

Mark Your Calendars!

Upcoming RASM Education Courses 2009-2010

Nov. 19, 2009

Short Sales & Foreclosures

Instructor: Dwayne Carte, MAAR

6.0 hours of cont. education credit

9:00 am to 4:00 pm

Early bird registration: \$55/member \$70/non-member

Registration after 11/12/09 \$60/member

Association Office Education Center, North Mankato

Topics Covered: This course helps students evaluate all available options for distressed homeowners and identify the components of an effective short-sale package. This course looks at how real estate professionals can counsel buyer-clients in the purchase of foreclosure properties. And as a practical resource, this course will show students how consumers can avoid foreclosures in the future.

Dec. 10, 2009

Innovative Marketing

Instructor: Dwayne Carte, MAAR

6.0 hours of cont. education credit

9:00 am to 4:00 pm

Early bird registration: \$55/member \$70 non-member

Registration after 12/3/09 \$60/member

Association Office Education Center, North Mankato

Topics Covered: Updated to include Social Networking. This course has been designed to increase your awareness of how significantly the home buying process has changed in the past decade, and improve your real estate marketing strategy to

change with it. Learn how to develop innovative and effective ways to market your services to any homebuyer. This course is for anyone who wants to tie together their knowledge of homebuyer needs, awareness of marketing principles, and solution-oriented approach to serving buyer-clients. This course explores the buyer counseling session, e-marketing and using social networking in your overall marketing plan.

Jan. 19, 2010

Agency, Ethics, and Law

Instructors: Chris Galler, Linda Modlinski, Lynn Legard

*** Fulfills Agency & Ethics requirements**

3.75 hours of cont. education credit

8:30 am to 12:15 pm

Early bird registration: \$35/member \$50/non-member

Registration after 1/12/10 \$45/member

Association Office Education Center, North Mankato

Economic & Lending Issues, Forms, Contract Issues

Instructor: Christine Berger (MNAR) and Duane Sauke

3.75 hours of cont. education credit

1:15 pm to 5:00 pm

Early bird registration: \$35/member \$50/non-member

Registration after 1/12/10 \$45/member

Association Office Education Center, North Mankato

Feb. 25, 2010

Identity Theft

Instructor: Ray Quinn

3.0 hours of cont. education credit

9:00 to 12:00 pm

Early bird registration: \$30/member \$45/non-member

Registration after 2/18/10 \$40/member

Association Office Education Center, North Mankato

Topics Covered: Learn ways in which identity theft has an impact on the real estate transaction. Gain useful knowledge of the FACTA Act, including what you are required to do as a business person when it comes to protecting the identity of your customers. Explore case studies of real identity theft victims and learn ways you and your customers can be protected from identity theft.

Do you know the way to FHA?

Instructor: Anita Olson from HUD

3.0 hours of cont. education credit

1:00 pm to 4:00 pm

Early bird registration: \$30/member \$45/non-member

Registration after 2/18/10 \$40/member

Association Office Education Center, North Mankato

Topics Covered: You've been away too long. Consumers are counting on you to answer all their Federal Housing Administration (FHA) insured mortgage questions. Are you prepared? This class will educate you on FHA's history, programs, products and benefits. "Need to know" consumer topics will include low down payment options, eligibility with less than perfect credit, low cost refinance options and FHA's loss mitigation, foreclosure prevention tools. Be sure you know the way to FHA and attend this interactive class.

April 14, 2010

Seminar for Real Estate Agents (Information on Schools)

Instructors: District 77

3.0 hours of cont. education credit

8:00 am to 11:00 am

Registration: \$5/member

Association Office Education Center, North Mankato

Topics covered: New Rosa Parks Elementary School, Academics in Action, Special Offerings, Strategic approach to student learning and assessing student's academic performance, School District Demographic Data.

April 15, 2010

Legal Issues in a Challenging Market Environment

Instructors: Don Smith, Brad Boyd – Thomsen & Nybeck Attorneys at Law

3.5 hours of cont. education credit

9:00 am to 12:30 pm

Early bird registration: \$35/member

Registration after 4/8/10 \$45/member

Association Office Education Center, North Mankato

Topics covered: This course will cover the most common legal issues faced by real estate agents in the conducting of their

business. Instructors will go over in detail a variety of areas that give rise to liability for real estate agents. Attendees will also come away with methods of handling potential liability exposure issues.

Apr. 21, 2010

Size Matters

Instructor: Jim Dattalo

3.0 hours of cont. education credit

9:00 pm to 12:00 pm

Early bird registration: \$30/member \$45/non member

Registration after 4/14/10 \$40/member

Association Office Education Center, North Mankato

***Cost for both morning and afternoon class is \$35**

Topics covered: To be licensed we had to remember how many square feet are in an acre. But can we determine the acreage of a lot by its dimensions? If you struggle with square footage and general measuring calculations for listings in RASM, then this is the class for you. You will get to practice room calculations, learn measuring guidelines and more. With in class practice, you will no longer have to fear the Seller Net Sheet when you make your listing presentations. You will practice room calculations, learn measuring guidelines, and leave with the skills and confidence to perform the necessary math for your next listing.

Fair Housing

Instructor: Jim Dattalo

***Fulfills Fair Housing requirement**

1.0 hour of cont. education credit

12:00 pm to 1:00 pm

Early bird registration: \$10/member \$25/non member

Registration after 4/14/10 \$20/member

Association Office Education Center, North Mankato

***Cost for both morning and afternoon class is \$35**

Paragon Classes

Instructor: Jenny Simon, MLS Director

Classes are \$10 each per member

Beginner classes are from 9:00 am to 11:30 am

Advanced classes are from 1:30 pm to 4:00 pm

December 9th, 2009

February 11th, 2010

April 13th, 2010

June 10th, 2010

October 22, 2009	New Member Orientation – <u>Requirement for all new members</u> 9:00-12:30, 3.5 hours Continuing Education Credit- Association Office Education Center, North Mankato
January 21, 2010	New Member Orientation – <u>Requirement for all new members</u> 9:00-12:30, 3.5 hours Continuing Ed Credit Association Office Education Center, North Mankato
April 22, 2010	New Member Orientation – <u>Requirement for all new members</u> 9:00-12:30, 3.5 hours Continuing Ed Credit Association Office Education Center, North Mankato
July 22, 2010	New Member Orientation – <u>Requirement for all new members</u> 9:00-12:30, 3.5 hours Continuing Ed Credit Association Office Education Center, North Mankato
October 21, 2010	New Member Orientation – <u>Requirement for all new members</u> 9:00-12:30, 3.5 hours Continuing Ed Credit Association Office Education Center, North Mankato

*You must arrive on time and attend the entire session to be given credit for the class per the Department of Commerce

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

*Classes may be cancelled due to lack of registrants

*No refunds unless you call 24 hours in advance to cancel your registration

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

Who do you contact?

For registration or course information contact Brittni at brittni@rasminfo.com

RASM Phone Number: 507-345-6018

RASM Fax Number: 507-345-5225

RASM Website: www.rasminfo.com

Classroom Location:

RASM

2115 Rolling Green Lane

North Mankato, MN 56003

MN Department of Commerce

All real estate education is regulated by the Minnesota Department of Commerce. All courses offering continuing education credit must first be approved by the department and re-approved each year. Some other important facts to remember regarding education and Department of Commerce regulations include:

On-time Arrival

As a provider of continuing education, we are not allowed to admit a student after class has started.

Renewal – New Agent

As a new agent, you are required to complete 30 hours of continuing education before your license renewal deadline.

Renewal – All Other Agents

You are required to complete a minimum of 15 hours by June 30, 2010 and the remaining hours by your renewal date of June 30, 2011.

“Review your Transcript” of continuing education credits at www.pulseportal.com.

RASM offers Online Education!!

RASM and 360 training have come together to offer online education through rasminfo.com

To access the information go to www.rasminfo.com
Click on the Education tab on the left hand side
Click on one of the 3 buttons on the right hand side

The screenshot shows a web browser window with the URL <http://www.rasminfo.com/education.php>. The page features a navigation menu on the left with links for 'about us', 'find a realtor', 'find a home', 'contact us', 'members only', 'affiliates', 'education', 'consumer', 'industry news', and 'links'. A calendar for January 2008 is displayed, with the 9th, 15th, 22nd, and 29th highlighted. A 'Register for Classes' link is visible next to the calendar. The main content area shows details for two classes:

- Thursday - January 15th**
 - Legal Issues Unique to Brokers**
 - Location: Association Office
 - Time: 9:00-12:45
 - Credits: 3.75 (approval pending)
 - Non-Member Cost: 70
 - Member Cost: 25
- Thursday - January 22nd**
 - New Member Orientation**
 - Location: Assoc. Office
 - Time: 9:00-12:30
 - Credits: 3.5
 - Non-Member Cost:
 - Member Cost: 0

On the right side of the page, there are three buttons for online education: 'Online Real Estate Continuing Education' (with a red house icon), 'Online Mortgage Education' (with a blue house icon), and 'Online Real Estate Classes' (with a grey house icon). Below these buttons are links for 'MN Real Estate CE', 'MN Mortgage CE', and 'MN Title Insurance and Escrow CE'. A yellow arrow points from the text 'Click the Continuing Education button you would like' to the 'Online Real Estate Continuing Education' button.