



CONTINUING EDUCATION CLASS SCHEDULE

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All classes are 3-hrs. unless otherwise noted with an asterisk. COR represents CORE/all others are ELECTIVE

- Broker Two-Year Renewal Period - 05/01/08 through 04/30/10
- Salespersons' Two-Year Renewal Period - 05/01/07 through 04/30/09

Effective January 1, 2005, through December 31, 2008, and for successive four (4) year periods thereafter, REALTORS® are required to complete a quadrennial ethics training for not less than two (2) hours and thirty (30) minutes of instructional time, according to the National Association of REALTORS®. Every REALTOR® must complete the mandated ethics course once every four years.

Location of Courses Below: MORE Headquarters 6655 Main St., Downers Grove, IL 60516 Tel: 630.324.8400

DATE	TIME	INSTRUCTOR	COURSE #/TITLE	DESCRIPTION
October 13	9 a.m. - NOON	Lynn Madison	COR 1650 (A) Agency & Escrow: Will the Defendant Please Rise?	Join us as we explore agency's fine points - duties to clients - responsibilities to customers as well as look at escrow case studies - all with an emphasis on risk reduction.
	1 p.m. - 4 p.m.	Lynn Madison	COR 1649 (B) Anti-Trust & Fair Housing-Whatcha Gonna Do When They Come for You!	It's not always what you say that causes you problems - it's how you say it. Through video examples of what to do - and what not to do - we'll look at two of the areas of real estate that can cause them to come for you - when you thought you were one of the good guys!
November 18	9 a.m. - NOON	Lynn Madison	ETH 1512 Elective The Code of Ethics: It's Good Business	Fulfilling your requirement for NAR's Ethics training, we'll look at the Code and its impact on your profession. Join us as we take a look at the Code 'from the street.'
	1 p.m. - 4 p.m.	Marki Lemons	FI 1129 Elective Short Sale: The Result of Foreclosure	This course is designed for real estate agents, brokers, investors, industry professionals, and homeowners who want to know how to prepare a short sale package.
December 10	9 a.m. - NOON	Jana Herdova	COR 1650 (A) Agency & Escrow: Will the Defendant Please Rise?	Join us as we explore agency's fine points - duties to clients - responsibilities to customers as well as look at escrow case studies - all with an emphasis on risk reduction.
	1 p.m. - 4 p.m.	Conrad (Skip) Juckins	RB 746 Elective Elements of a Contract	Our responsibility for writing solid contracts that protect our client's interest is one of the most important duties we have. We'll look at the basic concepts of writing good offers.
December 16	1 p.m. - 4 p.m.	Marilyn Glazer	ETH 1527 Elective The Golden Rule and Beyond	This course is an interactive course covering the ethical obligations of real estate professionals. Pathways to Professionalism and case studies are also included.
January 9	1 p.m. - 4 p.m.	Kevin Kete	FI 1108 Elective Shifting into Forward/Reverse Exchange	A Broker's perspective on using provisions of Section 1031 of the Internal Revenue Code to provide added value to the real estate consumer.
January 14	9 a.m. - NOON	Lynn Madison	RD 903 Elective Surf's Up - R U Ready? Advertising & the Internet	The business has changed and the issues regarding the Internet have been clarified. Join us as we look at the License Law and the changes regarding advertising and the Internet.

January 14	1 p.m. - 4 p.m.	Lynn Madison	AGY 451 Elective Dual Agency: Duties in Conflict	By studying actual cases, we'll explore the latest issues arising out of dual agency, including disclosure, duties, Ministerial Acts and what NOT to do when representing both parties.
January 15	9 a.m. - NOON	Ruth Ann Morgan	COR 1650 (A) Agency & Escrow: Will the Defendant Please Rise?	Join us as we explore agency's fine points - duties to clients - responsibilities to customers as well as look at escrow case studies - all with an emphasis on risk reduction.
	1 p.m. - 4 p.m.	Ruth Ann Morgan	COR 1649 (B) Anti-Trust & Fair Housing-Whatcha Gonna Do When They Come for You!	It's not always what you say that causes you problems - it's how you say it. Through video examples of what to do - and what not to do - we'll look at two of the areas of real estate that can cause them to come for you - when you thought you were one of the good guys!
February 12	9 a.m. - NOON	Wayne Paprocki	COR 1650 (A) Agency & Escrow: Will the Defendant Please Rise?	Join us as we explore agency's fine points - duties to clients - responsibilities to customers as well as look at escrow case studies - all with an emphasis on risk reduction.
	1 p.m. - 4 p.m.	Wayne Paprocki	COR 1649 (B) Anti-Trust & Fair Housing-Whatcha Gonna Do When They Come for You!	It's not always what you say that causes you problems - it's how you say it. Through video examples of what to do - and what not to do - we'll look at two of the areas of real estate that can cause them to come for you - when you thought you were one of the good guys!
February 13	1 p.m. - 4 p.m.	Stanley Sklar	CTR 1325 Elective Construction Law for Real Estate Brokerage	Provides the basic knowledge and business practices to further the real estate agent's ability and desire to sell new construction.
February 17	9 a.m. - NOON	Lynn Madison	RB 707 Elective Pitfalls & Possibilities: Presenting/Negotiating Contracts	It is critical that a professional real estate practitioner know what their responsibilities and duties are in the important step of presenting and negotiating their client's offers. This course looks at the Code of Ethics for the guidelines to we need to help buyers and sellers.
February 18	1 p.m. - 4 p.m.	Lori Cox	ETH 1523 At Ease with Ethics	This classroom course is fast paced, fun and full of information about the Code of Ethics and Standards of Practice.
<i>*Meets NAR Code of Ethics Requirement</i>				
March 13	1 p.m. - 4 p.m.	Chuck Wiercinski	COM 1062 Elective Commercial RE: Getting the Job Done	This course will help the agent determine the best way to communicate with commercial clients, the types of agreements and the contract clauses.
March 17	9 a.m. - NOON	Lynn Madison	RD 943 Elective R.E. Realities: Counseling Buyers/Sellers in Today's Market	Today's buyers and sellers come armed with information - but information is not the same as knowledge. We need to educate our clients and it all starts with the counseling session prior to either taking the listing or showing property. We'll cover what they need to know and more.
	1 p.m. - 4 p.m.	Kelly Molinari Atty. Chris Haas	FI 1120 Elective Introduction to Short Sale Principles	This course will discuss today's competitive market, distressed properties, foreclosure and the homeowner's options, the mechanics of a short sale and finding and qualifying clients.
March 27	9 a.m. - NOON	Marilyn Glazer	COR 1653 (A) Agency License Law & Escrow	This course will review the real estate license law with an emphasis on agency disciplinary actions and maintenance of escrow accounts.
	1 p.m. - 4 p.m.	Marilyn Glazer	COR 1639 (B) Legal Issues: Meeting Client Expectations	This course will discuss basic knowledge a client has the right to expect from his/her agent. The agent should be conversant with agency, record management, contract preparation, etc.
March 31	1 p.m. - 4 p.m.	Lynn Madison	FI 1130 Elective The Long & Short of It: Anatomy of a Short Sale	This course will look at the short sale from both sides - the seller and the buyer. We'll analyze the transaction from the decision of the agent to take the listing.
April 3	9 a.m. - NOON	James Korreck	COM 1025 Elective Effective Techniques for Selling a Business	This is an introductory course designed for real estate professionals who take on engagements to sell business.
	1 p.m. - 4 p.m.	Frank Bella	FI 1179 Elective How to Analyze Investment Real Estate	An overview of the approaches the marketplace uses to evaluate real property; what is the property worth, what price should I list the property, how to measure my expected yield.
April 9	9 a.m. - NOON	Lynn Madison	COR 1650 (A) Agency & Escrow: Will the Defendant Please Rise?	Join us as we explore agency's fine points - duties to clients - responsibilities to customers as well as look at escrow case studies - all with an emphasis on risk reduction.
	1 p.m. - 4 p.m.	Lynn Madison	COR 1657 (B) When in Doubt - DISCLOSE!	What do we disclose and when? What does the law say and what's just plain common sense? Disclosure issues are confusing and this course helps sort them out.

***MORe Now Offers the Competitive discount. Find the same classroom c.e. course offered somewhere else at a lower rate and bring the documents to MORe. We'll give you the same rate to attend our class. We are that sure that you will get **more** out of a MORe C.E. class that we will stand behind this pledge!**

April 14	9 a.m. - NOON	Lynn Madison	RD 903 Elective Surf's Up - R U Ready? Advertising & The Internet	The business has changed and the issues regarding the Internet have been clarified. Join us as we look at the License Law and the changes regarding advertising and the Internet. Using a game-show format, we'll look at duties to clients, RESPA requirements, writing contracts, disclosures and commission issues and explore ways to reduce your risk.
	1 p.m. - 4 p.m.	Lynn Madison	AGY 462 Elective Risky Business: Are You in Jeopardy	
April 17	9 a.m. - 4 p.m.	John Dunholter Paul Martis	COM 1002 Elective Commercial R.E.: The Challenges Insights Opportunities	This course will provide the student with an in-depth overview of the commercial and real estate market. The student will be taught the "language" of the commercial industry.

6 hrs. ELECTIVE

Location of Courses Below: MORe Naperville Satellite 1815 W Diehl Road, Suite 300 Tel: 630.324.8400

DATE	TIME	INSTRUCTOR	COURSE #/TITLE	DESCRIPTION
October 14	9 a.m. - NOON	Marilyn Glazer	COR 1639 (B) Legal Issues: Meeting Client Expectations	This course will discuss basic knowledge a client has the right to expect from his/her agent. The agent should be conversant with agency, record management, etc.
	1 p.m. - 4 p.m.	Marilyn Glazer	ETH 1527 Elective The Golden Rule and Beyond <i>*Meets NAR Code of Ethics Requirement</i>	This course is an interactive course covering the ethical obligations of real estate professionals. The Pathways to Professionalism and case studies are also included.
November 6	9 a.m. - NOON	Wayne Paprocki	COR 1650 (A) Agency & Escrow: Will the Defendant Please Rise?	Join us as we explore agency's fine points - duties to clients - responsibilities to customers as well as look at escrow case studies - all with an emphasis on risk reduction.
	1 p.m. - 4 p.m.	Wayne Paprocki	FI 1126 Elective The Agent: The Navigator	This course with an emphasis on affordability will help the real estate agent understand how to guide a client through the rough waters of today's housing and finance market.
December 10	9 a.m. - NOON	Lynn Madison	COR 1657 (B) When in Doubt - DISCLOSE!	What do we disclose and when? What does the law say and what's just plain common sense? Disclosure issues are confusing and this course helps sort them out.
	1 p.m. - 4 p.m.	Lynn Madison	AGY 462 Elective Risky Business: Are You in Jeopardy	Using a game-show format, we'll look at duties to clients, RESPA requirements, writing contracts, disclosures and commission issues and explore ways to reduce your risk.
December 18	1 p.m. - 4 p.m.	Janice Jones	ETH 1512 Elective The Code of Ethics: It's Good Business <i>*Meets NAR Code of Ethics Requirement</i>	Fulfilling your requirement for NAR's Ethics training, we'll look at the Code and its impact on your profession. Join us as we take a look at the Code 'from the street.'
January 22	9 a.m. - NOON	Wayne Paprocki	COR 1649 (B) Anti-Trust & Fair Housing: Watcha Gonna Do When They Come For You!	It's not always what you say that causes you problems - it's how you say it. Through video examples of what to do - and what not to do - we'll look at two of the areas of real estate that can cause them to come for you - when you thought you were one of the good guys!
	1 p.m. - 4 p.m.	Wayne Paprocki	COR 1650 (A) Agency & Escrow: Will the Defendant Please Rise?	Join us as we explore agency's fine points - duties to clients - responsibilities to customers as well as look at escrow case studies - all with an emphasis on risk reduction.
January 28	9 a.m. - NOON	Carmen Bruton	FI 1118 Elective The New Exit Strategy/Foreclosure, Short Sales/REOs	This course will walk you through step by step on "how" to get distressed homeowners banks and investors to CALL YOU! Step by step info on "how to" explain, assist and complete the short sale package/transaction.
	1 p.m. - 4 p.m.	John Dunholter Paul Martis	COM 1000 Elective Intro to Commercial RE w/Emphasis on MultiFamily	This course will provide the student with an overview of the commercial real estate market. There will be a special emphasis on investing in multi-family and strip center properties.
February 4	9 a.m. - NOON	New MORe Instructor Skip Juckins	RB 746 Elective Elements of a Contract	Our responsibility for writing solid contracts that protect our client's interest is one of the most important duties we have. We'll look at the basic concepts of writing good offers.
	1 p.m. - 4 p.m.	Wayne Paprocki	ETH 1512 Elective The Code of Ethics: It's Good Business <i>*Meets NAR Code of Ethics Requirement</i>	Fulfilling your requirement for NAR's Ethics training, we'll look at the Code and its impact on your profession. Join us as we take a look at the Code 'from the street.'

February 11	9 a.m - NOON	Wayne Paprocki	COR 1650 (A) Agency & Escrow: Will the Defendant Please Rise?	Join us as we explore agency's fine points - duties to clients - responsibilities to customers as well as look at escrow case studies - all with an emphasis on risk reduction.
	1 p.m. - 4 p.m.	Wayne Paprocki	COR 1649 (B) Anti-Trust & Fair Housing: Whatcha Gonna Do When They Come For You!	
March 18	1 p.m. - 4 p.m.	Marilyn Glazer	FI 1198 Elective Real Estate Investing	This course will give the real estate licensee an awareness of the opportunities for personal wealth building, in addition to providing an overview of the special challenges for a licensee.
March 19	1 p.m. - 4 p.m.	Janice Jones	ETH 1512 Elective The Code of Ethics: It's Good Business <i>*Meets NAR Code of Ethics Requirement</i>	
March 24	9 a.m - NOON	Wayne Paprocki	COR 1649 (B) Anti-Trust & Fair Housing: Whatcha Gonna Do When They Come For You!	It's not always what you say that causes you problems - it's how you say it. Through video examples of what to do - and what not to do - we'll look at two of the areas of real estate that can cause them to come for you - when you thought you were one of the good guys!
	1 p.m. - 4 p.m.	Wayne Paprocki	COR 1650 (A) Agency & Escrow: Will the Defendant Please Rise?	
April 8	1 p.m. - 4 p.m.	Kelly Molinari Atty. Chris Haas	FI 1120 Elective Introduction to Short Sale Principles	This course will discuss today's competitive market, distressed properties, foreclosure and the homeowner's options, the mechanics of a short sale and finding and qualifying clients.
April 13	9 a.m - NOON	Lori Cox	COR 1652 (A) Do It Right! Agency Duties & License Law Responsibilities	
	1 p.m. - 4 p.m.	Lori Cox	COR 1637 (B) Legal Issues: Fact or Fiction	A quick paced presentation on the impact of RESPA, Disclosure Issues, Anti-trust regulations that impact licensees in the real estate marketplace today.

Location of Courses Below: MORe Tinley Park Satellite 16345 S. Harlem Avenue, Suite 200, Tel: 630.324.8400

DATE	TIME	INSTRUCTOR	COURSE #/TITLE	DESCRIPTION
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October 31	9 a.m. - NOON	Ruth Ann Morgan	ETH 1512 Elective The Code of Ethics: It's Good Business <i>*Meets NAR Code of Ethics Requirement</i>	Fulfilling your requirement for NAR's Ethics training, we'll look at the Code and its impact on your profession. Join us as we take a look at the Code 'from the street.'
	1 p.m. - 4 p.m.	Ruth Ann Morgan	RB 746 Elective Elements of a Contract	
AM Halloween Costume Contest		1. First Prize - \$50!!		
PM Halloween Costume Contest		2. Second Prize - \$25		
		3. Third Prize - Free course that day - will be credit or refund fee paid to attend!		
November 20	9 a.m - NOON	Wayne Paprocki	COR 1650 (A) Agency & Escrow: Will the Defendant Please Rise?	Join us as we explore agency's fine points - duties to clients - responsibilities to customers as well as look at escrow case studies - all with an emphasis on risk reduction.
	1 p.m. - 4 p.m.	Wayne Paprocki	COR 1649 (B) Anti-Trust & Fair Housing: Whatcha Gonna Do When They Come For You!	
December 9	9 a.m - NOON	Marilyn Glazer	FI 1198 Elective Real Estate Investing	This course will give the real estate licensee an awareness of the opportunities for personal wealth building, in addition to providing an overview of the special challenges for a licensee.
	1 p.m. - 4 p.m.	Marilyn Glazer	ETH 1527 Elective The Golden Rule and Beyond <i>*Meets NAR Code of Ethics Requirement</i>	

January 13	9 a.m - NOON	Wayne Paprocki	COR 1650 (A) Agency & Escrow: Will the Defendant Please Rise?	Join us as we explore agency's fine points - duties to clients - responsibilities to customers as well as look at escrow case studies - all with an emphasis on risk reduction. It's not always what you say that causes you problems - it's how you say it. Through video examples of what to do - and what not to do - we'll look at two of the areas of real estate that can cause them to come for you - when you thought you were one of the good guys!
	1 p.m. - 4 p.m.	Wayne Paprocki	COR 1649 (B) Anti-Trust & Fair Housing: Whatcha Gonna Do When They Come For You!	
January 29	9 a.m - NOON	Marki Lemons	FI 1129 Elective Short Sale- The Result of Foreclosure	This course is designed for real estate agents, brokers, investors, industry professionals, and homeowners who want to know how to prepare a short sale package. Using a game-show format, we'll look at duties to clients, RESPA requirements, writing contracts, disclosures and commission issues and explore ways to reduce your risk.
	1 p.m. - 4 p.m.	Ruth Ann Morgan	AGY 462 Elective Risky Business: Agents in Jeopardy	
February 6	1 p.m. - 4 p.m.	Lori Cox	COR 1652 (A) Do It Right! Agency Duties & License Law Responsibilities	A quick paced presentation on the impact of Agency, License Law & Escrow obligations that impact licensees in the real estate marketplace.
February 10	1 p.m. - 4 p.m.	Kevin Kete	FI 1108 Elective Shifting into Forward/Reverse Exchange	A Broker's perspective on using provisions of Section 1031 of the Internal Revenue Code to provide added value to the real estate consumer.
February 19	9 a.m - NOON	John Dunholter Paul Martis	COM 1000 Elective Intro to Commercial RE w/Emphasis on MultiFamily	This course will provide the student with an overview of the commercial real estate market. There will be a special emphasis on investing in multi-family and strip center properties.
February 25	9 a.m - NOON	Lynn Madison	FI 1131 Elective Old Game - New Rules - Financing in Today's Market	The rules have changed - you have to do more than fog a mirror to get a mortgage and responsible agents can no longer survive without knowing something about financing. What do we disclose and when? What does the law say and what's just plain common sense? Disclosure issues are confusing and this course helps sort them out.
	1 p.m. - 4 p.m.	Lynn Madison	COR 1657 (B) When in Doubt - DISCLOSE!	
March 10	9 a.m - NOON	Wayne Paprocki	COR 1650 (A) Agency & Escrow: Will the Defendant Please Rise?	Join us as we explore agency's fine points - duties to clients - responsibilities to customers as well as look at escrow case studies - all with an emphasis on risk reduction. It's not always what you say that causes you problems - it's how you say it. Through video examples of what to do - and what not to do - we'll look at two of the areas of real estate that can cause them to come for you - when you thought you were one of the good guys!
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March 11	9 a.m - NOON	Wayne Paprocki	FI 1126 Elective The Agent: The Navigator	This course with an emphasis on affordability will help the real estate agent understand how to guide a client through the rough waters of today's housing and finance market. Our responsibility for writing solid contracts that protect our client's interest is one of the most important duties we have. We'll look at the basic concepts of writing good offers.
	1 p.m. - 4 p.m.	Wayne Paprocki	RB 746 Elective Elements of a Contract	
April 13	9 a.m - 4 p.m.	Regina Jordan Connie Pierrepont	COR 1641 (B) At Home w/Diversity NAR Certification--Will receive 6 hours of CORE B	A ground-breaking professional education initiative designed to provide America's real estate professionals with training and tools to expand their business as well as homeownership opportunities for more Americans.
April 16	1 p.m. - 4 p.m.	Wayne Paprocki	COR 1650 (A) Agency & Escrow: Will the Defendant Please Rise?	Join us as we explore agency's fine points - duties to clients - responsibilities to customers as well as look at escrow case studies - all with an emphasis on risk reduction.
April 20	9 a.m - NOON	Lori Cox	FI 1130 Elective The Long & Short of It: Anatomy of a Short Sale	This course will look at the short sale from both sides - the seller and the buyer. We'll analyze the transaction from the decision of the agent to take the listing.
	1 p.m. - 4 p.m.	Janice Jones	ETH 1512 Elective The Code of Ethics: It's Good Business <i>*Meets NAR Code of Ethics Requirement</i>	Fulfilling your requirement for NAR's Ethics training, we'll look at the Code and its impact on your profession. Join us as we take a look at the Code 'from the street.'

COSTS AND CANCELLATION POLICY

Questions? Contact: Latrice Rone
630-324-8427 or lrone@SucceedWithMore.com



IAR #2008-176



Use the registration form below for all Education Courses or register online at www.SucceedwithMORe.com.

*MORe Now Offers the Competitive discount. Find the same classroom c.e. course offered somewhere else at a lower rate and bring the documents to MORe. We'll give you the same rate to attend our class. We are that sure that you will get **more** out of a MORe C.E. class that we will stand behind this pledge!

<p>Online Registration:</p> <p>Walk-in; fax or mailed:</p> <p>Mail to:</p>	<p style="text-align: center;">Cost Per 3 hr. Class</p> <p>MORe Member *\$30 for C.E. Credit Register online for the member's only reduced rate! Brokers Only: Broker Mgmt. Course \$139</p> <p>MORE Member \$35/\$20 info only (no c.e.) IAR Member \$40/\$25 info only (no c.e.) Non-Member Licensee \$50/\$30 info only (no c.e.) Brokers Only: Broker Mgmt. Course \$149</p> <p>Mainstreet Organization of REALTORS® 6655 Main Street, Downers Grove, IL 60516 Questions, call 630.324.8400 and ask for Education</p>	<p>A. Cancellation requests must be in writing or voice mail:</p> <ol style="list-style-type: none"> 1. Prior to 48 hours of class - credit issued or a refund. 2. Within 48 hours of class - credit or refund minus a \$10 cancellation fee. 3. No refund or credit once a class begins. <p>B. Late arrivals will not be admitted and will forfeit C.E. Registration fee.</p> <p>C. C.E. Registrant must be in attendance; no subs.</p> <p>D. Failure to stay for entire C.E. class or take exam will result in forfeiture of registration fee</p> <p>E. \$50 processing fee on returned checks.</p> <p>F. Payment must accompany registration form.</p> <p>G. NO PHONE REGISTRATIONS.</p>
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Registration Form

Please fill out and return prior to attending your classes. Must cancel 48 hours prior to start of class for a refund. **NO PHONE REGISTRATIONS.** FAX TO: 630.324.8403. Register online by visiting www.SucceedwithMORe.com; **Members:** Log onto the website and on the My Account page, choose Education, Calendar and Registration in the Center Column. **Non-Member:** Click on **EVENT** tab, then **MORE CALENDAR**. Choose Month & Date of **CLASS**.

I am a Broker Salesperson I am registering for: C.E. Info Only

Member I.D. _____ E-mail: _____ Name: _____ Office: _____

Phone: _____ Non-member address (if applicable): _____

Course Date: _____ Course #: _____ Location: _____

I am paying with (please circle)
Check/Visa/Mastercard/Amex/Discover

Managing Broker? Check if you would like this billed to your office.

Credit card #: _____ Exp. Date: _____ Signature: _____

Do you have any disabilities which require special accommodation?