

MAR Town Hall Meeting/Industry Issues Update

Glenn Dorfman
December 18, 2002 11:00 am - 3:30 pm
3 hrs Continuing Education Credits

This three-hour program focuses on industry changes, demographic/housing growth issues and real estate regulations/complaints. The program is designed to give agents/brokers a conceptual overview of industry activities. MAR staff will try to connect the dots between what is occurring and how you can adapt your business practices to take advantage of the change.

Legislative Update

Glenn Dorfman
January 8, 2003 9:00 am - 12:00 pm
3 hrs Continuing Education Credits
ATI Title, Sponsor

Glenn Dorfman, MAR's Chief Lobbyist, will give participants an overview of the 2002 legislative session. Topics include Seller Disclosure, License Law and the state deficit. He will also discuss federal issues that may have an effect on Minnesota REALTORS®.

Agency/Fair Housing

Chris Galler
January 8, 2003 12:30 - 2:30 pm
2 hrs Continuing Education Credits
ATI Title, Sponsor



Fair Housing - Chris Galler guides members through the 1968 Fair Housing Act, amendments, and Minnesota Law as they relate to the cultural diversity issues facing the industry. He uses court cases to give participants a better feeling for the subject and potential liability areas.

Agency Law - This quick overview looks at real estate agents fiduciary duties as they relate to Minnesota transactions. As part of the program, Chris Galler will discuss changes and evolutions in agency law and how they may apply to Minnesota.

Wells and Septics

Chris Galler and Susan Dioury
January 8, 2003 2:45 - 3:45 pm
1 hr Continuing Education Credit
ATI Title, Sponsor

Flushing won't make the problem go away. Susan Dioury and Chris Galler take a look at problem septic systems and their effect on private water supplies and real estate transactions. An overview of Minnesota law and required forms is included in this one-hour program.

Avoid Problems in the Marketplace-Ethical Issues

Linda Modlinski
February 12, 2003 9:00 am - 12:00 pm
3 hrs Continuing Education Credits
Lakewood Bank, Sponsor

Linda Modlinski provides an in-depth analysis of the most common problems and ethical lapses that real estate agents commit. Using NAR materials, she looks at how you can avoid trouble and improve your client relations.

Shoreland Home and Property Buyer's Guide

Janie VanHunnik, MS Director
February 12, 2003 12:30 - 3:30 pm
3 hrs Continuing Education Credits
Lakewood Bank, Sponsor

This class will give REALTORS® and Buyers information on what the requirements are on septic, shoreland, existing boat houses, and remodeling an existing cabin, to name a few. Get the updates on these topics and more!

Palm-Top Computing for REALTORS®

Rolf Anderson
February 27, 2003 9:00 am - 12:00 pm
3 hrs Continuing Ed. Credits, approval pending
Wells Fargo Home Mortgage, Sponsor

Hand-held computers are now affordable and practical for REALTORS® who want to become more effective, more efficient and have all their important information in the "palm" of their hand. Different types of hand-helds will be discussed as well as software for contact management, financial analysis, record keeping, and MLS. Learn how to view Word.doc and Excel files on your palm.

E-Mail Marketing for REALTORS®

Rolf Anderson
February 27, 2003 12:30 - 3:30 pm
3 hrs Continuing Ed Credits, approval pending
Wells Fargo Home Mortgage, Sponsor



Email has been described as the "killer app" for web-savvy REALTORS®. Every REALTOR® must have their own "domain name" and a top email management software to effectively manage their email. Learn the secrets of advanced email tips to effectively market to various groups of individuals on a personalized level. You'll discover what it takes to make your email message go "viral" and be forwarded because of its value. This course is a must for any real estate agent who wants to survive in the coming years.

Cass County Land & Tax Records/ Mapping & Data Services/Document Recording

Sharon Anderson, Don Hoppe, Katie Norby,
Cass County
March 19, 2003 9:00 am - 12:00 pm
3 hrs Continuing Education Credits
Pat Kuss, MidAmerica Mortgage, Sponsor

Now that many entities have web pages, ever wonder how to find what you want to view? This class is all about the Cass County web site. Learn how to find property tax records, geographic information, mapping and data access. Detailed instruction on using Arc-View to view parcel ownership and other land record data. Access interactive maps and related land/tax records through the web site. What is the future of electronic recording documents? This is a must for every agent!

Hot Topics for Real Estate Professionals

Stanford Hill
March 19, 2003 12:30 - 4:30 pm
4 hrs Continuing Education Credits
Pat Kuss, MidAmerica Mortgage, Sponsor

This class will give you an overview of the real estate laws and go into case studies dealing with REALTOR® issues, dual agency, disclosures, fiduciary duties. Learn how court cases effect REALTORS®, buyers and sellers. This is sure to be an informative and fun class.

Residential Valuation and Marketing

Adorna O. Carroll, ABR, ABRM, GRI, SRES
March 27, 2003 9:00 am - 12:00 pm
3 hrs Continuing Ed Credits, approval pending
Liberty Savings Bank, Sponsor

Adorna is back by popular demand! This class focuses on special challenges, disclosures and issues of residential

property from both an appraisal perspective and a REALTOR® perspective.

Why Deals Fall Apart

Adorna O. Carroll, ABR, ABRM, GRI, SRES
March 27, 2003 12:30 - 4:30 pm
4 hrs Continuing Ed Credits, approval pending
Liberty Savings Bank, Sponsor

This presentation takes an intriguing look into why some deals fall apart from an underwriting and appraisal perspective and the impact on the transfer of title. This course will offer troubleshooting techniques that may assist in understanding the pitfalls and help you put the deal back together.

Shoreland Management - Do's & Don'ts of Lakeshore Property

Harlen Fierstine
April 16, 2003 9:00 am - 12:00 pm
3 hrs Continuing Education Credits
Bremer Bank, Sponsor

This class is a must for agents selling lakeshore. Learn when a permit is needed, repairing ice-damaged shorelines, cleaning and clearing weedy shoreline, mosquito control and much more! Bring your questions and get the answers!!

Finding & Solving Pollution Problems in Real Estate - MPCA

Don Mills, MPCA
April 16, 2003 12:30 - 2:30 pm
2 hrs Continuing Education Credits
Bremer Bank, Sponsor



The Minnesota Pollution Control Agency has many rules and regulations. The four points that will be covered in the class are underground storage tanks, feedlots, asbestos, and water quality. You will have time for questions. Bring your latest "deal" that has these problems and find out how to resolve them.



**New Member Orientation,
Ethics, Forms, MLS**

10-24-02, *Cygnature Title, Sponsor*
 01-30-03, *Crow Wing County Abstract, Sponsor*
 04-24-03, *Brainerd Savings & Loan, Sponsor*
 07-24-03, *Mid MN Federal Credit Union, Sponsor*
 10-23-03, *Cygnature Title, Sponsor*

New Member Orientation
 6 hrs cont ed credit 9:00 - 4:30

Code of Ethics only
 3 hrs cont ed credit 9:00 - 12:30

Forms only
 1.5 hrs cont ed credit 1:00 - 2:30

MLS only
 1.5 hrs cont ed credit 2:45 - 4:15

The New Member Orientation class is a requirement for all new agents who have joined our Association, but ANY member may take the class and get credits for it. This class will fulfill the NAR's requirement that all members take a Code of Ethics Class every two years. You will learn about the Code of Ethics using the code, case studies, and have some fun playing "Who Wants to Be A Millionaire". Also included are classes on the MAR Forms and the rules of the MLS. Each class has its own course number.

**General Membership Meetings/
Continuing Education**

All General Membership meetings are held at 8:30 - 9:00 am. Education classes are 9:00 - 11:00 am. You will earn two hours Continuing Education Credit for each session attended.

Planning & Zoning - Little Falls
 January 9, 2003 Initiative Foundation, Little Falls
The Home Team, Sponsor

Planning & Zoning - Aitkin
 February 6, 2003 40 Club, Aitkin
Beyer Communications, Sponsor

Planning & Zoning - Brainerd & Baxter
 March 6, 2003 Country Inn, Baxter
I Like It Like That, Sponsor

Planning & Zoning - Cass County
 April 3, 2003 Senior Citizens Center, Hecknsck
Action Title, Sponsor

Agency & Fair Housing
 May 1, 2003 Gary's Sports Bar, Crosby
Gold Key Home Inspection, Sponsor
 (Fulfills State requirement for Agency & Fair Housing)

Voyager, Paragon and Internet
All Voyager, Paragon and Internet classes are held at MicroNet, 403 W Washington Street, Brainerd.

3 hrs. Continuing Education Credits

Beginner Voyager 9:00 - 12:00
 October 16, 2002 and May 21, 2003

Advanced Voyager 9:00 - 12:00
 November 20, 2002 and June 25, 2003

Beginner Paragon 9:00 - 12:00
 January 22, February 26 and August 20, 2003

Advanced Paragon 9:00 - 12:00
 March 26, 2003 and September 17, 2003

Internet Basics 9:00 - 12:00
 December 11, 2002 April 23, 2003
 July 16, 2003 October 15, 2003

2002-2003 Cont. Ed. Schedule

10-16-02	Beginner Voyager	3 **
10-24-02	New Member Orientation	6
10-24-02	Ethics, Forms, MLS	6 **
11-20-02	Advanced Voyager	3 **
12-11-02	Internet Basics	3 **
12-18-02	MAR, Glenn Dorfman	3
01-08-03	Legislative Update	3
01-08-03	Agency/Fair Housing	2
01-08-02	Wells & Septics	1
01-09-03	Gen Mbrshp - P & Z	2 **
01-22-03	Beginner Paragon	3 **
01-30-03	New Member Orientation	6
01-30-03	Ethics, Forms, MLS	6 **
02-06-03	Gen Mbrshp - P & Z	2 **
02-12-03	Ethical Issues	3
02-12-03	Property Buyer's Guide	3 **
02-26-03	Beginner Paragon	3 **
02-27-03	Palm-Top Computing	3
02-27-03	Email Marketing	3
03-06-03	Gen Mbrshp - P & Z	2 **
03-19-03	Cass County Records	3 **
03-19-03	Hot Topics for Real Estate	4
03-26-03	Advanced Paragon	3 **
03-27-03	Res. Valuation & Marketing	3
03-27-03	Why Deals Fall Apart	4
04-03-03	Gen Mbrshp - P & Z	2 **
04-16-03	Shoreland Management	3 **
04-16-03	Pollution Problems - MPCA	2 **
04-23-03	Internet Basics	3 **
04-24-03	New Member Orientation	6
04-24-03	Ethics, Forms, MLS	6 **
05-01-03	Gen Mrbshp-Agency/Fair Hsng	2 **
05-21-03	Beginner Voyager	3 **
06-25-03	Advanced Voyager	3 **
07-16-03	Internet Basics	3 **
07-24-03	New Member Orientation	6
07-24-03	Ethics, Forms, MLS	6 **
08-20-03	Beginner Paragon	3 **
09-17-03	Advanced Paragon	3 **
10-15-03	Internet Basics	3 **
10-23-03	New Member Orientation	6
10-23-03	Ethics, Forms, MLS	6 **

**** APPRAISER APPROVED ALSO!!**

**ALL CLASSES WILL BE HELD AT THE
NISSWA COMMUNITY CENTER,
UNLESS OTHERWISE STATED.**



The Greater Lakes
 Association
 of REALTORS®

2002-2003
 Continuing
 Education
 Schedule

**BUY AN EDUCATION CARD
AND \$AVE!!!**

Through September 30 \$80.00
 After September 30 \$110.00
 Non-member \$150.00

**GLAR offers 70+ hours of
continuing education, some
Appraiser approved.**