

Kerry Kidwell - Course Descriptions 9/15

Core 16003 – Contractually Speaking – 3 hour Core B

When is a contract binding? Do I really need a buyer agency agreement? When can a buyer rescind an offer? Do I have to present offers to my seller after he has accepted one? This class is a review of basic contract law in sales and leasing.



RB 714 – Developing a Marketing Plan – 3 hour elective When business is slow, do you just buy more magnetic business cards or make a comment on social media or do you really have a plan? How much money is spent on ads that don't bring in business? This course is designed around building a business plan and working your "sphere of influence" to get the greatest return on your marketing dollars. Also discussed is when to hire someone to help you market and sources of marketing materials. Of course, your marketing plan needs to meet all the guidelines of Federal and State laws which will also be referenced.



Core 1644- Core A - Quiz Me! This course covers the basics of the CORE A topics including Illinois License Law, agency, fair housing, and escrow. After completion of this course, the student should understand the basics of these topics as well as many of the recent changes in the License Law. Teams of students will put their heads together to solve the quizzes!

Core 1629 - Core B - Advertising & the Real Estate Agent

The course contains three segments on separate, but related topics. First, advertising guidelines under Illinois License Law and other various federal and state laws, such as "Do Not Call" are addressed. Second, advertising under Regulation Z is discussed, including what "triggers" disclosures and what those disclosures have to be. Finally, fair housing advertising do's and don't are covered, including discussion of words that may not be accepted by local newspapers and MLS's.

Core 1640 - Core B - DISCLOSE! DISCLOSE! DISCLOSE! - Property Defect Disclosure under Illinois & Federal Laws – 3 hours core

The purpose of this course is to familiarize agents about the Illinois Seller Disclosure Act and the form sellers need to complete. There will be discussion of what disclosures agents should, and should not, make in regards to Illinois License Law. The class will also contain instructions

for completing the Lead Based Paint disclosure form as well as radon disclosure forms.

Additionally the course will be to touch on various property problems such as flood zones, mine subsidence, stigmatized property and a variety of other problems

Core 1630 -Core B- Just the Basics - This course is an overview of agency, fair housing, anti-trust and advertising for real estate agents in Illinois. Agents will look at specific ads at the end of each section to address problems in today's marketing environment. Students who complete this class should have a working knowledge of what they can and can't advertise or claim in their ads as well as what agency form to use in different situations.

PM 602 – Property Management 101 - 3 hour elective

This class contains the basic elements of leasing and property management, including the pitfalls. Ideal for those wanting to own their first rental property or start a property management company. Not intended for those who are already in the property management business, although they might pick up a tip or two.

ENV 1241 - Reducing Radon Risk in Real Estate - 3 hour elective –

After completing this class, students should be more aware of radon and its health problems, be able to explain testing, mitigation, and "safe" levels to clients, understand how testing is done, and obtain sources of radon information. Included will be information on the Illinois Radon Disclosure Act. This class was developed by REEA with a grant from the US EPA.

ENV 1221 - Going Green in Real Estate – The Green Quiz show – 3

hour elective – set in a game show format, discover ways to go green and save money at work, on the road and at home. Also discusses what buyers and sellers are looking for in “green “ housing.

TECH 1704 - Risk Reduction and Technology Use

- 3 hour elective This technology course will discuss usage of digital cameras, computers, email, and the Internet properly in a real estate transaction. Includes documenting a transaction with email, lots of good websites to visit, how not to “doctor” pictures, Internet advertising requirements under Illinois law, use of cell phones, fax and videotaping, do-not-call and -fax and -email, etc. **NOT** a class on how to buy or use software or hardware! A great course for beginning or mid-level tech users.

ETH 1518 - Code of Ethics Review - 3 hour elective

Contains discussion of the entire Code of Ethics, the processing of ethics and arbitration complaints, plus classroom participation by attendees in mock hearing panels. This class satisfies the NAR requirement that all new and existing REALTORS have 3 hours of ethics training every 4 years.

These two classes are new from NAR and approved for CE by IAR:

COM 1065 – Discovering Commercial Real Estate – 3 hours elective

Designed for non-commercial agents who want a look at commercial sales and leasing. This course requires a fee of \$200 to NAR every 2 years. Students get a certificate upon completion. Requires NAR approved instructor.



RD 900 – Real Estate Safety Matters – 3 hour elective

This course delves into ways to stay safe on the job and well as tips to stop identity thieves and hackers. 84 page outline. The REBAC fee is waived for this course. Requires NAR approved instructor.

