

Continuing Education Courses

**Illinois REALTORS® Licensing & Training Center
Capital Area REALTORS®**

LIVE & REMOTE Continuing Education Courses

November 29, 2023

9:00 am - 1:00 pm - COR 1906 - 4-Hour Core Curriculum Course (4 Hours Core) (564003753)

Instructor Deb Thoman

In the best interests of protecting the public that licensees serve, the CORE Education curriculum is designed to address License Law, Agency duties, Fair Housing Laws, Advertising issues, and Escrow obligations, along with changes and trends in the Industry. Subject areas are aimed at preventing violations to the Real Estate License Act.

2:00 - 5:00 pm - APP 502 - The FORCES Behind, Price, Value, & Appraising (3 Hours Elective) (564003553)

Instructors Deb Thoman & Kim Daugherty

On a scale of 1 to 10, how important is price and value to the typical buyer and seller? Answer: 10+!!! Use your knowledge to guide your clients, customers, and other professionals throughout the transaction. Fresh tips and tools to manage perceptions and expectations for better outcomes.

December 4, 2023

9:00 am - 12:00 pm - RB 711 Sorry Judge! I Didn't Know that Either (3 Hours Elective) (564003063)

Instructors Deb Thoman & Kim Daugherty

As real estate agents in the real world, we continually face a maze of legal issues that need to be handled with great respect and caution. Risk management begins with knowledge of the rules. This course covers a variety of topics such as Do-Not-Call, Can Spam, Antitrust and much, much more. Stop in, get updated and review what is in the news and how to stay out of court.

1:00 - 4:00 pm - ETH 1531 The Code of Ethics: From Peddlers to Pros (3 Hours Elective) (564003072)

Instructors Deb Thoman & Kim Daugherty

Alive and well...plus a guiding light for all licensees...that is what the Code of Ethics is all about. Current updates, quizzes, case studies and real word brain teasers make this course timely and refreshing. Loaded with great reminders for the residential and commercial practitioner. This course is good for both continuing education elective and NAR credit.



3149 Robbins Road
Springfield, IL 62704

Phone:
217/698-7000

www.SeeHouses.com

*All class will be
held live and
remotely
via Zoom.*

***You will be
required to use a
video camera the
entire time to
receive credit for
attending.***

If your computer does not have a camera and a microphone, please contact CAR to make other arrangements.

**Mail completed form
with payment to:**

Capital Area
REALTORS®
3149 Robbins Road,
Springfield, IL 62704

Or register on the
Member Portal at:
[https://
mdweb.mmsi2.com/caar](https://mdweb.mmsi2.com/caar)

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Please Check One: ☐ CAR Member ☐ IR Member ☐ Non-Member

☐ 11/29 (9:00am-1:00pm) Core Curriculum (COR 1906)

☐ 11/29 (2:00-5:00pm) The Forces Behind Price, Value, & Appraising (APP 502)

☐ 12/4 (9:00am-12:00pm) Sorry Judge! I Didn't Know that Either (RB 711)

☐ 12/4 (1:00-4:00pm) The Code of Ethics: From Peddlers to Pros (ETH 1531)

Capital Area REALTORS®

Members:

4 Hour Courses - \$55

3 Hour Courses - \$40

2 Hour Courses - \$25

Illinois REALTOR®

Members:

4 Hour Courses - \$60

3 Hour Courses - \$45

2 Hour Courses - \$30

Non-Members:

4 Hour Courses - \$75

3 Hour Courses - \$55

Total \$ _____

☐ Check (payable to Capital Area REALTORS®)

☐ Charge to: ☐ VISA ☐ MC ☐ Discover

Number _____ Exp. _____

Signature Required _____

Name _____

Home Address _____

City _____ St _____ Zip _____

Work phone _____ Cell Phone _____

E-Mail Address: _____

Real Estate License # _____

☐ Please mark here if you have a disability and may require special accommodations in order to fully participate in this course. You will be contacted by a CAR staff member to discuss your specific needs.



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