**Cost:** \$0.00 Member  
\$75.00 Non-Member



**Course Description:** To provide new broker licensees with enhanced knowledge of a broad range of topics applicable to the real estate profession. The courses will assist the broker in developing the skills necessary to protect consumers and enhance the professionalism of the real estate industry.



**Please note:** The 45-hour post-license courses are for licensed brokers in their FIRST renewal cycle. **You must have been issued your license prior to taking these courses.**



## MRED Classes at TRAR

Please note – these classes are free to attend for both members and non-members and DO NOT accrue CE Credit.

Registration must be completed on the MRED Training Website:  
<https://training.mredllc.com/> or scan the QR Code

### Wednesday, November 8, 2023

**Searching in connectMLS**

9:00am-11:00am

**Instructor:** Angela Greenwood

**Cost:** \$0.00 Member and Non-Member



**Course Description:** Did you know you can search smarter and be more efficient with the searches you frequently use? In this training session, you'll learn how to save time and get the most out of your search results by using tools including adding fields, advanced options, saving searches, search template, agent set-up and defaults, rubber band map search, and custom reports.

### Wednesday, November 15, 2023

**Managing Searches for your Clients**

9:00am-11:00am

**Instructor:** Helen Kubicz

**Cost:** \$0.00 Member and Non-Member



**Course Description:** Keep an organized eye on the searches you have saved for your clients and stay in touch using the Prospect Manager tool in connectMLS. This course will show you how to save your searches and associate them with clients, email listings to clients, track those listings, and manage client notifications all in one place within connectMLS™.



## **Wednesday, January 10, 2024**

**CMA's in connectMLS**

**9:00am-11:00am**

**Instructor:** Helen Kubicz

**Cost:** \$0.00 Member and Non-Member



**Course Description:** Discover the magic behind creating a comparative marketing analysis and how it's a vital part of what's offered in connectMLS™. This course will teach you how to create customized seller and buyer CMAs from start to finish, taking advantage of autofill and other functionalities along the way to generate reports that will make a difference in your day-to-day.

## **Wednesday, January 24, 2024**

**Managing Teams in connectMLS**

**9:00am-11:00am**

**Instructor:** Helen Kubicz

**Cost:** \$0.00 Member and Non-Member



**Course Description:** This class will go over creating a team in connectMLS and what options are available to Team leads when it comes to managing teams in connectMLS. Review listing credit permissions, Team ID, Transaction Coordinator, Market Share for managing brokers and more!

## **Wednesday, February 7, 2024**

**Remine**

**9:00am-11:00am**

**Instructor:** Helen Kubicz

**Cost:** \$0.00 Member and Non-Member



**Course Description:** This session will go over how to use Remine for tax data including where to access it from connectMLS, searching tax records, searching by PIN, how to search and read the map, what's in the Property Detail Report such as school information, AVM's, and mortgage history. How to get to the county assessor page from Remine. Exemption statuses, as well as the prospecting side of remine. You'll learn how to use the data provided by Remine to better target your marketing efforts to more motivated consumers. Search and add properties to your cart to track them or create mailing labels.



## **Wednesday, February 21, 2024**

**Targeted Prospecting with connectMLS & RPR** 9:00am-11:00am

**Instructor:** TBD

**Cost:** \$0.00 Member and Non-Member



**Course Description:** Finding consumers who are likely to buy and sell doesn't have to be a guessing game. Gain the tools to take a surgical approach to prospecting. This will help you save time and increase effectiveness while building your business. This class will enable you to leverage tools in connectMLS and REALTORS® Property Resource to boost your prospecting efforts.

## **Wednesday, March 13, 2024**

**Lead Generation with MLS Tools**

9:00am-11:00am

**Instructor:** Helen Kubicz

**Cost:** \$0.00 Member and Non-Member



**Course Description:** Your business needs clients. MRED provides tools to capture leads and our trainers can show you how to use them! Take advantage of MLS-included resources to discover leads through custom landing pages, social media and mailers. Lead generation tools covered in this course include Remine, Homesnap, New Home Source Professional, Cloud CMA and RPR as well as the connectMLS lead capture form and client pages. MRED also offers in-depth classes on each of these products beyond their lead generation capabilities. It is recommended that you take or have familiarity with Remine, Homesnap, New Home Source Professional, Cloud CMA and RPR courses before taking this class.

## **Wednesday, May 8, 2024**

**The Art of Selecting Comps**

9:00am-11:00am

**Instructor:** Helen Kubicz

**Cost:** \$0.00 Member and Non-Member



**Course Description:** Comps are an important part of your job, but what's the best way to find acceptable comps that support the subject property? Take this class to discover the art of selecting comps from an experienced MRED trainer. You'll learn how to assemble comps that accurately support a property's value by evaluating the surrounding area. This will help you deliver the best-possible service to your clients!?