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brochure

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|   |   |                   |
|---|---|-------------------|
| <input type="checkbox"/> misAdventures of C. Tripp Slade Realty   | \$33-6hrs                               | \$33              |
| <input type="checkbox"/> Water Problems: basements, roofs & land.   | \$23-3hrs                               | \$23              |
| <input type="checkbox"/> Hi-Fidelity (Iowa Agency Law. . . uncoiled) new in 2015  | \$35-6hrs                               | \$35              |
| <input type="checkbox"/> Residential Landlord/Tenant Act (IA Code 562A)   | \$33-6hrs                               | \$33              |
| <input type="checkbox"/> Appraisal and Valuation  | \$39-6hrs                               | \$39              |
| <input type="checkbox"/> Fatal Departures<br>(lost and found real estate commi\$Sion\$)   | \$33-6hrs                               | \$33              |
| <input type="checkbox"/> SQUATTERS! —trespassers will be shot;<br>survivors will be shot again!!  | \$39-6hrs                               | \$39              |
| <input type="checkbox"/> Options, 1st Right of Refusals & Hour<br>Clauses   | \$39-6hrs                               | \$39              |
| <input type="checkbox"/> Dueling Appraisals! (see description panel)  | \$39-6hrs                               | \$39              |
| <input type="checkbox"/> PURGE —title defects, abstracts, lawyer mis-<br>takes, Iowa Title Guaranty, title insurance, etc.  | \$23-3hrs                               | \$23              |
| <input type="checkbox"/> SURGE<br>—National Flood Insurance Program-FEMA.   | \$23-3hrs                               | \$23              |
| <input type="checkbox"/> The real estate instructor at<br><br>Troublesome Creek Realty (6 Hrs. elective or IDW credit) | \$75-6 hrs<br>elective or<br>IDW credit | \$75              |
| <input type="checkbox"/> Septic Systems— private sewage disposal sys-<br>tems—new in 2013   | \$35-6 hrs                              | \$35              |
| <input type="checkbox"/> EVICT! Flawed, failed and fine-tuned FED's   | \$39-6 hrs                              | \$39              |
| <input type="checkbox"/> HOUDINI CLAUSES—a comprehensive<br>study of contingencies/contract escape mecha-<br>nisms  | \$39-6 hrs                              | \$39              |
| <input type="checkbox"/> Mandatory Courses<br>(package pricing)—<br>Order individual courses below<br>Law Update: 8 hours plus<br>Ethics: 4 hours (12 hours total)  | \$69<br>12 hours<br>mandatory           | \$69              |
| <input type="checkbox"/> Mandatory Law Update<br>8 hours mandatory-see discount <u>above</u>  | \$59<br>8 hours<br>mandatory            | \$59              |
| <input type="checkbox"/> Mandatory Ethics<br>4 hours mandatory-see discount <u>above</u><br>(REALTORS: see comment on reverse side)   | \$35<br>4 hours-<br>mandatory           | \$35              |
| <input checked="" type="checkbox"/> PRIORITY Shipping and Handling  | \$14                                    | \$14              |
| Please add <u>carefully</u> to prevent delay of order<br>Total enclosed:  |   | \$ _____ \$ _____ |

#### Home Study Registration

Name (print) \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Phone: ( ) — — License Exp. Date?: '22 '23 '24

**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. We will try to continue to make this course style available.

#### Our Newest Courses

What you can learn from:

#### ☐ Dueling Appraisals!

2 Appraisals—2 Appraisers—  
Same Property!

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 course 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

#### ☐ Septic Systems:

—6 hours elective (home study)

#### License Expiration: December 31, 2022?

Covid-19 emergency rule changes allows you to complete *all* 36 hours by home study. (8 Hrs. Law Update, 4 Hrs. Ethics; 24 Hrs. electives.

#### License Expiration: December 31, 2023 or December 31, 2024?

you may complete a maximum of 24 hours of continuing education by home study.