

Mark Your Calendars!

Upcoming RASM Education Courses 2007-2008

Oct. 25, 2007

Old Forms, New Forms & Sand Traps

Instructor: Dolly Kaiser, RHS Realty

3.0 hours of cont. education credit

9:00am to 12:00 pm

Association Office Education Center, North Mankato

How to Commit Mortgage Fraud

Instructor: Wayne Gilbert

3.0 hours of cont. education credit (approval pending)

1:00pm to 4:00 pm

Association Office Education Center, North Mankato

Nov. 27-28, 2007

ABR(Accredited Buyer Representative)

Instructor: Dwayne Carte

12.0 hours of cont. education credit

9:00 am to 4:00 pm

\$299/member

Association Office Education Center, North Mankato

Topics Covered: Evolution of Buyer Representation; Agency relationships & disclosure; Agency conflicts; Services provided; Conflicts of interest; Office policy, standard of care and risk management; Building and maintaining a buyer representation; Protecting the broker; The purchase contract; Negotiating

Nov. 29, 2007

ABR: Effective Negotiating for Real Estate Professionals (elective)

Instructor: Dwayne Carte

6.0 hours of cont. education credit

9:00 am to 4:00 pm

\$119/member

Association Office Education Center, North Mankato

Topics Covered: Differentiate between the main negotiating practices; List specific steps in the Positional Bargaining and Value Negotiating processes; Select the appropriate negotiating practices based on specific negotiating circumstances; Apply processes of positional bargaining and value negotiating during role playing activities and case scenarios; Identify factors that could lead to impasse; Overcome barriers in a negotiation that otherwise would lead to impasse.

Dec. 20, 2007

Beginner Paragon Class

Instructor: Jenny Simon, MLS Director

2.5 hours of cont. education credit

9:00 am to 11:30 am

\$10/member \$20/non member

Association Office Education Center, North Mankato

Topics Covered: Focus on being comfortable with the Basics of Paragon; Customizing for searches and reports; Understanding the market monitor; Emailing from Paragon; Prospects; Listings

Advanced Paragon Class

Instructor: Jenny Simon, MLS Director

2.5 hours of cont. education credit

1:30 pm to 4:00 pm

\$10/member \$20/non member

Association Office Education Center, North Mankato

Topics Covered: Prospects; CMA's

Jan. 10, 2008

Radon Class

Instructor: Dr. Keen, MSU

3.0 hours of cont education credit

9:00 am to 12:00 pm

\$30/member \$60/ non-member

Association Office Education Center, North Mankato

Jan. 16, 2008

Partnering with Public Safety as REALTORS®

Instructor: Chris Boyce, Neighborhood Support Officer,
Mankato Department of Public Safety

1.0 hour of cont. education credit

12:00 pm to 1:00 pm

\$10/member \$20/non member

Association office education center

Topics Covered: Tips on keeping yourself, your clients and your client's property safe. Course will cover burglary prevention, and fire prevention of your clients homes. Also cover the new state law regarding Carbon Monoxide Alarms.

Jan. 18, 2008

Legal Issues in a Challenging Market

Instructor: Don Smith, Esq.

Brad Boyd, Esq.

3.0 hour of cont. education credit

9:30 am to 12:30 pm

\$30/member \$60/non member

Association office education center

Topics Covered: Lender fraud; Foreclosure; Incentives, rebates, and referral fees; Contract formation issues and more!

Jan. 31, 2008

Tax Strategies – No Credit

Instructor: Christopher Dark, Bradford & Company

10:00 am to 11:00 am

\$10/member \$20/non member

Association office education center

Topics Covered: New, legal, and easy to use tax deductions, backed by tax code and court case precedent; Simple recordkeeping and documentation tips to “bullet-proof” each deduction and save you time while doing it; Marketing/Tax strategy combinations that’ll increase referrals and sales; how to get back the money you overpaid in previous years.

Feb. 07, 2008

Ethics (*fulfills the ethics requirement)

Instructor: Linda Modlinski, Senior Vice President, MNAR

2.5 hours of cont. education credit

9:30 am to 12:00 pm

\$25/member \$50/non member

Association office education center

Feb. 21, 2008

Beginner Paragon Class

Instructor: Jenny Simon, MLS Director

2.5 hours of cont. education credit

9:00 am to 11:30 am

\$10/member \$20/non member

Association office education center

Topics Covered: Focus on being comfortable with the Basics of Paragon; Customizing for searches and reports; Understanding the market monitor; Emailing from Paragon; Prospects; Listings

Advanced Paragon Class

Instructor: Jenny Simon, MLS Director

2.5 hours of cont. education credit

1:30 pm to 4:00 pm

\$10/member \$20/non member

Association office education center

Topics Covered: Prospects; CMA's

Feb. 26, 2008

Business Planning Workshop 1

Market Drivers and Goal Setting

3.0 hours of cont. education credit

9:00 am to 12:00 pm

\$30/member \$60/non-member

Association office education center

Topics Covered: Market drivers such as interest rates, unemployment rates, days on market, and more; The impact these drivers have on real estate and sources of the information; Opportunity to begin the goal setting process and defining personal, financial, and business related goals.

Business Planning Workshop 2

Prospecting, Marketing, and More

3.0 hours of cont. education credit

1:00 pm to 4:00 pm

\$30/member \$60/non-member

Association office education center

Topics Covered: Tips on how to put the components of your business and life plan together to reach your goals; Review where your clients came from in the past and where they may come from in the future; Determine how you will reach and stay in touch with those groups of potential clients; Tips for task management; Different types of written plans and basic components your written business plan; Ways to stay on track for success.

Feb. 28, 2008

Nicollet County Environment Services Workshop for REALTORS®

Instructor: Norm Kuhlman, Nicollet Co. Environmental Services

2.0 hours of cont. education credit (approval pending)

9:30 am to 11:30 am

\$20/member \$40/non-member

Association office education center

Topics Covered: Minnesota Rules Chapter 7080; Types of septic systems installed; Disclosure and compliance inspections

March 27, 2008

Representing Sellers Like a Pro

3.0 hours of cont. education credit

9:00 am to 12:00 pm

\$30/member \$60/non-member

Association office education center

Topics Covered: Increase knowledge of essential forms like Buyer Representation, Agency Disclosure, and Purchase Agreement; Tips for explaining these forms to potential clients, getting them to “sign on the dotted line” avoiding common mistakes that can cost you business, and more!

Representing Buyers Like a Pro

3.0 hours of cont. education credit

1:00 pm to 4:00 pm

\$30/member \$60/non-member

Association office education center

Topics Covered: Valuable preparation techniques before making the next listing presentation; Share listing presentation to class and get feedback on how to make your presentation a winner; How to communicate your value as a real estate professional to potential sellers.

March 19, 2008

Rental Property, Acting as a Local Agent & Tenant Initiatives

Instructor: Chris Boyce, Neighborhood Support Officer, Mankato Department of Public Safety

1.5 hours of cont. education credit

12:00 pm to 1:30 pm

\$15/member \$30/non-member

Association office education center

Topics Covered: Rental license ordinances and zoning, rental license strike process, and the nuisance/livability enforcement process; Available resources such as the Neighborhood Support Officer and Neighborhood Association Program.

April 10, 2008

Beginner Paragon Class

Instructor: Jenny Simon, MLS Director

2.5 hours of cont. education credit

9:00 am to 11:30 am

\$10/member \$20/non member

Association office education center

Topics Covered: Focus on being comfortable with the Basics of Paragon; Customizing for searches and reports; Understanding the market monitor; Emailing from Paragon; Prospects; Listings

Advanced Paragon Class

Instructor: Jenny Simon, MLS Director

2.5 hours of cont. education credit

1:30 pm to 4:00 pm

\$10/member \$20/non member

Association office education center

Topics Covered: Prospects; CMA's

April 17, 2008

Agency (*fulfills agency requirement)

Instructor: Chris Galler, Senior VP, MNAR

1.0 hour of cont. education credit (approval pending)

10:00 am to 11:00 am

\$10/member \$20/non-member

Association office education center

Fair Housing (*fulfills fair housing requirement)

Instructor: Chris Galler, Senior VP, MNAR

1.0 hour of cont. education credit (approval pending)

11:00 am to 12:00 pm

\$10/member \$20/non-member

Association office education center

April 23, 2008

Rental Licensing: N. Mankato/Mankato

Instructor: Mike Fischer, City Planner, N. Mankato

Troy Paulson, Inspector, City of Mankato

1.0 hour of cont. education credit (approval pending)

10:00 am to 11:00 am

\$10/member \$20/non-member

Association office education center

Topics Covered: History of rental licensing; Rental licensing application process; Rental dwelling inspections; Occupancy regulations; Off-street parking regulations; City zoning; Success of rental license program

May 21, 2008

Quality Neighborhoods Presentation

Instructor: Chris Boyce, Neighborhood Support Officer, Mankato Department of Public Safety

1.0 hour of cont. education credit

12:00 pm to 1:00 pm

\$10/member \$20/non-member

Association office education center

Topics Covered: Community based pro-active crime prevention programs and information on the recently completed City Center Renaissance plan.

May 22, 2008

Beginner Paragon Class

Instructor: Jenny Simon, MLS Director

2.5 hours of cont. education credit

9:00 am to 11:30 am

\$10/member \$20/non member

Association office education center

Topics Covered: Focus on being comfortable with the Basics of Paragon; Customizing for searches and reports; Understanding the market monitor; Emailing from Paragon; Prospects; Listings

Advanced Paragon Class

Instructor: Jenny Simon, MLS Director

2.5 hours of cont. education credit

1:30 pm to 4:00 pm

\$10/member \$20/non member

Association office education center

Topics Covered: Prospects; CMA's

Watch for details – more classes to be confirmed

* Although you may take a Paragon class more than once, you can only receive the cont. education hours once for each class.

November 1, 2007	New Member Orientation – Requirement for all new members 9:00-12:00, 3 hours Continuing Education Credit- Association Office Education Center, North Mankato
January 24, 2008	New Member Orientation – Requirement for all new members 9:00-12:00, 3 hours Continuing Ed Credit Association Office Education Center, North Mankato
April 24, 2008	New Member Orientation – Requirement for all new members 9:00-12:00, 3 hours Continuing Ed Credit Association Office Education Center, North Mankato
July 24, 2008	New Member Orientation – Requirement for all new members 9:00-12:00, 3 hours Continuing Ed Credit Association Office Education Center, North Mankato
October 23, 2008	New Member Orientation – Requirement for all new members 9:00-12:00, 3 hours Continuing Ed Credit Association Office Education Center, North Mankato

Watch for additional information and registration forms in your newsletter. Education schedule also available on the website at www.rasminfo.com