



**Three Rivers Association of REALTORS®**  
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## **CONTINUING EDUCATION COURSE SCHEDULE**

### **MONDAY, SEPTEMBER 10, 2018**

**ELECTIVE RD 900“ “REALTOR® SAFETY MATTERS” 3 hours 1 to 4pm with Lynn Madison**

SAFE BUSINESS = SMART BUSINESS! Students will learn how to assess risk in their current practice and create safety systems, scripts and tools for listing appointments, showing property and conducting open houses. Students will also learn how to protect personal and electronic information online, in the cloud, and on social networks. As a practical resource, this course offers easy-to-remember strategies for real estate professionals when facing potentially dangerous situations.

### **WEDNESDAY, OCTOBER 17, 2018**

**COR B 1638 “CONFLICT RESOLUTION, RIGHTS AND REMEDIES” 3 hours 9am-12pm with Chris Read**

When conflicts arise, resolution efforts begin with an understanding of the rights and responsibilities licensees have as outlined in the Code of Ethics, Illinois License Law and the local MLS rules and regulations. The REALTOR® options for informal and formal dispute resolution systems will be discussed: complaint filing with IDFP, ethics and arbitration hearings, mediation, ombudsman, and the citation program.

**ELECTIVE ETHICS 1522 “EMBRACING AN ETHICAL ENVIRONMENT” 3 hours 1 to 4pm with Chris Read**

### **NAR ETHICS DEADLINE DECEMBER 31,2018**

Agents and companies that continuously demonstrate good business ethics will enjoy reputations of professional and ethical practices. Through situational analysis of real life events, students will recognize how a commitment to the Code of Ethics will guide the best of business decisions. This course meets the NAR quadrennial requirement for ethics training.

### **FRIDAY, OCTOBER 26, 2018**

**COR A 1675 “IT’S TIME FOR A CHECKUP” 3 hours 9am-12pm with Lynn Madison**

This fast-paced game-show structured course has the participants choosing the right answer - or attempting to! We will look at license law issues, agency concerns, escrow requirements as well as fair housing rules to hopefully reinforce that you are doing everything correctly!

**ELECTIVE ETHICS 1510 “CODE OF ETHICS FOR THE DR: PROFESSIONALISM STARTS HERE” 3 hours 1 to 4pm with Lynn Madison**

### **NAR ETHICS DEADLINE DECEMBER 31, 2018**

With emphasis on how Managing Brokers need to oversee what their agents are doing, this course is beneficial to everyone. We will look at practical application of the Code through situational analysis of the most common complaints. We will also cover mediation, the ombudsman program and the citation program for a better understanding of how to resolve issues without going to a hearing.

### **WEDNESDAY, NOVEMBER 7, 2018**

**COR B 1606 “RISK MANAGEMENT REMIX FOR TODAY’S MARKET” 3 hours 9am-12pm with Lynn Madison**

This course will test your knowledge of the forms and contracts we use every day and prepare you to give the level of service required as an agent of either your buyer or seller.

**ELECTIVE RB 718 “COMPENSATION ISSUES: WHO SHOOK THE TREE? WHO GATHERED THE NUTS?” 3 hours 1 to 4pm with Lynn Madison**

In many cases when there are arguments over commissions, there was a breach of duty to the client somewhere along the line - but then again - maybe not! We will look at procuring cause situations as well as how license law violations of disclosure and statutory duties may - or may not - have a bearing on who gets paid as well as look at situations where there may have been no offer of compensation even made! All this could have an effect on our clients and we will explore how to resolve the issues before they involve our buyers and sellers. Result: knowing when you are entitled to commission - when you are not - how to ensure you get paid and what to do when you don't.

### **FRIDAY, NOVEMBER 16, 2018**

**COR A 1634 “FAIR HOUSING, AGENCY, LICENSE LAW & ESCROW” 3 hours 9am-12pm with Norm Willoughby**

This course meets the requirements for the new Core A curriculum of 3 hours required by IDFP. 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 1 to 4pm with Norm Willoughby**

This course is an introduction to the basic principles and concepts of the Illinois property tax system. It will give real estate agents a better understanding of the system and provide a simple approach to the basics of property taxes. The agent should then be able to better explain and provide information to their clients when assisting them in a real estate transaction.