

# 2019 WRA CONTINUING EDUCATION COURSES 2 & 4

Thursday, March 14, 2019

Best Western Riverfront

1821 Riverside Ave, Marinette, WI 54143

MCBOR SPONSORED - INSTRUCTOR JONATHAN SAYAS

## **COURSE 2: Registration: 8:00 a.m. Class from 8:30-12 noon**

### **CE Course 2 – WISCONSIN OFFERS TO PURCHASE**

Course 2: Wisconsin Offers to Purchase provides licensees mandatory instruction on inspections and testing. This course distinguishes between the use of an amendment and a notice. You will learn when each form should be used in relation to the Inspection Contingency. Course 2 walks through the intricacies of the Financing and Appraisal contingencies and explores how they work together and how they stand alone. Finally, this course reviews the Closing of Buyer's Property Contingency, the bump clause, and how to avoid common mistakes when using that contingency.

## **COURSE 4 Registration: 12:30 p.m. Class from 12:45-4:15 pm**

### **CE Course 4 –WISCONSIN REAL ESTATE ETHICS AND CONSUMER PROTECTION :**

Course 4: Wisconsin Real Estate Ethics and Consumer Protection provides licensees mandatory instruction on misrepresentation and concealment. Course 4 explores how to negotiate professionally and build better relationships with fellow agents. You'll explore your toolbox of options for working with other agents professionally to advance the interest of your clients. You'll also learn what is new in the ever-evolving world of fair housing and how best practices can help you avoid a fair housing complaint. This course will satisfy the National Association of REALTORS® code of ethics requirements.

### **Optional Lunch: Soup & Salad Buffet \$12.00**

**Lunch reservations have to be made at the time of class reservation**

Early Bird Registration postmarked by 2/15/19	Registration postmarked after 2/15/19
Members \$51 for both courses - \$26 one course	Members \$56 for both courses - \$28 one course
Non-Members \$61 for both courses - \$31 one course	Non Members \$66 for both courses - \$33 one course

**To Register Please Complete the Attached Page and submit with payment to MCBOR. See the next page for instructions.**

**March 14, 2019 CON-ED REGISTRATION FORM**  
**Courses 2 & 4**

Name:

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Phone:

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Address:

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Check which courses you will be taking: Course 2  Course 4

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Will you be eating the optional lunch ? (reservations must be made with registration)

YES

NO

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Amount enclosed: Amount for course(s) \$ \_\_\_\_\_ + \$12 if having lunch = \$ \_\_\_\_\_

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**Mail Registration and Payment to:**  
**Marinette County Board of REALTORS**  
**PO Box 164**  
**Menominee, MI 49858**

Questions – email [mcbor@wra.org](mailto:mcbor@wra.org) or call 715-923-0609