

<input checked="" type="checkbox"/> Check courses and circle prices for each course ordered.	Ordering within 90 days of receiving this brochure	Ordering after 90 days of receiving this brochure
<input type="checkbox"/> misAdventures of C. Tripp Slade Realty	\$45-6hrs	\$45
<input type="checkbox"/> Water Problems: basements, roofs & land.	\$29-3hrs	\$29
<input type="checkbox"/> Hi-Fidelity (Iowa Agency Law... uncoiled) new in 2015	\$45-6hrs	\$45
<input type="checkbox"/> Residential Landlord/Tenant Act (IA Code 562A)	\$45-6hrs	\$45
<input type="checkbox"/> EVICT! Flawed, failed and fine-tuned FED's	\$49-6hrs	\$49
<input type="checkbox"/> Fatal Departures (lost and found real estate commiSSionS)	\$45-6hrs	\$45
<input type="checkbox"/> SQUATTERS! —trespassers will be shot; survivors will be shot again!!	\$45-6hrs	\$45
<input type="checkbox"/> Options, 1st Right of Refusals & Hour Clauses	\$45-6hrs	\$45
<input type="checkbox"/> Dueling Appraisals! (see description panel)	\$45-6hrs	\$45
<input type="checkbox"/> PURGE —title defects, abstracts, lawyer mistakes, Iowa Title Guaranty, title insurance, etc.	\$29-3hrs	\$29
<input type="checkbox"/> SURGE —National Flood Insurance Program-FEMA.	\$29-3hrs	\$29
<input type="checkbox"/> The real estate instructor at Troublesome Creek Realty (6 Hrs. elective or IDW credit)	\$75-6 hrs elective or IDW credit	\$75
<input type="checkbox"/> Septic Systems —private sewage disposal systems—new in 2013	\$49-6 hrs	\$49
<input type="checkbox"/> Appraisal and Valuation	\$45-6 hrs	\$45
<input type="checkbox"/> HOUDINI CLAUSES —a comprehensive study of contingencies/contract escape mechanisms	\$49-6 hrs	\$49
<input type="checkbox"/> Mandatory Courses (package pricing) — Order individual courses below Law Update: 8 hours plus Ethics: 4 hours (12 hours total)	\$99 12 hours mandatory	\$99
<input type="checkbox"/> Mandatory Law Update 8 hours mandatory-see discount above	\$79 8 hours mandatory	\$79
<input type="checkbox"/> Mandatory Ethics 4 hours mandatory-see discount above (REALTORS: see comment on reverse side)	\$45 4 hours-mandatory	\$45
<input checked="" type="checkbox"/> PRIORITY Shipping and Handling	\$14	\$14
Please add <u>carefully</u> to prevent delay of order		
Total enclosed:	\$ _____	\$ _____

Home Study Registration
 Name (print) _____
 Address _____
 City _____ State _____ Zip Code _____
 Phone: () — _____ License Exp. Date?: '24 '25 '26

Make checks payable to: / mail to:
 Iowa Real Estate Seminars, Box 1523, Waterloo, Iowa, 50704
 ☺ **Did you remember to include \$14 s/h? 319-230-5804**

Traditional not computer/not on-line
Home Study Courses

By Brad Hanes

All of our home study courses are of the traditional paper/pencil/booklet format



Great Topics!
Best Variety!
Value Pricing!

Our Newest Courses

What you can learn from:

Dueling Appraisals!
 2 Appraisals— 2 Appraisers—
 Same Property— different values!

Two appraisers give their opinion of the same property within a small time interval. Study how they value the property from their own unique critical perspective. **Topics include:** adjusting variables; appraiser cryptic language and abbreviations; opinion differences in neighborhoods, marketing periods and cost/income approach differences and others. 6 hours elective.



HOUDINI CLAUSES—
 An Agent's Guide to Contract
 Escape Mechanisms

Topics include: Sham contingencies; precedent contingencies; contingencies subsequent; good faith-bad faith contingency analysis; time-of-the-essence contingency analysis; focus-of-the-contingency interpretation; contingency fulfillment and compensation recovery, plus others. 6 hours elective

Hi-Fidelity

Iowa Agency Law... uncoiled

One of our newest courses!— covers agency law from its formation during ancient times to modern Iowa laws and statutes. This course analyzes and explains the use of Iowa agency law to dismantle difficult relationships encountered by agents during real life practice. 6 hours elective

License Expiration: December 31, 2024 or December 31, 2025 or December 31, 2026?
 you may complete a maximum of 24 hours of continuing education by home study; 12 hours minimum in face-to-face classes or Zoom.
 You may combine elective courses and mandatory courses but May NOT exceed 24 hours of education by home study. (licensees with disabilities may petition the Iowa Real Estate Commission to complete all 36 hours by homestudy)