

The Superior Area Association of REALTORS® presents...

Wisconsin Continuing Education

Tuesday, March 23, 2010 – Instructor: Tracy Rucka

- ☆ Course I – Listing Contracts – 8:30 am – 11:30 am plus exam
- ☆ Course II – Offer to Purchase – 1:00 am – 4:00 pm plus exam

Wednesday, March 24, 2010 – Instructor: Michael Tobin

- ☆ Course III – New Developments – 8:30 am – 11:30 am plus exam
- ☆ Course IV – Buyer Agency Agreements – 1:00 am – 4:00 pm plus exam

Thursday, March 25, 2010 – Instructor: Michael Tobin

- ☆ Elective A – Risk Reduction – 8:30 am – 11:30 am plus exam
- ☆ Elective E – Financing the Sale – 1:00 am – 4:00 pm plus exam

Location: SAAR Office, 4031 Grand Avenue, Duluth

Cost: **SAAR Members:** \$15 per module
Nonmembers: \$25 per module (Includes MLS only & DAAR members)

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These six courses combine to fulfill the WI CE requirement for the period of 2009-2010.

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Each course is also approved for 3.5 hours of MN Real Estate CE. You must pass the exam for credit.

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Each class is limited to the first 85 Registrants!!

Registration Form

PLEASE PRINT LEGIBLY!!

Please register me for:

- | | | |
|---|--|--|
| <input type="radio"/> March 23 AM – Course I | <input type="radio"/> March 24 AM – Course III | <input type="radio"/> March 25 AM – Elective A |
| <input type="radio"/> March 23 PM – Course II | <input type="radio"/> March 24 PM – Course IV | <input type="radio"/> March 25 PM – Elective E |

Name: _____ **Company:** _____

License # (MN/WI): _____ **Phone:** _____

Please check one:

- Payment is enclosed (Make Checks payable to SAAR)
- Charge my (circle card type and complete information below):

VISA

MASTERCARD

Card #: _____ **Amount: \$** _____ **Exp Date:** _____

CC Billing Info: _____

Address

City

State

Zip

Name on Card

Signature

MAIL TO: Superior Area Assn of REALTORS®
4031 Grand Avenue
Duluth, MN 55807

FAX CHARGES TO: (866) 392-7950

NO REGISTRATIONS WILL BE ACCEPTED WITHOUT PAYMENT OR BY PHONE.
CANCELLATIONS MUST BE MADE 3 BUSINESS DAYS IN ADVANCE FOR FULL REFUND.

Questions? Call (715) 392-7002 or (877)-550-5994

IF YOU WISH TO RECEIVE E-MAIL CONFIRMATION OF YOUR RESERVATION, PLEASE PRINT YOUR EMAIL ADDRESS CLEARLY: _____

IF YOU DO NOT REQUEST AN E-MAIL CONFIRMATION, YOU WILL NOT RECEIVE A CONFIRMATION AT ALL.

Wisconsin Continuing Education Course Information

**These six classes combine to fulfill the CE requirement for the period of 2009-2010.
Each course is also approved for 3.5 hours of MN Real Estate CE.**

Course I – Listing Contracts

Reviews §240.10 requirements for a valid agency agreement and focuses on issues surrounding the WI Residential Listing Contract such as: exclusions, incentives, extension, and termination of the listing. This course includes a discussion of cooperation and access to the property, the Real Estate Condition Report, licensee inspection, and safety at open houses and individual showings. Course I also tackles agency relationships and use of the WB42 Amendment.

Course II – Offer to Purchase

Includes the revisions and additions to the WB11 Residential Offer to Purchase (mandatory use date of 3/1/2010) including: the financing contingency, closing proration, delivery, appraisal contingency, and distribution of information. Course 2 provides a discussion of the inspection contingency and use of the amendment and notice. In addition the other forms used in daily practice are also included such as; the WB40 Amendment, WB41 Notice, WB44 Counter-Offer, WB45 Cancellation Agreement and Mutual Release, and WB46 Multiple Counter-Proposal.

Course III – New Developments

Incorporates e-mail delivery, the role of the e-commerce law and includes a comprehensive discussion of short sales and foreclosures. Course 3 also covers the impact of the use value assessment and land use issues including restrictions, easements, zoning, pier regulation, floodplain and FEMA remapping. It also includes the new developments in real estate case law and legislative updates.

Course IV – Buyer Agency Agreements

Includes a discussion of pre-agency, agency relationships, role of selling agent vs. buyer's agent, Wis. Stat. §240.10 requirements for a valid agency agreement, and disclosing buyer agency status. Course 4 focuses on the WB36 Buyer Agency/Tenant Representation Agreement, including: modifying agency authorization, excluded properties, termination of the agreement, the agreement term, extending the term, and use of the WB47 Amendment.

Elective A – Risk Reduction

Uncovers the advertising administrative rules, role of the Department of Regulation and Licensing, common closing issues and forms of ownership such as: corporations, limited liability companies, tenants in common, joint tenants, and marital property vs. survivorship marital property. Elective A also discusses licensee disclosure obligations. Additionally, it addresses referral fees, fee splitting, affiliated business relationships, licensee self-dealing, independent practice and insurance.

Elective E – Financing the Sale

Provides a brief history of the lending industry including the sub-prime market, predatory lending and offers a review of the various loan programs such as: conventional, FHA, VA and state loan programs WHEDA and Wisconsin VA. Elective E also includes a discussion of recent and pending legislation affecting today's lending world.

Exam and New Licensee Information

There will be a closed-book exam after each course. To pass the course and receive credit for WI or MN, you must receive a 70% score on the exam. If you do not pass, you must retake the course. Your certificate of completion will be mailed within two weeks after the class.

The Wisconsin Department of Regulation and Licensing requires that 18 hours of continuing education be completed by salespersons or brokers in order to renew their licenses. Courses must be completed by December 14, 2010. New licensees are not required to satisfy the continuing education requirement during this first biennial licensure period. A "new" licensee is anyone who received an original broker's or salesperson's license between December 15, 2008 and December 14, 2010 and who was not licensed to practice as either a broker or salesperson on the first day of the biennium.