

Continuing Education

Upcoming RASM Education Courses 2011-2012

Sept. 27, 2011

2011 New Forms Changes – What Goes in the Blanks & Why?

Instructor: Lynn Leegard

3.75 hours of cont. education credit

8:30 am to 12:15 pm

Before 9/20/11 \$35/member \$70/non-member

After 9/20/11 \$45/member \$90/non-member

Association Office Education Center, North Mankato

Topics Covered: This course will examine both new and revised MNAR forms that are frequently used in real estate transactions and address the contract issues that can pop up in day to day business. We will look at new disclosure forms that have been developed to comply with the recently approved MARS rule and a new disclosure for buyer relationships with REO companies.

Nov. 16, 2011

Avoid Pitfalls by Learning the Answers to the “Hottest” Questions on the MNAR Legal Hotline

Instructor: Brad Boyd, Thomsen & Nybeck

3.75 hours of cont. education credit

8:30 am to 12:15 pm

Before 11/9/11 \$35/member \$70/non-member

After 11/9/11 \$45/member \$90/non-member

Association Office Education Center, North Mankato

Topics Covered: This course will identify and discuss the most common questions/issues raised by callers on the Minnesota Association of REALTORS® Legal Hotline. The instructor will

draw on his insight from receiving 200-300 Hotline calls per month of offer ideas on how to avoid common mistakes and pitfalls. You will hear actual scenarios about common legal claims made against real estate agents, areas of continuing confusion in agency, advertising dos and don'ts, the potential pitfalls with the increasing use of contract for deeds, and common intra-company issues, along with tips on minimizing liability and practical guidance in handling problems in these areas of your practice. This course is equally suited for novice and veteran agents and brokers.

Jan. 25, 2012

2011-2012 Real Estate Module – Residential Leasing

*** This is a required course to be taken before the June 30th, 2012 license renewal deadline. A test must be taken and passed to complete requirement.**

Instructor: Don Smith, Thomsen & Nybeck

3.75 hours of cont. education credit

8:30 am to 12:15 pm

Before 1/18/12 \$35/member \$70/non-member

After 1/18/12 \$45/member \$90/non-member

Association Office Education Center, North Mankato

Topics Covered: The course is designed to introduce the real estate licensee to leasing residential properties. It will explore the content of the lease listing agreement, addenda and disclosures and identify issues and expertise needed when working with the homeowner. The tenant agreement and rental application process will be covered. The course will also cover credit checks and fair housing issues when working with renters and landlords. Sample lease agreement content will be discussed along with how agents can assist and manage the move-in process. Risk management measures will be addressed along with how the licensee can assist when landlords and tenants have problems.

Feb. 8, 2012

Real Estate Negotiation

Instructor: Mike Brennan

3.75 hours of cont. education credit

8:30 am to 12:15 pm

Before 2/1/12 \$35/member \$70/non-member

After 2/1/12 \$45/member \$90/non-member

Association Office Education Center, North Mankato

Topics Covered: Working through difficult transactions and helping buyers and sellers resolve differences is a big part of a real estate agent's role in a transaction. However, buyers and sellers are extremely emotional during the transaction and agents need to separate the people from the problem and help them focus on resolving the issues. This class will help agents negotiate the toughest of deals and build a good relationship with the parties.

Feb. 22, 2012

The Triple Crown Real Estate

Instructor: Chris Prescott, Coldwell Banker Burnet

*** Fulfills Agency & Fair Housing requirements**

3.75 hours of cont. education credit

8:30 am to 12:15 pm

Before 2/15/12 \$35/member \$70/non-member

After 2/15/12 \$45/member \$90/non-member

Association Office Education Center, North Mankato

Topics Covered: This course is designed to give real estate agents a review of the principals and structures of the REALTOR® Code of Ethics and how it relates to their duties to clients and customers, the public, and other REALTORS®. It will also review the basics of buyer and seller agency law in Minnesota including fiduciary duties and the 5 contractual relationship options. Lastly, it will review the federal and state fair housing laws and show real estate agents how best to prevent discrimination in the field.

Feb. 22, 2012

Close More Short Sales

Instructor: Chris Prescott, Coldwell Banker Burnet

3.75 hours of cont. education credit

1:15 pm to 5:00 pm

Before 2/15/12 \$35/member \$70/non-member

After 2/15/12 \$45/member \$90/non-member

Association Office Education Center, North Mankato

Topics Covered: This course will educate real estate agents on the current national and local market trends and projections relating to short sales and how they affect consumer decisions. It will educate licensees how to prepare your sellers to make sure they understand the foreclosure process, the short sale process, how long it will take and what they should expect. Licensees will learn the process of pricing and marketing a property to maximize sale price and minimize the possible exposure for the seller. This course reviews the potential tax and legal ramifications of doing a short sale and reviews the closing process and all of the possible outcomes.

March 22, 2012

Death, Divorce and Bankruptcy

Instructor: Lynn Leegard

3.75 hours of cont. education credit

8:30 am to 12:15 pm

Before 3/15/12 \$35/member \$70/non-member

After 3/15/12 \$45/member \$90/non-member

Association Office Education Center, North Mankato

Topics Covered: This course looks at the impact that death, divorce and/or bankruptcy can have on any real estate transaction and will help prepare you to better serve your clients and customers. Transactions which occur when one or more of these factors are present add additional tensions to buyers and sellers. This class will show ideas and techniques which will help you navigate the most difficult transactions.

April 5, 2012

2011-2012 Real Estate Module – Residential Leasing

(Note Date Change)

*** This is a required course to be taken before the June 30th, 2012 license renewal deadline. A test must be taken and passed to complete requirement.**

Instructor: Don Smith, Thomsen & Nybeck

3.75 hours of cont. education credit

8:30 am to 12:15 pm

Before 3/29/12 \$35/member \$70/non-member

After 3/29/12 \$45/member \$90/non-member

Association Office Education Center, North Mankato

Topics Covered: The course is designed to introduce the real estate licensee to leasing residential properties. It will explore the content of the lease listing agreement, addenda and disclosures and identify issues and expertise needed when working with the homeowner. The tenant agreement and rental application process will be covered. The course will also cover credit checks and fair housing issues when working with renters and landlords. Sample lease agreement content will be discussed along with how agents can assist and manage the move-in process. Risk management measures will be addressed along with how the licensee can assist when landlords and tenants have problems.

April 26, 2012

Ethics for 2012

Instructor: Linda Modlinski, MNAR

3.75 hours of cont. education credit

8:30 am to 12:15 pm

Before 4/19/12 \$35/member \$70/non-member

After 4/19/12 \$45/member \$90/non-member

Association Office Education Center, North Mankato

Topics Covered: This class will explore the duties and obligations for REALTORS® as prescribed by the Code of Ethics which coincide with MN state statutes, when working with buyers and sellers. Examples and case studies will be sited to help agents identify problems and tips given to take steps to avoid/correct problems.

May 9, 2012

2011-2012 Real Estate Module – Residential Leasing

*** This is a required course to be taken before the June 30th, 2012 license renewal deadline. A test must be taken and passed to complete requirement.**

Instructor: Don Smith, Thomsen & Nybeck

3.75 hours of cont. education credit

8:30 am to 12:15 pm

Before 5/2/12 \$35/member \$70/non-member

After 5/2/12 \$45/member \$90/non-member

Association Office Education Center, North Mankato

Topics Covered: The course is designed to introduce the real estate licensee to leasing residential properties. It will explore the content of the lease listing agreement, addenda and disclosures and identify issues and expertise needed when working with the homeowner. The tenant agreement and rental application process will be covered. The course will also cover credit checks and fair housing issues when working with renters and landlords. Sample lease agreement content will be discussed along with how agents can assist and manage the move-in process. Risk management measures will be addressed along with how the licensee can assist when landlords and tenants have problems.

Paragon Classes

Instructor: Jenny Simon, MLS Director

2.5 hours of cont. education credit

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

October 13th, 2011

December 8th, 2011

February 23rd, 2012

April 19th, 2012

Instanet Classes

Instructor: Jenny Simon, MLS Director

Jennifer Wettergren, NuStar Realty

3.0 hours of cont. education credit

Classes are \$15 each per member

Classes are from 9:00 am to 12:00 pm

November 9th, 2011

January 11th, 2012

March 14th, 2012

May 24th, 2012

- October 20, 2011 **New Member Orientation** – Requirement for all new members
9:00-12:30, 3.5 hours Continuing Education Credit-
Association Office Education Center, North Mankato
- January 19, 2012 **New Member Orientation** – Requirement for all new members
9:00-12:30, 3.5 hours Continuing Education Credit-
Association Office Education Center, North Mankato
- April 12, 2012 **New Member Orientation** – Requirement for all new members
9:00-12:30, 3.5 hours Continuing Education Credit-
Association Office Education Center, North Mankato
- July 19, 2012 **New Member Orientation** – Requirement for all new members
9:00-12:30, 3.5 hours Continuing Education Credit-
Association Office Education Center, North Mankato
- October 18, 2012 **New Member Orientation** – Requirement for all new members
9:00-12:30, 3.5 hours Continuing Education 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, 2012 and the remaining hours by your renewal date of June 30, 2013.

“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 title "RASM - REALTOR® Association of Southern Minnesota - RASM Education Calendar - Windows Intern...". The address bar shows "http://www.rasminfo.com/education.php". The browser interface includes a menu bar (File, Edit, View, Favorites, Tools, Help), a search bar with "Google" and "Go" buttons, and a toolbar with various icons. The website content 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 present. The main content area lists two classes for Thursday, January 15th: "Legal Issues Unique to Brokers" and "New Member Orientation". To the right, three buttons are visible: "Online Real Estate Continuing Education" (with a house icon), "Online Mortgage Education" (with a house and document icon), and "Online Real Estate Classes" (with a 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.



REALTOR® ASSOCIATION OF SOUTHERN MINNESOTA

Continuing Education Checklist

Please register me for the following classes:

- Sept. 27, 2011** – 2011 New Forms Changes
What Goes in the Blanks & Why?
3.75 hours of CE
- Nov. 16, 2011** – Avoid Pitfalls by Learning the Answers to the “Hottest”
Questions on the MNAR Legal Hotline
3.75 hours of CE
- Jan. 25, 2012** – 2011-2012 Residential Leasing Module
3.75 hours of CE
- Feb. 8, 2012** – Real Estate Negotiation
3.75 hours of CE
- Feb. 22, 2012** – Close More Short Sales
3.75 hours of CE
- Feb. 22, 2012** – The Triple Crown Real Estate
3.75 hours of CE (Fulfills Agency & Fair Housing requirement)
- March 22, 2012** – Death, Divorce and Bankruptcy
3.75 hours of CE
- March 28, 2012** – 2011-2012 Residential Leasing Module
3.75 hours of CE
- April 26, 2012** – Ethics for 2012
3.75 hours of CE
- May 9, 2012** – 2011-2012 Residential Leasing Module
3.75 hours of CE

Paragon Classes

Oct. 13, 2011

- Beginner - \$10
- Advanced - \$10

Dec. 8, 2011

- Beginner - \$10
- Advanced - \$10

Feb. 23, 2012

- Beginner - \$10
- Advanced - \$10

April 19, 2012

- Beginner - \$10
- Advanced - \$10

Instanet Classes

- Nov. 9, 2011 – \$15
- Jan. 11, 2012 - \$15
- March 14, 2012 - \$15
- May 24, 2012 - \$15

Name: _____

Company: _____

Phone: _____ Amount Enclosed: _____