

Lakeshore Ownership the Fractional Way

David Moe, Speaker
February 16, 2011 9:00 - 11:00 2 hrs credit

The Vacation Ownership Concept has undergone a great degree of transformation in recent times compared with its origins a few decades ago. Increased demand for leisure travel, real estate ownership and unique lifestyle experiences has fueled the innovation of a variety of new vacation home offerings. Established models like hotels and timeshares have improved to meet some of these demands. Newer models like Fractional Ownership have been invented in response to this demand. The wealth and lifestyle preferences of the baby boomers are significant factors in this demand. Because of the large financial commitments of some of these models, it is particularly important for buyers to clearly distinguish the key features and benefits of each new vacation home concept.

MN Housing for Real Estate Professionals

February 16, 2011 1:00 - 3:00 2 hrs credit

In this course you will learn about how current market conditions affect your first-time homebuyer. You'll learn how to overcome some of the obstacles and how Minnesota Housing fits into the market. You'll also learn about our current products and some of their highlights and guidelines. And, through examples and exercises, you'll have a better understanding of who will be a good candidate for a Minnesota Housing loan. Home HELP, Minnesota Housing's newest down payment/closing cost assistance fund, will be highlighted with its enhancements of up to \$8,500.

Hodge Podge, Mold, Radon and Environmental Services

Larry Lee and Tom Esperson, Speakers
February 23, 2011 9:00 - 12:00 3 hrs credit

The rules and requirements are always changing. This is your opportunity to review the updates to mold, radon, zoning, land use violations, septic and lakeshore zoning. Haven't had much experience with any of these subjects? Come to class and ask your questions.

Mortgage 101

Becky Eckelman, Frandsen Bank, Speaker
February 23, 2011 1:00 - 4:00 3 hrs credit

This three hour class covers the basics of secondary market lending and the factors used in determining borrower eligibility including credit, income, down payment and appraisals, and how those factors are interdependent. The most commonly used government and conventional loan programs will also be

discussed. By the end of the class, participants will have an understanding of the various loan programs available in the marketplace today, how various factors affect the borrower's ability to obtain a loan, and how barriers to home ownership can be overcome.

**NOTE DATE & LOCATION
CHANGES FOR
MARCH 2 & 4 CLASSES!**

Field Guide to Successful Short Sales

Chris Prescott, MNAR, Speaker
March 2, 2011 8:30 - 12:30 3.75 hrs credit

For agents to be successful with today's inventory they need to have a working knowledge of the short sale process. The objective of this course is to help the real estate professional understand the current bank options available to delinquent borrowers. In addition, the course is designed to provide insight into the ways real estate professionals can work with banks and homeowners to mitigate losses while working in a declining market. Additionally, we will discuss the pros and cons of short sales, what needs to be included for successful short sale submission package, and the importance of each item the lenders require for a short sale. **CLASS LOCATION GLAR OFFICE, BAXTER.**

When Accuracy Matters

Jim Dattalo, MNAR, Speaker
March 2, 2011 1:15 - 5:15 3.75 hrs credit

In every real estate transaction, accuracy matters! Whether you are measuring rooms, total square footage, knowing what qualifies as an acceptable bedroom, you need to know how to make those measurements or verify the information you use. The instructor will cover net proceed sheets, legal descriptions, metes and bounds and help you when dealing with the unknowns. The instructor is an active REALTOR® who has been listing, selling and teaching real estate classes for over 25 years. **CLASS LOCATION GLAR OFFICE.**

Title 101

Bill Goers, Cygneture Title, Speaker
March 4, 2011 8:30 - 12:15 3.75 hrs credit

What happens when the PA gets to the title company? This class is an overview to explain the entire process during a normal purchase/sale transaction. Upon completing this class, attendees should have a good understanding of the title

process, how departments work together and how this all benefits the customer. **NOTE DATE CHANGE, CLASS LOCATION GLAR OFFICE, BAXTER**

1031 Exchange

Steve Katlov, Speaker
March 4, 2011 1:15 - 5:00 3.75 hrs credit

This course is designed to examine the issues surrounding the definition of "like kind" real estate for purposes of effectuating a tax-deferred exchange under Section 1031 of the Internal Revenue Code. While the IRS and the Tax Court have frequently stated that nearly anything qualifies in this regard, many rulings and decisions challenge the nature and character of real estate being exchanged. General statements of the broad definition of like kind real estate are often misleading. Learn how all this works and meets your clients' expectations. **NOTE DATE CHANGE, CLASS LOCATION GLAR OFFICE, BAXTER.**

Vacation Homes and the IRS

Tom Lundstedt, Speaker
March 16, 2011 8:00 - 12:00 4 hrs credit

If your real estate market includes second homes or vacation properties, this seminar is for you! The aging of the population, technological advances and over-crowded cities make it more attractive for people to migrate to vacation areas. Fortunately, the tax rules encourage this migration. A salesperson who understands the IRS rules can be a part of this market by helping clients attain their dream of owning a second home or vacation property. This seminar is designed specifically for the second home and vacation property markets. You'll learn exactly how to help your client understand the tax incentives when buying, owning and selling a second/vacation home. • How to convert your vacation home to your primary residence. • The rules for homes that are rented for part of the year. • How to sell without paying tax.

Small Town Investment Real Estate: How to Analyze, List and Sell It

Tom Lundstedt, Speaker
March 16, 2011 1:00 - 5:00 4 hrs credit

Investment properties located in small to medium markets offer unique opportunities. This workshop is specifically designed to address the special demands and requirements of commercial-investment property in small to medium markets. Agents and brokers who are knowledgeable about investment real estate in these markets will be in a position to help clients prosper.

Mortgage Fraud and RE Professionalism

Susanne Barkalow, Speaker
April 7, 2011 8:30 - 12:30 4 hrs credit

This seminar provides an overview of mortgage fraud - definitions, schemes, perpetrators, impact, and cautions for real estate practitioners, particularly appraisers. Includes discussion of the SAR and the FBI investigations, along with recent cases in Minnesota.

Cost Approach and Depreciation

Susanne Barkalow, Speaker
April 7, 2011 1:30 - 5:30 4 hrs credit

Course objectives: • Review of concepts and principles used in the cost approach. • Identifying when the cost approach is applicable. • Understanding the cost approach process and definitions. • Identifying types of depreciation. • Calculating depreciation. • Importance of appraisal report consistency and depreciation. • Overview of Marshall & Swift handbook.

Title 101

Bill Goers, Cygneture Title, Speaker
April 13, 2011 8:30 - 12:15 3.75 hrs credit

What happens when the PA gets to the title company? This class is an overview to explain the entire process during a normal purchase/sale transaction. Upon completing this class, attendees should have a good understanding of the title process, how departments work together and how this all benefits the customer.

Understanding the Fine Art of Social Media for Real Estate

Aron Hautala, RedHouse Media, Speaker
April 13, 2011 1:15 - 4:15 3 hrs credit

Learn firsthand how to turn your real estate knowledge into social media currency. Break down the options, create content your customers want and need to learn about, and transform your personal real estate brand into a social media education and entertainment destination.

NO FREE LUNCH

Lunches are not included in your education fees this season. There will be a 45-60 minute break, time for you to grab a bite to eat, etc. You must be back on time or you will not receive credit.

Lakeshore Ownership the Fractional Way

David Moe, Speaker
May 18, 2011 9:00 - 11:00 2 hrs credit

The Vacation Ownership Concept has undergone a great degree of transformation in recent times compared with its origins a few decades ago. Increased demand for leisure travel, real estate ownership and unique lifestyle experiences has fueled the innovation of a variety of new vacation home offerings. Established models like hotels and timeshares have improved to meet some of these demands. Newer models like Fractional Ownership have been invented in response to this demand. The wealth and lifestyle preferences of the baby boomers are significant factors in this demand. Because of the large financial commitments of some of these models, it is particularly important for buyers to clearly distinguish the key features and benefits of each new vacation home concept.

Professional Standards Hearing Process

Greg Hartos and Linda Modlinski, MNAR, Speakers
May 25, 2011 9:00 -12:00 0 hrs credit

“SHOULD I REALLY FILE A COMPLAINT?” You had a bad transaction and an agent really crossed the line. You want to file a complaint but wonder, “Is it really worth it and how much do I have to do?” In this class, we will examine the steps involved in filing an ethics complaint as well as seeking a commission based on procuring cause.

We'll go step by step through the process and even include some skits that will show what happens in a hearing. We'll also discuss what kind of criteria you need to prove that you were the procuring cause of a sale and entitled to the co-op commission. Questions will be welcomed throughout the course. This is a unique program and you will gain a great deal of knowledge about the Professional Standards process.

Consumers Wants, Needs and Expectations

Chris Galler, Linda Modlinski, MNAR, Speakers
May 25, 2011 1:00 - 5:00 3.75 hrs credit

In this course, we will discuss the changing demographics on a national, regional and state level. We will review 21st century societal changes and their impact. We will look at buyer and seller wants needs and expectations in a real estate transaction. **APPROVAL PENDING RE.**

Pre-registration and cancellations are required within 24 hours of class time.

No-Shows, Walk-Ins & Late Registrations will be subject to an administration fee:

No-Shows/non-cancels, \$25.00 per class
Walk-Ins/Late Registrations \$5.00 per class

New Member Orientation

Oct 28-29, Jan 26 & Feb 03, April 27-28, July 27-28

Day 1: incl. NAR Ethics, and MLS Today 9 - 4:30
Day 2: incl. Fair Housing is the Law and Agency & Other Residential Forms 11 - 5:00

11 hours of continuing education credit. You must take both days consecutively. New course numbers have been applied for. *Remember, cannot use same course numbers 2 years in a row.*

NAR Ethics 9:00 - 12:30 3 hrs credit

The Code of Ethics is the foundation of the REALTOR® Organization. In this class you will learn the code and how to apply it. Learning is easy with case studies. This class fulfills your NAR requirement.

MLS Today 1:30 - 4:30 3 hrs credit

The MLS is the tool that allows agents to help buyers and sellers expedite their search in the transaction of selling or buying a home. Learn rules of the road.

Fair Housing Is The Law 11:00 - 12:00 1 hr credit

This class reviews the fair housing laws on a federal and state level. Case studies of fair housing will be discussed, as well as participating in advertising and fair housing quizzes. This class fulfills your Fair Housing requirement.

Agency & Other Residential Forms 1:00 - 5:00 4 hrs credit

The MNAR forms protect buyers, sellers and agents. Learn how to fill out the forms for the protection of all. This class fulfills your Agency requirement.

MLS Classes

Paragon 101 **Paragon CMA**
Paragon Client Connect **Paragon rDesk**
Instanet Forms

These five different MLS classes will be offered several times during the year. Watch your Weekly Emails, the GLAR website and the REALTOR® Advisor monthly newsletter for dates and times and class descriptions. **ALL RE APPROVED EXCEPT Paragon rDesk.**

2010 - 1011 Continuing Education Calendar

<u>Date</u>	<u>Class</u>	<u>Credits</u>
10-14-10	Real Estate Update	2
10-28 & 29	New Member Orientation	11
10-28 & 29	Ethics, MLS, Fair Hsng, Forms/Agency	3, 3, 1, 4
11-10	Learn What Lawyers Do	3.75 **
11-10	Death, Divorce, Bankruptcy	3.75
1-26, 2-03	New Member Orientation	11
1-26, 2-03	Ethics, MLS, Fair Hsng, Forms/Agency	3, 3, 1, 4
02-16	Lkshore Ownership the Fractional Way	2
02-16	MN Hsing for Real Estate Professionals	2
02-23	Hodge Podge	3
02-23	Mortgage 101	3
03-02	Field Guide to Successful Short Sales	3.75
03-02	When Accuracy Matters	3.75 **
03-04	Title 101	3.75
03-04	1031 Exchange	3.75
03-16	Vacation Homes and the IRS	4
03-16	Small Town Investment Real Estate	4
04-07	Mortgage Fraud	4 **
04-07	Cost Approach and Depreciation	4 **
04-13	Title 101	3.75
04-13	Social Media for Real Estate	3
04-27 & 28	New Member Orientation	11
04-27 & 28	Ethics, MLS, Fair Hsng, Forms/Agency	3, 3, 1, 4
05-18	Lkshore Ownership the Fractional Way	2
05-25	Professional Standards Hearing Process	0
05-25	Consumers Wants, Needs, Expectations	3.75
07-28 & 29	New Member Orientation	11
07-28 & 29	Ethics, MLS, Fair Hsng, Forms/Agency	3, 3, 1, 4

**** Appraiser and Real Estate Approved**

SPRING SPECIALS...

Dave Beson will be here this spring to present “How to Negotiate Anything, Anywhere”. Jeff Reichgels will also be here in the spring to present “Welcome to Reverse Mortgages, A New Business-Building Opportunity For You” and “Renovations Lending”. GLAR is working on getting these classes approved for continuing education credits.

All Continuing Education classes will be held at the Association Office.

Double check locations and times for classes, they do vary. If you are late for class, you are welcome to stay, but will not receive credit.



The Greater Lakes
Association of REALTORS®

2010 - 2011

REALTORS®
and
APPRAISERS

**Continuing
Education
Schedule**