

The Superior Area Association of REALTORS® presents...
Wisconsin Continuing Education

Wednesday, April 11, 2012 – CE 1 & 2

Instructor: Jonathan Sayas

- ☆ Listing Contracts – 8:30 a.m. to 12:00 p.m. (includes 1 hour MN agency requirement)
- ☆ Offer to Purchase – 1:00 a.m. to 4:30 p.m.

Wednesday, April 18, 2012 – CE 3 & 4

Instructor: Michael Tobin

- ☆ New Developments – 8:30 a.m. to 12:00 p.m.
- ☆ Business Ethics – 1:00 p.m. to 4:30 p.m.

NOTE: This course meets the quadrennial ethics requirement.

Wednesday, April 25, 2012 – Electives

Instructor: Michael Sewell

- ☆ Environmental Matters – 8:30 a.m. to 12:00 p.m.
- ☆ Other Approved Forms – 1:00 p.m. to 4:30 p.m.

See Reverse for more course information.

Location: SAAR Office, 4031 Grand Avenue, Duluth

Cost: **SAAR Members** \$20 per module

Nonmembers (includes MLS only & DAAR members) \$30 per module

Credits: These courses meet the mandatory 18 hours of Wisconsin CE. Each course is also approved for 3.5 hours of Minnesota Real Estate Continuing Education. You must complete the test for WI or MN CE credits.

Each class is limited to the first 85 Registrants!!

Registration Form

PLEASE PRINT LEGIBLY!!

Please register me for:

April 11 – Listing Contracts
April 11 – Offer to Purchase
April 11 – FULL DAY

April 18 – New Developments
April 18 – Business Ethics
April 18 – FULL DAY

April 25 – Environmental Matters
April 25 – Other Approved Forms
April 25 – FULL DAY

Name:

Company:

Address:

Phone:

PLEASE PRINT YOUR EMAIL ADDRESS CLEARLY:

Please check one:

Payment is enclosed

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

Wisconsin Continuing Education Course Information

Course 1 - Listing Contracts - Mandatory

Focuses on the listing contract including a review of Wisconsin's agency models. Examines issues affecting commissions, how commissions are paid to listing brokers and cooperating brokers, and how seller-financed transactions shape commissions. Provides instruction on a seller's and a licensee's disclosure obligations including a seller's real estate condition report, a licensee's inspection of the property, lead-based paint disclosures, and when licensees are not obligated to disclose information. Reviews legal and ethical obligations when contacting or working with a seller represented by another broker. A comparison of transactions that may not result in a commission for a listing broker is also provided.

Course 2 - Offer to Purchase - Mandatory

Provides an in-depth look at practice issues specifically concerning the revised WB - 11 Residential Offer to Purchase. Topics covered include licensees' competency when drafting offers, review of the proper method of delivering documents to parties according to the terms of a buyer's offer, and requirements related to use of email delivery and electronic signatures. Also examines closing prorations, gap endorsement, testing and inspection, and the use of inspection, appraisal, financing, and closing of buyer's property contingencies. Practice issues such as earnest money distribution, presentation of offers, disclosure of offers, rights of first refusal, and uses of both the WB - 41 Notice Relating to Offer to Purchase and WB - 40 Amendment to Offer to Purchase are also addressed.

Course 3 - New Developments -Mandatory

Updates real estate professionals with the most recent changes and developments in real estate law, practices, and procedures. Provides instruction on the revised Wisconsin Residential (WB - 11), Condominium (WB - 14), and Vacant Land (WB - 13) Offers to Purchase. Provides instruction on new disclosure requirements related to shoreland zoning, managed forest land, and other disclosure obligations. Reviews revised statutes and administrative code relating to the practice of real estate and developments in financing regulations affecting real estate practice in Wisconsin.

Course 4 - Business Ethics (includes National Association of REALTORS® quadrennial ethics training requirement) - Mandatory

Reviews the Wisconsin law and professional industry standards that govern the legal, ethical, and competency standards required of Wisconsin real estate licensees. Examines advertising rules and licensee conduct when advertising as principals in transactions, as agents, and as employees of brokers. Provides an overview of the emerging issues related to a licensee's use of social media for advertising and networking and a broker's responsibility to monitor those activities. Includes a review of issues related to procuring cause and professional standards created by Wisconsin law and the REALTOR® Code of Ethics. Reviews the resolution of ethics complaints, the Department of Regulation and Licensing's procedure for handling complaints and a comparison of alternative dispute resolution and litigation.

Elective B - Environmental Matters

Updates real estate professionals on environmental issues encountered in real estate transactions. Addresses testing and inspection obligations. Reviews potential contaminants including radon, carbon monoxide, lead based paint, arsenic, mold, asbestos, and water contaminants including nitrate, radium, and arsenic. Also reviews underground and aboveground storage tanks and the emerging property contamination issues of methamphetamine production and the use of Chinese drywall in construction.

Elective C - Other Approved Forms

Tackles the correct use of approved forms including WB - 40 Amendment to Offer to Purchase, WB - 41 Notice Relating to Offer to Purchase, WB - 44 Counter-Offer, WB - 45 Cancellation Agreement & Mutual Release, WB - 46 Multiple Counter-Proposal and WB - 25 Bill of Sale. Provides instruction on the use of drafted and preprinted addenda to achieve the intent of the parties to a transaction. Examines proper drafting technique to use forms correctly.

Exam and New Licensee Information

There will be a closed-book exam after each course. To pass the course, 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.

All licensees must complete six Department of Safety and Professional Services (DSPS)-approved courses for a total of 18 hours. There are four mandatory courses and a list of DSPS-approved electives. Licensees must complete the four mandatory courses and two electives from the DSPS-approved electives list.

The 2011-2012 real estate continuing education courses have been approved for assessor continuing education.