

2018 WRA CONTINUING EDUCATION COURSES 3 & 4

Tuesday, March 6

Best Western Riverfront

1821 Riverside Ave, Marinette, WI 54143

MCBOR SPONSORED - INSTRUCTOR JONATHAN SAYAS

COURSE 3: Registration: 8:00 a.m. Class from 8:30-12 noon

CE Course 3 – Wisconsin New Developments:

- Updates licensees with the most recent changes and developments in real estate law, practices, and procedures;
- Examines changes to Wisconsin statutes, administrative code provisions, and case law;
- Provides instruction on revised forms including state forms and WRA forms;
- Covers pending and proposed legislative and regulatory changes, forms revisions, and other potential changes to licensing regulations.

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

CE Course 4 – Ethics and Best Practices:

- Satisfies the National Association of REALTORS® Code of Ethics requirements;
- Discusses ways to improve standards of practice by focusing on communication with consumers and other agents including confidentiality, disclosure, drafting and submission of written proposals, and providing services with reasonable skill and care;
- Considers procuring cause and dispute resolution;
- Reviews rules for contacting represented sellers and buyers;
- Learn about enforcement procedures for ethics and best practices;
- Explores the new statute of limitations for actions against licensees and how that changed record keeping rules for firms;
- Topics also include fair housing and responsibilities of firms and licensees.

Optional Lunch: Soup & Sandwich Buffet \$12.00

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

Early Bird Registration postmarked by 2/15/18	Registration postmarked after 2/15/18
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 6, 2018 CON-ED REGISTRATION FORM
Courses 3 & 4

Name:

Phone:

Address:

Check which courses you will be taking: Course 3 Course 4

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

YES

NO

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

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

Questions – email mcbor@wra.org or call 715-923-0609