



STATE APPROVED CONTINUING EDUCATION SCHEDULE

Time is Counting Down for the 4/30/10 Brokers Renewal

All courses are new
or have been updated



****All classes are Approved for Indiana Continuing Education****

To register, visit www.SucceedwithMORe.com: Members - log on and choose Education. Non-members - choose Education at the top of the page.

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 - 05/01/09 through 04/30/11

Effective January 1, 2009, through December 31, 2012, 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 28	9 a.m. - NOON	Lynn Madison	<i>New</i> COR 1665 (A) Welcome to Runamuck Realty	Just when you thought you heard it all - along comes Runamuck Realty where their motto is "The End Justifies the Means" and putting themselves first is their priority.
	1 p.m. - 4 p.m.	Lynn Madison	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.'
Nov. 19	9 a.m. - NOON	<i>New</i> Stephen Kon	FI 1142 Tax Sales for Rookie	The purpose of this course is to help the novice understand what a tax sale is about and to guide the investor through a step by step process of acquiring real estate through a tax sale.
	1 p.m. - 4 p.m.	Chris Read	COR 1649 (B) Whatcha Gonna Do When They Come for You? Agency and Fair Housing	It's not always <i>what</i> you say that causes you problems - it's <i>how you say it</i> . 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!
Nov. 20	9 a.m. - NOON	Lori Cox	FI 1130 Elective The Long & Short of It: Anatomy of a Short Sale	A quick paced presentation on the anatomy of short sales and the importance of counseling both sellers and buyers to create a successful short sale transaction.
	1 p.m. - 4 p.m.	Wayne Paprocki	COR 1650 (A) Will the Defendant Please Rise? Agency & Escrow	Join us as we explore agency's fine points - duties to clients - responsibilities to customers - when to dual (when not to!) as well as look at escrow case studies.
Dec. 3	9 a.m. - 5 p.m.*	Chris Read	*BME 1800 Broker Management	This course is intended to provide the knowledge and tools necessary to be an effective Illinois real estate broker.
Dec. 10	1 p.m. - 4 p.m.	Lynn Madison	RB 746 Elements of a Contract	This course is designed to cover the elements inherent in all real estate contracts and how the agents' knowledge impacts their clients.
Dec. 15	9 a.m. - NOON	Lynn Madison	<i>New</i> COR 1665 (A) Welcome to Runamuck Realty	Just when you thought you heard it all - along comes Runamuck Realty where their motto is "The End Justifies the Means" and putting themselves first is their priority.

Dec. 15, 2009	1 p.m. - 4 p.m.	Wayne Paprocki		COR 1649 (B) Whatcha Gonna Do When They Come for You? Agency and Fair Housing	It's not always <i>what</i> you say that causes you problems - it's <i>how you say it</i> . 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!
Jan. 11, 2010	9 a.m. - NOON	Kerry Kidwell	New	COR 1646 (B) The Dirty Dozen: 12 Ways to Get Sued..and How to Avoid Them	This class ia a look at areas that are common sources of lawsuits against real estate agents and real estate companies and how to avoid them.
	1 p.m. - 4 p.m.	Kerry Kidwell	New	COR 1625 (A): License Law Battle	Would you rather watch a game show or attend a C.E. Class? Most of us know that answer! In this class, the students are the contestants and battle it out over R.E. law questions.
Jan. 14, 2010	1 p.m. - 4 p.m.	Lynn Madison		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.'
Jan. 15, 2010	9 a.m. - NOON	Lynn Madison		FI 1130 Elective The Long & Short of It: Anatomy of a Short Sale	A quick paced presentation on the anatomy of short sales and the importance of counseling both sellers and buyers to create a successful short sale transaction.
	1 p.m. - 4 p.m.	Lynn Madison		RD 943 Counseling Buyers & Sellers in Today's Market	The clients have changed and how the agents communicate with them have as well. This course will give licensees the tools and techniques to better educate buyers and sellers.
Feb. 2, 2010	9 a.m. - NOON	Cindy Ladage Patrick Daniels		ENV 1240 Radon Testing in Real Estate (\$10 to attend)	This course provides real estate agents and brokers with the information they need to avoid liability issues related to radon in real estate, Illinois radon legislation and regulation.
Feb. 4, 2010	9 a.m. - 5 p.m.*	Lynn Madison		*BME 1800 Broker Management	This course is intended to provide the knowledge and tools necessary to be an effective Illinois real estate broker.
Feb. 11, 2010	1 p.m. - 4 p.m.	Kevin Kete		FI 1108 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 consumeras well as generate additional commissions.
Feb. 12, 2010	1 p.m. - 4 p.m.	Jim Korreck		COM 1025 Commercial: Effective Techniques for Selling a Business	This is an introductory course designed for real estate professionals who take on engagements to sell businesses.
Feb. 16, 2010	9 a.m. - NOON	Lynn Madison	New	COR 1665 (A) Welcome to Runamuck Realty	Just when you thought you heard it all - along comes Runamuck Realty where their motto is "The End Justifies the Means" and putting themselves first is their priority.
	1 p.m. - 4 p.m.	Wayne Paprocki		COR 1657 (B) When in Doubt - Disclose	What needs to be disclosed? Just about everything! And that's what this course covers.
Feb. 25, 2010	1 p.m. - 4 p.m.	Kerry Kidwell	New	ETH 1518 Code of Ethics I <i>*Meets NAR Code of Ethics Requirement</i>	We'll talk about disclosing your involvement when listing and selling, advertising, etc. Members of NAR are required to complete periodic ethics training of not less than 2.5 hours once every 4 years, starting Jan. 1, 2001. This class satisfied that requirement.
March 12, 2010	1 p.m. - 4 p.m.	Chuck Wiercinski		COM 1062 Commercial: Getting the Job Done	This course will help the agent determine the best way to communicate with commercial clients.
March 18, 2010	9 a.m. - 4 p.m.*	Paul Martis Jack Dunholter		*COM 1002 Commercial: The Challenges, Insights & Opportunities	This course will provide the student with an in-depth overview of the commercial real estate market. You will also learn the "language" of the commercial real estate industry.
March 24, 2010	9 a.m. - NOON	Wayne Paprocki		COR 1650 (A) Will the Defendant Please Rise? Agency & Escrow	Join us as we explore agency's fine points - duties to clients - responsibilities to customers - when to dual (when not to!) as well as look at escrow case studies.
	1 p.m. - 4 p.m.	Wayne Paprocki		COR 1649 (B) Whatcha Gonna Do When They Come for You? Agency and Fair Housing	It's not always <i>what</i> you say that causes you problems - it's <i>how you say it</i> . 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 25, 2010	9 a.m. - 5 p.m.*	Wayne Paprocki	*BME 1800 Broker Management	This course is intended to provide the knowledge and tools necessary to be an effective Illinois real estate broker.
April 7, 2010	9 a.m. - 5 p.m.*	Lori Cox	*BME 1800 Broker Management	This course is intended to provide the knowledge and tools necessary to be an effective Illinois real estate broker.
April 13, 2010	9 a.m. - NOON	Lynn Madison	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.'
April 16, 2010	9 a.m. - 4 p.m.*	Paul Martis	*COM 1002 Commercial: The Challenges, Insights & Opportunities	This course will provide the student with an in-depth overview of the commercial real estate market. You will also learn the "language" of the commercial real estate industry.
April 19, 2010	1 p.m. - 4 p.m.	Jack Dunholter Marki Lemons	FI 1129 Short Sale: The Result of Foreclosure	This course is for real estate agents, brokers, investors, industry professionals and homeowners who want to know how to prepare a short sale package and the timeline.
May 3, 2010	9 a.m. - 5 p.m.*	Wayne Paprocki	*BME 1800 Broker Management	This course is intended to provide the knowledge and tools necessary to be an effective Illinois real estate broker.

Location of Courses Below: MORE Naperville Satellite Office, 1815 Diehl Rd., Naperville, Suite 300, Tel: 630.324.8400

DATE	TIME	INSTRUCTOR	COURSE #/TITLE	DESCRIPTION
October 14	9 a.m. - NOON	Lynn Madison	COR 1657 (B) When in Doubt - Disclose	What needs to be disclosed? Just about everything! And that's what this course covers. We'll talk about disclosing your involvement when listing and selling, advertising, etc.
	1 p.m. - 4 p.m.	Lynn Madison	AGY 451 Dual Agency: Duties in Conflict	This course explores the latest issues arising out of dual agency, including disclosure, duties and when to do ministerial acts.
October 29	9 a.m. - NOON	Chris Read	FI 1102 RESPA & HUD 1	This course is designed to give agents an understanding of why and how the Real Estate Procedures Act (RESPA) is the cornerstone of federal law governing transactions.
	1 p.m. - 4 p.m.	Chris Read	COR 1650 (A) Will the Defendant Please Rise? Agency & Escrow	Join us as we explore agency's fine points - duties to clients - responsibilities to customers - when to dual (when not to!) as well as look at escrow case studies.
Nov. 5	9 a.m. - 5 p.m.*	Lynn Madison	*BME 1800 Broker Management	This course is intended to provide the knowledge and tools necessary to be an effective Illinois real estate broker.
Dec. 14	9 a.m. - 1 p.m.	Kelly Molinari Atty. Chris Haas	FI 1120 Introduction to Short Sale Principles--4 hrs./only 3 hrs. elective	This class is for real estate agents at all levels of experience. The courses teaches how to take advantage of short sale opportunities and analyzes concerns in the market.
Dec. 18	9 a.m. - NOON	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.'
	1 p.m. - 4 p.m.	Marki Lemons	FI 1129 Short Sale: The Result of Foreclosure	This course is for real estate agents, brokers, investors, industry professionals and homeowners who want to know how to prepare a short sale package and the timeline.
Jan. 7, 2010	9 a.m. - NOON	Janice Jones	COR 1649 (B) Whatcha Gonna Do When They Come for You? Agency and Fair Housing	It's not always <i>what</i> you say that causes you problems - it's <i>how you say it</i> . 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!
	1 p.m. - 4 p.m.	Ruth Ann Morgan	COR 1659 (A) Law and Order	This course covers various agency relationships with corresponding duties, disclosure of the licensee, compensation, including duties after the agency relationship ends.

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Jan. 21, 2010	9 a.m. - 5 p.m.*	Janice Jones	*BME 1800 Broker Management	This course is intended to provide the knowledge and tools necessary to be an effective Illinois real estate broker.
Feb. 18, 2010	9 a.m. - NOON	Lynn Madison	COR 1650 (A) Will the Defendant Please Rise? Agency & Escrow	Join us as we explore agency's fine points - duties to clients - responsibilities to customers - when to dual (when not to!) as well as look at escrow case studies.
	1 p.m. - 4 p.m.	Lynn Madison	COR 1649 (B) Whatcha Gonna Do When They Come for You? Agency and Fair Housing	It's not always <i>what</i> you say that causes you problems - it's <i>how you say it</i> . 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!
Feb. 23, 2010	9 a.m. - NOON	Chris Read	FI 1102 RESPA & HUD 1	This course is designed to give agents an understanding of why and how the Real Estate Procedures Act (RESPA) is the cornerstone of federal law governing transactions.
	1 p.m. - 4 p.m.	Marki Lemons	FI 1129 Short Sale: The Result of Foreclosure	This course is for real estate agents, brokers, investors, industry professionals and homeowners who want to know how to prepare a short sale package and the timeline.
March 8, 2010	9 a.m. - 5 p.m.*	Lynn Madison	*BME 1800 Broker Management	This course is intended to provide the knowledge and tools necessary to be an effective Illinois real estate broker.
March 9, 2010	9 a.m. - NOON	Lynn Madison	RD 903 Surf's Up-R U Ready?	With the Internet being the major advertising tool for our brokers and agents, a thorough understanding of the rules and regulations regarding it are in order.
	1 p.m. - 4 p.m.	Lynn Madison	FI 1130 Elective The Long & Short of It: Anatomy of a Short Sale	A quick paced presentation on the anatomy of short sales and the importance of counseling both sellers and buyers to create a successful short sale transaction.
April 12, 2010	9 a.m. - NOON	Lynn Madison	COR 1657 (B) When in Doubt - Disclose	What needs to be disclosed? Just about everything! And that's what this course covers.
	1 p.m. - 4 p.m.	Lynn Madison	COR 1665 (A) Welcome to Runamuck Realty	We'll talk about disclosing your involvement when listing and selling, advertising, etc. Just when you thought you heard it all - along comes Runamuck Realty where their motto is "The End Justifies the Means" and putting themselves first is their priority.
April 15, 2010	9 a.m. - NOON	Bill Schiller	TEC 1701 Cyber Real Estate - Part I	This program is designed to identify and explore the essential technologies & skills needed to better serve real estate consumers in the new millenium.
	1 p.m. - 4 p.m.	Bill Schiller	TEC 1702 Cyber Real Estate - Part II	This program concentrates on harnessing the tremendous potential of the Internet and related technologies to better serve real estate consumers in the new millenium.
April 22, 2010	1 p.m. - 4 p.m.	Kevin Kete	FI 1108 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 as well as generate additional commissions.

New

New

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

DATE	TIME	INSTRUCTOR	COURSE #/TITLE	DESCRIPTION
Oct. 26	9 a.m. - NOON	Wayne Paprocki	COR 1650 (A) Will the Defendant Please Rise? Agency & Escrow	Join us as we explore agency's fine points - duties to clients - responsibilities to customers - when to dual (when not to!) as well as look at escrow case studies.
	1 p.m. - 4 p.m.	Wayne Paprocki	COR 1649 (B) Whatcha Gonna Do When They Come for You? Agency and Fair Housing	It's not always <i>what</i> you say that causes you problems - it's <i>how you say it</i> . 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!
Oct. 28	9 a.m. - 5 p.m.*	Wayne Paprocki	*BME 1800 Broker Management	This course is intended to provide the knowledge and tools necessary to be an effective Illinois real estate broker.
Nov. 4	9 a.m. - NOON	Lynn Madison	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.'

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Nov. 20	9 a.m.-NOON	New	Bill Schiller	New	ENV 1220 Going GREEN in Real Estate	This course educates agents on the issues, challenges and opportunities involved in the rapidly growing niche of Green real estate.
	1 p.m. - 4 p.m.		Chris Read		COR 1649 (B) Whatcha Gonna Do When They Come for You? Agency and Fair Housing	It's not always <i>what</i> you say that causes you problems - it's <i>how you say it</i> . 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!
Dec. 11	9 a.m. - 5 p.m.*		Lynn Madison		*BME 1800 Broker Management	This course is intended to provide the knowledge and tools necessary to be an effective Illinois real estate broker.
Dec. 17	9 a.m. - NOON	New	Bill Schiller	New	TEC 1701 Cyber Real Estate - Part I	This program is designed to identify and explore the essential technologies & skills needed to better serve real estate consumers in the new millenium.
	1 p.m. - 4 p.m.	New	Stephen Kon		FI 1142 Tax Sales for Rookie	The purpose of this course is to help the novice understand what a tax sale is about and to guide the investor through a step by step process of acquiring real estate through a tax sale.
Jan. 12, 2010	9 a.m. - NOON		Wayne Paprocki		COR 1649 (B) Whatcha Gonna Do When They Come for You? Agency and Fair Housing	It's not always <i>what</i> you say that causes you problems - it's <i>how you say it</i> . 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!
	1 p.m. - 4 p.m.		Wayne Paprocki		COR 1650 (A) Will the Defendant Please Rise? Agency & Escrow	Join us as we explore agency's fine points - duties to clients - responsibilities to customers - when to dual (when not to!) as well as look at escrow case studies.
Jan. 20, 2010	9 a.m. - NOON	New	Bill Schiller		TEC 1701 Cyber Real Estate - Part I	This program is designed to identify and explore the essential technologies & skills needed to better serve real estate consumers in the new millenium.
	1 p.m. - 4 p.m.		Bill Schiller		TEC 1702 Cyber Real Estate - Part II	This program concentrates on harnessing the tremendous potential of the Internet and related technologies to better serve real estate consumers in the new millenium.
Jan. 27, 2010	9 a.m. - NOON		Ruth Ann Morgan	New	COR 1659 (A): Law and Order	This course covers various agency relationships with corresponding duties, disclosure of the licensee, compensation, including duties after the agency relationship ends.
	1 p.m. - 4 p.m.		Marki Lemons		FI 1129 Short Sale: The Result of Foreclosure	This course is for real estate agents, brokers, investors, industry professionals and homeowners who want to know how to prepare a short sale package and the timeline.
Feb. 1, 2010	1 p.m. - 4 p.m.		Cindy Ladage		ENV 1240 Radon Testing in Real Estate (\$10 to attend)	This course provides real estate agents and brokers with the information they need to avoid liability issues related to radon in real estate, Illinois radon legislation and regulation.
Feb. 4, 2010	9 a.m - NOON		Lori Cox		COR 1637 (B) Legal Issues: Fact or Fiction - RESPA, Disclosure and Anti-Trust	A quick paced presentation on the impact of RESPA, disclosure issues, anti-trust regulations that impact licensees in the real estate marketplace today.
	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 today.
Feb. 24, 2010	9 a.m. - 5 p.m.*		Wayne Paprocki		*BME 1800 Broker Management	This course is intended to provide the knowledge and tools necessary to be an effective Illinois real estate broker.
Feb. 26, 2010	9 a.m. - NOON		Paul Martis Jack Dunholter		COM 1000 Intro to Commercial R.E. w/Multifamily Emphasis	This course will provide the student with an overview of the commercial real estate market, with an emphasis on investing in multi-family and strip center properties.

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March 11, 2010	9 a.m. - NOON	Lori Cox	ETH 1523 At Ease with Ethics for Today's R.E. Professional <i>*Meets NAR Code of Ethics Requirement</i>	This course is a fast paced, fun and full of information about the Code of Ethics and Standards of Practice.
	1 p.m. - 4 p.m.	Lori Cox	AGY 451 Dual Agency: Duties in Conflict	This course explores the latest issues arising out of dual agency, including disclosure, duties and when to do ministerial acts.
March 22, 2010	9 a.m. - NOON	Ruth Ann Morgan	New CORE 1659 (A) Law and Order	This course covers various agency relationships with corresponding duties, disclosure of the licensee, compensation, including duties after the agency relationship ends.
	1 p.m. - 4 p.m.	Ruth Ann Morgan		COR 1640 (B) Legal Issues: From Melting Pot to Salad Bowl/Cultural Diversity
April 1, 2010	9 a.m. - NOON	Lynn Madison	AGY 462 Risky Business: Are You in Jeopardy?	What are the top areas of liability in today's market? Join us to explore the types of complaints and lawsuits we're seeing in areas of antitrust, agency, duties and more.
	1 p.m. - 4 p.m.	Lynn Madison	FI 1130 Elective The Long & Short of It: Anatomy of a Short Sale	A quick paced presentation on the anatomy of short sales and the importance of counseling both sellers and buyers to create a successful short sale transaction.
April 8, 2010	9 a.m. - NOON	Wayne Paprocki	COR 1649 (B) Whatcha Gonna Do When They Come for You? Agency and Fair Housing	It's not always <i>what</i> you say that causes you problems - it's <i>how you say it</i> . 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!
	1 p.m. - 4 p.m.	Wayne Paprocki	COR 1650 (A) Will the Defendant Please Rise? Agency & Escrow	Join us as we explore agency's fine points - duties to clients - responsibilities to customers - when to dual (when not to!) as well as look at escrow case studies.
April 14, 2010	9 a.m. - 5 p.m.*	Kerry Kidwell	*BME 1800 Broker Management	This course is intended to provide the knowledge and tools necessary to be an effective Illinois real estate broker.
May 4, 2010	9 a.m. - 1 p.m.	Kelly Molinari Atty. Chris Haas	FI 1120 Introduction to Short Sale Principles-- 4hrs./only 3 hrs.elective	This class is for real estate agents at all levels of experience. The course teaches how to take advantage of short sale opportunities and analyzes concerns in the market.
May 6, 2010	1 p.m. - 4 p.m.	Kevin Kete	FI 1108 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 as well as generate additional commissions.

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C.E. HOMESTUDY OPTIONS



Homestudy Correspondence Email Continuing Education Courses

Courses offered:

CORE 3-hrs.

- COR 1651 (A)-Agency, License Law & Escrow
- COR 1653 (A)-Agency, License Law & Escrow
- COR 1654 (A)-A Study of the IL License Law
- COR 1661 (A)-Agency, License Law and Escrow - Keeping it EZ
- COR 1640 (B)-Legal Issues: From Melting Pot to Salad Bowl
- COR 1655 (B)-Legal Issues: Disclosure & Anti-Trust
- COR 1658 (B)-Legal Issues: Disclosure Issues
- COR 1662 (B)-Legal issues: Disclosure Issues for Landlords
- COR 1663 (B)-Legal Issues: Why Go To Court to Learn Federal Fair Housing Laws?

ELECTIVE-3 hrs.

- APP 531-Estimating the Value of Real Property
- ETH 1524-Real Estate Ethics (complies with NAR Quadrennial Ethics Requirement)
- ETH 1528-The “Golden Rule” and the Code of Ethics
- FH 355-Companion & Service Animals in Housing
- FI 1103-Property Taxes in Illinois
- FI 1152-Short Sales, Foreclosures. Loss Mitigation & More
- FI 1198-Real Estate Investing 101

To place your order or to obtain course descriptions, please follow this link: http://www.succeedwithmore.com/education/ce_homestudy.cfm

Homestudy Online Continuing Education Courses

Courses offered:

Product Name	Type	Category	Hours	Price
<u>Commercial Real Estate: Listing Properties, Version 2.0 Online Course</u>	Online Course	Continuing Education	6	\$49.95
<u>Commercial Real Estate: Understanding Investments, Version 1.2 Online Course</u>	Online Course	Continuing Education	6	\$49.95
<u>Diversity and Doing Business, Version 2.1 Online Course</u>	Online Course	Continuing Education	6	\$49.95
<u>Ethics and Real Estate, Version 2.1 Online Course</u>	Online Course	Continuing Education	6	\$49.95
<u>Illinois Core Continuing Education: Core A and Core B, Version 2.0 Online Course</u>	Online Course	Continuing Education	6	\$49.95
<u>Property Management and Managing Risk, Version 3.0 Online Course</u>	Online Course	Continuing Education	6	\$49.95
<u>Red Flags Property Inspection Guide, Version 3.0 Online Course</u>	Online Course	Continuing Education	6	\$49.95
<u>Risk Management, Version 2.1 Online Course</u>	Online Course	Continuing Education	6	\$49.95

To start your online c.e. courses, please follow this link: http://www.recampus.com/recampus/home.aspx?catalog_id=713013

CONTINUING EDUCATION GENERAL INFORMATION

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1. For those completing a full 2 year renewal cycle and each renewal period thereafter, the Illinois Real Estate License Act requires all individuals holding a valid Illinois license to complete continuing education hours: 12 hrs. for sales licenses and 18 hrs. for broker licenses. For those completing a partial 2 year renewal period cycle, please visit www.SucceedwithMORe.com and choose "CURRENT FLYERS" to download the requirement document.

2. All continuing education (CE) classes offered by MORe are sponsored by the Illinois Association of REALTORS® (IAR), an Illinois-approved school.

3. The course(s) listed in the brochure are approved for either CORE, Broker Mgmt., or elective credit in Illinois. Licensees need a minimum of six hours of CORE CE. A maximum of six hours of CE can be earned in elective credits. In addition, licensees holding a broker's license will need to complete a 6 hr. MANDATORY Broker Management Course.

4. These courses are for sales licensees applicable to the 4/30/09 renewal. Twelve total hours of CE credits are required during each full two-year renewal period. These courses are for broker licensees applicable to the 4/30/08 renewal. Eighteen total hours of CE credits are required during each full two-year renewal period.

5. National Requirement: Effective January 1, 2005 through December 31, 2008 and for successive four (4) year periods thereafter, REALTORS® are required to complete quadrennial ethics training of 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. There is no grandfathering of this requirement.

6. State Requirement (Illinois Department of Financial and Professional Regulations): If a licensee receives their initial sales license within one year of the renewal deadline, they are currently exempt from C.E., as are *practicing attorneys* holding real estate licenses. If a licensee receives their initial brokers license within one year of the renewal deadline, they will need to complete the 6 hr. Broker Mgmt. MANDATORY course within 180 days.

7. Board Requirement: MORe requires that anyone in their first renewal (new members joining the board) complete a 1 1/2 day Orientation session for new members. The national requirement (#5) will be satisfied for that current ethics requirement period.

8. To ensure that you do not repeat the same course during the renewal period, be sure to check the course number. Any course offered by IAR directly or through a local Board/Organization is assigned a course number. You may take more than one course on the same topic, but repeating a course (with the same course number) will not qualify for CE credit.

9. There is limited space available. Drivers license or photo ID, real estate license number and NRDS number are required for processing. Payments must be made in advance. **LATE ARRIVALS WILL NOT BE ADMITTED! PAYMENT MUST ACCOMPANY REGISTRATION FORM.**

10. The local organization does not grade exams. Certificates of completion should be received within 15-30 days after completion of the course. If you do not receive a certificate, please call (217) 529-2600 ext. 114.

11. Check-in time is 30 minutes before class begins. All pagers and phones must be turned off during all sessions and exam times. Attendees may not leave sessions to make or return phone calls. Attendees may only leave during scheduled breaks. Those returning from a break late may not be readmitted to the course.

12. LICENSEES ARE RESPONSIBLE FOR MAINTAINING RECORDS OF COMPLETED COURSES. RECORDS WILL NOT BE MAINTAINED BY MORe. DUPLICATE CERTIFICATES WILL BE AVAILABLE FROM IAR FOR A FEE. CALL (217) 529-2600, EXT. 114 FOR DETAILS.

13. TO CHECK IF A COURSE IS FILLED. Please refer to the weekly e-blast or visit our web site at www.SucceedwithMORe.com. You will not be allowed to register, if filled.

14. MINIMUM CLASS SIZE OF 20 IS NEEDED FOR EACH CLASS. No confirmations are sent unless you register online at www.SucceedwithMORe.com and you will only receive an e-mail confirmation provided the Organization has an accurate e-mail address on file for you! **THE EDUCATION DEPARTMENT WILL ONLY CALL OR E-MAIL SHOULD A COURSE NEED CANCELLATION. Late arrivals are not admitted.**

Illinois Association of REALTORS® in conjunction with MORe Education Present:
September 2009-April 2010

Questions? Contact: Cortney Barnard
630-324-8451 or cbarnard@SucceedWithMore.com



DESIGNATION/CERTIFICATION CLASS SCHEDULE



To register, visit www.SucceedwithMORe.com:
Members - log on and choose Education.
Non-members - choose Education at the top of the page.

(3-DAY) ACCREDITED BUYER REPRESENTATIVE (ABR), www.rebac.net



DATE	TIME	LOCATION	INSTRUCTOR	DESCRIPTION	COST
Sept. 14	8:30 a.m. - 5 p.m.	Naperville	Lynn Madison	Three-day module course!	\$419 on or before 15 days prior to start/ \$474 after/ 3rd day only \$131
Sept. 24-25	8:30 a.m. - 5 p.m.		1st day - 6 hrs. elective FI1116 2nd day - ABR Course 3rd day - ABR Course	http://www.succeedwithmore.com/flyers/2009%20ABR%20Designation4.pdf	

(2-DAY) CERTIFIED RESIDENTIAL SPECIALIST. www.CRS.com



DATE	TIME	LOCATION	INSTRUCTOR	DESCRIPTION	COST
October 7-8	8:30 a.m. - 5 p.m.	RANWC 1114 N. Arlington Rd. Arlington Heights		CRS 204 (CORE) - Wealth Building	\$280
					http://www.succeedwithmore.com/flyers/2009%20CRS%20Flyer2.pdf

(2-DAY) CERTIFIED DISTRESSED PROPERTY EXPERT, www.CDPE.com



DATE	TIME	LOCATION	INSTRUCTOR	DESCRIPTION	COST
October 15-16, 2009	9 a.m. - 5:30 p.m.	Downers Grove	Tony Martinez	This course aims to educate real estate professionals on how to handle and market distressed properties.	\$449
					http://www.succeedwithmore.com/flyers/October%20CDPE%20Flyer2.pdf

To register, go to www.cdpe.com or call 800-482-0335.

(4-DAY) GRADUATE REALTOR INSTITUTE (GRI), [www.ILLINOIS REALTOR.org](http://www.ILLINOISREALTOR.org)

DATE	TIME	LOCATION	INSTRUCTOR	DESCRIPTION	COST
Nov. 30 - Dec. 3		Doubletree Hotel Bloomingtonand		GRI demonstrates to the public that you have a solid educational foundation on which to base your services.	\$325 per course prior to Nov. 4; \$365 from Nov. 4-18 http://www.succeedwithmore.com/flyers/Designation%20GRI%202009.pdf

CERTIFIED NEGOTIATION CONSULTANT (CNC), www.SucceedwithMore.com

DATE	TIME	LOCATION	INSTRUCTOR	COURSE TITLE	COST
Oct. 21	9 a.m. - 1 p.m.	Downers Grove	Roger Turcotte	Certified Negotiation Consultant	\$79 each (\$150 for both) on or before Oct. 2: \$99 each (\$185 for both) after http://www.succeedwithmore.com/flyers/2009%20October%20CNC%20Flyer.pdf
Oct. 22	9 a.m. - 1 p.m.	Downers Grove	Roger Turcotte	Advanced CNC Negotiation Seminar	\$79 each (\$150 for both) on or before Oct. 2: \$99 each (\$185 for both) after http://www.succeedwithmore.com/flyers/2009%20October%20CNC%20Flyer.pdf

SHORT SALES AND FORECLOSURE 3rd DAY ABR Elective, www.SucceedwithMore.com

DATE	TIME	LOCATION	INSTRUCTOR	COURSE TITLE	COST
Oct. 8	8:30 a.m.-5 p.m.	Tinley Park	Lynn Madison	FI1116 Short Sales and Foreclosures	\$131
Oct. 9	8:30 a.m.-5 p.m.	Naperville	Lynn Madison	FI1116 Short Sales and Foreclosures	\$131

(3-DAY) NAR - GREEN CERTIFICATION (GREEN), http://www.greenresourcecouncil.org/earn_nars_green_designation.cfm

DATE	TIME	LOCATION	INSTRUCTOR	COURSE TITLE	COST
TBA		Downers Grove	Kerry Kidwell	NAR Green Certificate	TBA

Illinois Association of REALTORS® in conjunction with MORE Education Present:
September 2009-April 2010

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



PRE-LICENSING CLASS SCHEDULE

This section includes both pre-licensing for sales and brokers



To register, visit www.SucceedWithMORe.com and choose Education at the top of the page and Prelicensing in the drop-down menu box.

MORe Downers Grove Office, 6655 Main St., Tel: 630-324-8400

DATE	TIME	INSTRUCTOR	COURSE #/TITLE	DESCRIPTION	COST
Sept. 30 and Oct. 5	9 a.m. - 4:30 p.m..	Wayne Paprocki	Advanced Principles 2000 15 hrs. mandatory; also receive 3 CORE	Course covers an in-depth study of listing, multiple listing services, closing statements and Illinois License Law.	\$825 (for all five courses) or \$165 per course
Oct. 7 and Oct. 12	9 a.m. - 4:30 p.m.	Wayne Paprocki	Principle Reviews 15 hrs. elective; also receive 3 Elective	Review of the 45-hour pre-license class, plus the opportunity to expand on topics not well covered in many pre-license courses.	\$825 (for all five courses) or \$165 per course
Oct. 14 and Oct. 19	9 a.m. - 4:30 p.m.	Wayne Paprocki	Brokerage Administration 15 hrs. mandatory; also receive 3 CORE	Course covers real estate brokerage; types of brokerage, requirements for licensure, responsibilities and functions of brokerage, etc.	\$825 (for all five courses) or \$165 per course
Oct. 21 and Oct. 29	9 a.m. - 4:30 p.m.	Wayne Paprocki	Contracts and Conveyances 15 hrs. mandatory; also receive 3 CORE	Course covers a study of real estate law, deeds, sales contracts, leasing agreements, liens, etc.	\$825 (for all five courses) or \$165 per course
Nov. 2 and Nov. 5	9 a.m. - 4:30 p.m.	Wayne Paprocki	Property Management 15 hrs. elective	Course covers instruction on fundamentals of tenant-management relationship, property modernization, property maintenance, leases, etc.	\$165 per course \$825 (for all five courses) or \$165 per course
Nov. 9	9 a.m. - 4:30 p.m.	Wayne Paprocki	All Day Review Session		\$65 (additional fee)

MORe Naperville Office, 1815 Diehl Rd., Suite 300 Tel: 630-324-8400

DATE	TIME	INSTRUCTOR	COURSE #/TITLE	DESCRIPTION	COST
2009 Pre-Licensing Sales					
Nov. 9, 11, 13, 14 (Saturday) 16, 18, 20, 23, 30, Dec. 2 4, 7 and 9 exam day)	9:30 a.m. - 5 p.m.	Annette Akey	45-hour Salesperson R.E. Course	Mandatory basic course to become a licensee materials and exam	\$295 includes course

Illinois Association of REALTORS® in conjunction with MORE Education Present:

PROFESSIONAL DEVELOPMENT SEMINARS



DATE	TIME	LOCATION	SPEAKER	COURSE TITLE	COST
Nov. 20, 2009	9 a.m. - noon	Tinley Park	Peggy Tracy	Anatomy of a Tax Return	\$20 for members; \$25 for non-members
Dec. 16, 2009	9 a.m. - noon	Downers Grove	Peggy Tracy	Anatomy of a Tax Return	\$20 for members; \$25 for non-members

COSTS AND CANCELLATION POLICY

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



IAR #2009-165-170



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!

	Cost Per 3 hr. Class
Online Registration:	MORe Member *\$30 for C.E. Credit Register online for the member's only reduced rate! 6 hrs. BME 1800: \$131 for Brokers with license number of 475.117700 or less \$143 for Brokers with license number of 475.117700 or higher (includes the Broker Mgmt. Text/MacDougal)
Walk-in; fax or mailed:	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.) 6 hrs. BME 1800: \$151 for Brokers with license number of 475.117700 or less \$163 for Brokers with license number of 475.117700 or higher (includes the Broker Mgmt. Text/MacDougal)

*Cost for C.E. COM 1002: \$50 member/\$60 non-member
Special: \$10 member/\$15 non-member for ENW 1240 and FI 11081*

- A. Cancellation requests must be in writing or voice mail:
 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.
- B. Late arrivals will not be admitted and will forfeit C.E. Registration fee.
- C. C.E. Registrant must be in attendance; no subs.
- D. Failure to stay for entire C.E. class or take exam will result in forfeiture of registration fee
- E. \$50 processing fee on returned checks.
- F. Payment must accompany registration form.
- G. NO PHONE REGISTRATIONS.

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.

Mail to: Mainstreet Organization of REALTORS®, 6655 Main Street, Downers Grove, IL 60516. Questions, call 630.324.8400 and ask for Education

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

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?