



# U Mainstreet

**2022 - 2023**  
Course Catalog

**MAINSTREET**  
ORGANIZATION OF REALTORS®

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**[SucceedwithMORe.com/Calendar](https://SucceedwithMORe.com/Calendar)**

### HEADQUARTERS

#### **Downers Grove**

6655 Main Street  
Downers Grove, IL 60516

#### **Libertyville**

1580 S. Milwaukee Avenue, Ste. 312  
Libertyville, IL 60048

#### **Rolling Meadows**

3701 Algonquin Road, Ste. 650  
Rolling Meadows, IL 60008

#### **Tinley Park**

16345 S. Harlem Avenue, Ste. 200  
Tinley Park, IL 60477

# Welcome to Mainstreet **U**

Our goal is to make your continuing education as **beneficial, specialized, and convenient** as possible.

*Just follow this path to get the most out of your C.E.!*



Start with the  
**Mandatory Core and Safety** Courses,  
And **12-Hour Broker Management** if applicable



Then choose either



One of our  
**pre selected specialized**  
tracks

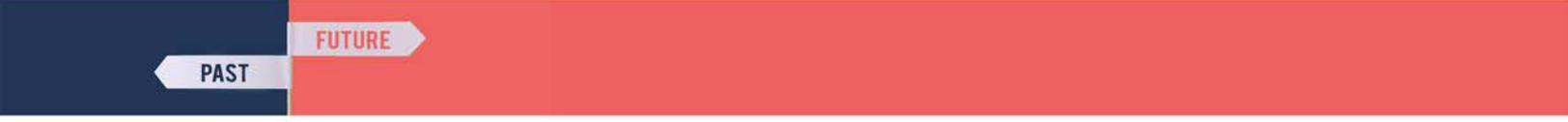
A selection of  
**courses that fit your needs**

*Not sure how many hours or what classes you need?  
Take a look at the **Broker Renewal Requirements**  
on page 4.*

***It is that simple!***

# 2024 BROKER LICENSE RENEWAL

Fulfill Broker C.E. Requirements by April 30, 2024



## When were you licensed?

## What is your requirement?

Prior to Nov. 1, 2021

Completed between May 1, 2022, and April 30, 2024:  
**\*Must be renewed by April 30\***

- 1. 4 hours of Core C.E. minimum
- 2. 8 hours of Elective C.E. maximum
- 3. Sexual Harassment Prevention course  
\*2-hour elective if taken online with IR
- 4. License renewal application with IDFPR
- 5. \$150 renewal fee with IDFPR

Between Nov. 1, 2021 and Oct. 31, 2023

Completed by April 30, 2024:

- 1. 45 hours of Broker Post-License education
- 2. The Post-License course includes the required 1-hour of Sexual Harassment Prevention.
- 3. License renewal application with IDFPR
- 4. \$150 renewal fee with IDFPR

On or after Nov. 1, 2023

45 hours of Broker Post-License due by April 30, 2026.

View the C.E. credits you have earned! Visit [SucceedwithMORe.com/maintain-license](https://SucceedwithMORe.com/maintain-license)

and scroll down to View Your C.E. Course History.

C.E. earned for disciplinary purposes may not be used toward your C.E. renewal requirements.

Illinois Attorneys are exempt from completing C.E. hours. However, attorneys still need take a Sexual harassment Prevention course in addition to submitting the license renewal application and \$150 renewal fee to IDFPR.



# REALTOR® Ethics Requirement

All REALTORS®, attorneys, and appraisers are required to complete 2.5 hours of training on the NAR Code of Ethics every three years. The current three-year period began on Jan. 1, 2022, and ends on Dec. 31, 2024. Only courses completed within that date range count towards completing your requirement. If you are a new member, you are required to fulfill the ethics requirement through NAR's 2.5-hour online course before attending your New Member JumpStart Course.

The next renewal cycle is Jan. 1, 2025 through Dec. 31, 2027.

**Courses that fulfill the Ethics requirement will have this icon next to it.**



## Select the Track That's Right for You!

We've made it easy for you to select the courses that are right for you. You can choose your courses from the tracks listed below or select your own combination of courses to fit your unique needs.

Courses may be subject to change, please visit our website for the most up to date list.



### Exploration

You're looking to expand your career in new directions!

#### Courses include:

- Agency in Action: It's More Than Just the Law
- Pitfalls & Possibilities: Presenting & Negotiating Contracts
- Contract Strategies for Success
- Are You Worth It?
- Rental Realities
- And more!



Classes with this icon next to their name are part of this track

### Up and Running

You already have a thriving career and now you are looking for ways to continue to grow!

#### Courses include:

- Buyer Agency Agreements: If Not Now, When?
- Dual Agency: Duties in Conflict
- Swinging with the Pendulum of Regulations
- Earnest Money Issues
- Ethics in the Field
- Be at the Helm - Navigating Sales Contracts, Offers, Contingencies & Escrow

Classes with this icon next to their name are part of this track





# The Fast Track

Efficiency is your goal, so this track will have you completing your C.E. in record time!

## Courses include:

- Today's Buyers & Sellers: What They Know, What They Need to Know
- Are You Worth It?
- Your Ethics: Your Reputation
- Marketing Mishaps & Mayhem
- Be at the Helm - Navigating Sales Contracts, Offers, Contingencies & Escrow



Classes with this icon next to their name are part of this track

# Commercial

You are looking to start, or grow, your commercial business!

## Courses include:

- Introduction to Financing 2 Flats and 3 Flats
- Introduction to Financing the Purchase of Commercial Real Estate
- Advanced Financing for Commercial Real Estate Transactions
- Code of Ethics for Commercial Real Estate
- Introduction to Leasing Commercial Real Estate
- And more!

Classes with this icon next to their name are part of this track



# Getting Going

You're new to the industry and want to start your career off right!

For those licensed Feb. 1st - Aug. 9th, 2018:

- Complete your 30-Hour Post-Licensing Course.  
View and select upcoming 30-Hour courses on MORE's calendar here <http://bit.ly/Mainstreet30hour>
- Select a Sexual Harassment Prevention Course through Illinois REALTORS®.



# Courses

## 12-Hour Broker Management Classes

### 12-Hour Broker Management

#### 12 C.E. Hours

The 2022-2023 Broker Management C.E. course is written by REALTORS® for REALTORS® and brings you the latest issues, tips, and strategies with a focus on risk management and productivity. Learn something new this renewal from the leaders in your industry. Gain the expertise and take it back to your office to grow your business further.

#### Downers Grove

12.5.22 - 12.6.22	9 a.m. - 4 p.m.	Chris Read
1.12.23 - 1.13.23	9 a.m. - 4 p.m.	Lynn Madison
2.6.23 - 2.7.23	9 a.m. - 4 p.m.	Chris Read
4.11.23 - 4.12.23	9 a.m. - 4 p.m.	Chris Read

#### Libertyville

1.26.23 - 1.27.23	9 a.m. - 4 p.m.	Annette Panzek
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#### Rolling Meadows

12.12.22 - 12.13.22	9 a.m. - 4 p.m.	Lynn Madison
2.7.23 - 2.8.23	9 a.m. - 4 p.m.	Lynn Madison
3.7.23 - 3.8.23	9 a.m. - 4 p.m.	Lynn Madison
3.13.23 - 3.14.23	9 a.m. - 4 p.m.	Chris Read
4.3.23 - 4.4.23	9 a.m. - 4 p.m.	Lynn Madison

#### Tinley Park

1.17.23 - 1.18.23	9 a.m. - 4 p.m.	Chris Read
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#### Zoom

11.16.22 & 11.18.22	9 a.m. - 4 p.m.	Lynn Madison
3.22.23 - 3.23.23	9 a.m. - 4 p.m.	Annette Panzek
4.19.23 - 4.20.23	9 a.m. - 4 p.m.	Annette Panzek

# Core Classes

## Illinois 4-Hour Core - COR1900

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, escrow obligations, changes and trends in the industry. Subject areas are aimed at preventing violations to the Real Estate License Act. Through case studies, polling questions and discussions, students will recognize risk management procedures as well as best practices for successful client experiences.

### Downers Grove

12.7.22	9 a.m. - 1 p.m.	Chris Read
2.24.23	9 a.m. - 1 p.m.	Annette Panzek
3.9.23	9 a.m. - 1 p.m.	Lynn Madison
4.17.23	9 a.m. - 1 p.m.	Chris Read

### Libertyville

11.17.22	9 a.m. - 1 p.m.	Annette Panzek
1.9.23	9 a.m. - 1 p.m.	Chris Read
2.22.23	9 a.m. - 1 p.m.	Chris Read

### Rolling Meadows

12.6.22	9 a.m. - 1 p.m.	Lynn Madison
1.18.23	9 a.m. - 1 p.m.	Chris Read
2.10.23	9 a.m. - 1 p.m.	Lynn Madison
3.22.23	9 a.m. - 1 p.m.	Chris Read
4.13.23	9 a.m. - 1 p.m.	Lynn Madison

### Tinley Park

12.12.22	9 a.m. - 1 p.m.	Chris Read
2.8.23	9 a.m. - 1 p.m.	Chris Read
3.27.23	9 a.m. - 1 p.m.	Chris Read

### Zoom

12.16.22	9 a.m. - 1 p.m.	Annette Panzek
1.31.23	9 a.m. - 1 p.m.	Annette Panzek
3.1.23	9 a.m. - 1 p.m.	Annette Panzek
3.13.23	9 a.m. - 1 p.m.	Annette Panzek
4.11.23	9 a.m. - 1 p.m.	Annette Panzek

# Elective Classes

## Agents & Appraisers: We SHOULD be on the Same Side - The Consumer's! APP501

3 Elective Hours



One of the critical aspects of the sales process is the appraisal, especially when it does not match the sales price. This course looks at the property valuation process from both sides - the licensee and the appraiser, and helps the licensee understand the problems and possible resolutions. Our clients want one thing - a smooth closing on a property they want to buy or sell and it's our job to make that happen while looking out for their best interests.

Rolling Meadows

12.7.22

1 - 4 p.m.

Lynn Madison

## Compensation and Our Clients: Disclose it, Earn it, Keep it!

RD905

3 Elective Hours



Clients deserve and must get full disclosure of how we get paid, when we get paid, and when we might not! In many cases when there are arguments over commissions there was a break of duty to the client somewhere along the line - but then again - maybe not! We will look at procuring cause situations as well as how license law violations of disclosure and statutory duties may - or may not - have a bearing on who gets paid as well as look at situations where there may have been no offer of compensation even made! All this could have an effect on our clients and we will explore how to resolve the issues before they involve our buyers and sellers.

Downers Grove

1.20.23

1 - 4 p.m.

Lynn Madison

Zoom

11.15.22

1 - 4 p.m.

Lynn Madison

## Cyberblunders

TEC1717

3 Elective Hours



While technology has made it easier to conduct business it has also opened the door for breaches in security and invasion into privacy. With this has come regulations to keep us safe and protect our privacy, businesses and create transparency. This course will explore laws surrounding technology used in Real Estate and safety measures we should take when conducting our business using

technology. Subject matter includes websites, virtual offices, copyright infringement issues, use of social media, CRMS's, and online safety measures.

**Zoom**  
**3.3.23**

**9 a.m. - noon**

**Annette Panzek**

## **Ethics in the Field**

**ETH1511**

**3 Elective Hours**



This course will cover how the REALTOR® Code of Ethics affects your day-to-day business and its impact on our industry and how our business is perceived by the general public. Using case studies and examples, this course will explain the Code of Ethics and how it relates to a REALTORS'® business. At the end of the course, students should be able to cite key components of the Code of Ethics and know what to do when unethical behavior is witnessed or there is a dispute about money. Fulfills your NAR Biennial Ethics Requirement.

**Zoom**  
**3.14.23**

**1-4 p.m.**

**Annette Panzek**

## **Ethics: Commitment to the Code**

**ETH1516**

**3 Elective Hours**



REALTORS® committed to the Spirit of the Code of Ethics display competency, fairness, and integrity while serving their clients and working cooperatively with other professionals. This course will provide an overview of the Code aspirations, history, and enforcement procedures. Through situational analysis of real market events, students will recognize that good business decisions start with a commitment to the REALTOR® Code of Ethics.

**Tinley Park**  
**4.13.23**

**9 a.m. - noon**

**Chris Read**

## **Ethics: It's Good Business!**

**ETH1512**

**3 Elective Hours**



This course looks at what is expected of you in a transaction, how to minimize risk by maximizing your commitment to your clients, and how to prevent the worst from happening.

**Downers Grove**  
**3.10.23**

**1 - 4 p.m.**

**Lynn Madison**

## Financing Facts & Fiction

**FI1116**

**3 Elective Hours**



Assisting consumers to reach their homeownership goals is such an important part of what we do. This course focuses on the residential mortgage market, conventional and non-conventional arena, along with facts and skills that will help provide more opportunities to proactively position clients for successful purchases, sales, and closings.

### Downers Grove

**4.20.23**

**1 - 4 p.m.**

**Chris Read**

**Hybrid**

### Rolling Meadows

**3.23.23**

**9 a.m. - noon**

**Chris Read**

### Tinley Park

**2.28.23**

**1 - 4 p.m.**

**Chris Read**

## Game on: Getting to Closing

**RD938**

**3 Elective Hours**



Looking out for our client's best interest is the first defense in controlling our risk. This course looks at what is expected of us in a transaction, how to minimize risk by maximizing our commitment to our clients, and how to prevent the worst from happening.

### Rolling Meadows

**2.9.23**

**9 a.m. - noon**

**Lynn Madison**

## Instagram Social Strategy - How to Manage or Build an Agent's Instagram

**Account**

**TEC1726**

**3 Elective Hours**



Broadcasting a sharp, clear image and a memorable brand is critical for effectively generating buzz in any local digital marketplace. Our Instagram Social Strategy course is designed to generate fresh leads using geolocation-based tools within the IG app, such as Canva, which will create eye catching listing graphics. Posting vibrant Instagram Stories, uploading new HD photos, and streaming Instagram Live TV (IGTV) will build your brand and we will teach you how!

### Downers Grove

**12.12.22**

**9 a.m. - noon**

**Carrie Little**

### Zoom

**12.7.22**

**9 a.m. - noon**

**Carrie Little**

## Rental Realities

**RB778**

**3 Elective Hours**



This course will cover the nuances that renting residential property poses to the real estate licensee. You will learn how many of the License Law issues that apply to sales apply to rentals, and specific instances where they may find themselves in similar, yet different situations.

This course will discuss:

- Use of Leasing Agent Licensees in one's business model
- A review of protected classes along with how they relate to tenant screening
- Use of credit and criminal background reports
- Use of credit reports and other consumer reports

Other hot rental topics such as Housing Choice Voucher (Section 8), escrow issues, security deposit laws, and disclosure laws will also be discussed.

### **Downers Grove**

**2.22.23**

**1 - 4 p.m.**

**Annette Panzek**

### **Libertyville**

**11.1.22**

**9 a.m. - noon**

**Annette Panzek**

### **Zoom**

**12.5.22**

**1 - 4 p.m.**

**Annette Panzek**

**1.11.23**

**9 a.m. - noon**

**Annette Panzek**

**3.14.23**

**1 - 4 p.m.**

**Annette Panzek**

**4.25.23**

**1 - 4 p.m.**

**Annette Panzek**

## Sexual Harassment Prevention and Safety

**RD982**

**2 Elective Hours**



This 2-hour elective course is designed to meet the requirements of sexual harassment prevention training required for all IDFPR licensees. In addition, it provides the student with information and training for safe interaction with the public in real estate transactions.

### **Downers Grove**

**12.7.22**

**2 - 4 p.m.**

**Chris Read**

**2.24.23**

**2 - 4 p.m.**

**Annette Panzek**

**3.9.23**

**2 - 4 p.m.**

**Lynn Madison**

**4.17.23**

**2 - 4 p.m.**

**Chris Read**

### **Libertyville**

**11.17.22**

**2 - 4 p.m.**

**Annette Panzek**

**1.9.23**

**2 - 4 p.m.**

**Chris Read**

**2.22.23**

**2 - 4 p.m.**

**Chris Read**

### Rolling Meadows

12.6.22	2 - 4 p.m.	Lynn Madison
1.18.23	2 - 4 p.m.	Chris Read
2.10.23	2 - 4 p.m.	Lynn Madison
3.22.23	2 - 4 p.m.	Chris Read
4.13.23	2 - 4 p.m.	Lynn Madison

### Tinley Park

12.12.22	2 - 4 p.m.	Chris Read
2.8.23	2 - 4 p.m.	Chris Read
3.27.23	2 - 4 p.m.	Chris Read

### Zoom

12.16.22	2 - 4 p.m.	Annette Panzek
1.31.23	2 - 4 p.m.	Annette Panzek
3.1.23	2 - 4 p.m.	Annette Panzek
3.13.23	2 - 4 p.m.	Annette Panzek
4.11.23	2 - 4 p.m.	Annette Panzek

## Team Strategies for Performance

### RD975

3 Elective Hours



Successful Team development is a science that can be learned. Research tells us with the right strategies, culture, and leadership, a team has a better chance to more quickly become a cohesive and productive unit. In today's market place, there have been cases of teams operating in ways contrary to the License Law Act and Rules. This course will look at best practices for a team's strategic growth as well as risk management habits that will keep the team on the right track. Discussions and resources provided for Sponsoring Brokers, Designated Managing Brokers, Team Leaders and those thinking about starting a team.

### Downers Grove

4.20.23	9 a.m. - noon	Chris Read
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### Rolling Meadows

3.23.23	1 - 4 p.m.	Chris Read
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### Tinley Park

2.28.23	9 a.m. - noon	Chris Read
4.13.23	1 - 4 p.m.	Chris Read

## Think Outside the Box - InfoSparks

**TEC1728**

**2 Elective Hours**



This course will provide simple ways to explain market data to your clients with the tools you access daily.

1. Learn how to leverage MRED's InfoSparks and market data by Showingtime
2. Remain relevant during these times
3. Stay prepped for 2023
4. Learn how to explain market trends, month's supply, and more

### **Tinley Park**

**12.6.22**

**1 - 3 p.m.**

**Carrie Little**

## Today's Buyers and Sellers: What They Know, What They Need to Know - RD945

**3 Elective Hours**



Our business is changing and so is how we need to communicate the new realities to our clients. Join us to talk about what the clients 'think' is happening and what is actually happening in the marketplace – from supply and demand, negotiating and getting the transaction to closing, to how we get paid and who pays us – we'll get you positioned for the new realities of our business.

### **Downers Grove**

**1.20.23**

**9 a.m. - noon**

**Lynn Madison**

**3.10.23**

**9 a.m. - noon**

**Lynn Madison**

### **Rolling Meadows**

**12.7.22**

**9 a.m. - noon**

**Lynn Madison**

**2.9.23**

**1 - 4 p.m.**

**Lynn Madison**

**4.21.23**

**1 - 4 p.m.**

**Lynn Madison**

### **Zoom**

**11.15.22**

**9 a.m. - noon**

**Lynn Madison**

## Understanding Ethics, Diversity, Inclusion and You

**ETH1513**

**3 Elective Hours**



This course provides brokers and managing brokers with reliable references for guidance in dealing with complex ethical issues while working in today's marketplace. In an effort to meet the needs of having individuals participate in the real estate business and bring their full selves to work, this course also folds in the need to examine the effect and positive impact of a diverse and inclusive work environment.

### **Downers Grove**

**12.14.23**

**1 - 4 p.m.**

**Kimberly Trimmel**

### **Tinley Park**

**12.15.23**

**1 - 4 p.m.**

**Kimberly Trimmel**

## **Versatility: It's All About the Clients**

**RD903**

**3 Elective Hours**



This is the largest single investment most people make in their lives. They're under stress and don't fully understand the process. Our job is to make it as easy for them as possible and tuning into their needs for how the transaction - and they - should be handled is critical. Join us as we look at the basic social styles, how each of them approaches the buying and selling process and how we can make their process easier.

### **Rolling Meadows**

**4.21.23**

**9 a.m. - noon**

**Lynn Madison**

## **Welcome to the Mobile Office**

**TEC1727**

**3 Elective Hours**



The digital revolution is changing the way we manage our offices. Many companies have taken steps to mobile office platforms. Taking your business paperless provides the opportunity to become more efficient, save money and add flexibility. Agents and staff can work from the office, off-site or in the comforts of their own home.

### **Tinley Park**

**12.6.22**

**9 a.m. - noon**

**Carrie Little**

## **Working With Housing Vouchers**

**FH303**

**3 Elective Hours**



This course will give a detailed overview of the Housing Choice Voucher Program (Section 8) that is used in all parts of the state to help families obtain affordable housing. Students will learn how the HCV program works from both the tenant and landlord perspective. Students will learn how rent calculations are made and how to identify common inspection issues. Paperwork for tenant, landlord, and unit approval will be reviewed. Through both lecture and interactive scenarios, students will finish the course understanding the HCV program.

**Downers Grove**

**2.22.23**

**9 a.m. - noon**

**Annette Panzek**

**Zoom**

**12.5.22**

**9 a.m. - noon**

**Annette Panzek**

**1.11.23**

**1 - 4 p.m.**

**Annette Panzek**

**3.3.23**

**1 - 4 p.m.**

**Annette Panzek**

**4.25.23**

**9 a.m. - noon**

**Annette Panzek**

# Certifications and Designations



We all know education is important and, especially in today's market, one of the best ways to stay ahead and serve your clients. Earning a professional designation or certification increases your professionalism, marketability, and income, and, gives you the power and competitive edge you need to advance your standing in the industry and remain at the top of your game. On top of all that, if you get a designation or certification you can earn C.E. credit towards your license renewal requirements.

Learn more about the designations and certifications Mainstreet offers at [SucceedwithMORe.com/designations-certifications](https://SucceedwithMORe.com/designations-certifications).



## **ABR: Accredited Buyers Representative RB773**

**12 Elective Hours**

Accredited Buyer's Representatives stand for the benchmark of excellence in buyer representation. What's their key to success? They know that you can't always count on the market – you have to count on your skills. ABR education provides the expertise you need for an edge in serving today's homebuyers. The newly-enhanced 2022 course has:

- Specifics on conducting a buyer counseling session and signing buyer-clients to a written agreement
- The latest information on compensation issues and creating your value proposition with your buyer
- Updates on negotiating – both strategies to make buyer offers stronger and knowledge of the rules so you can be the best of the best
- Methods, tools, and techniques to provide the support and services that buyers want

**Downers Grove**

**11.28 - 11.30.22**

**8:30 a.m. - 5 p.m.**

**Lynn Madison**

## **Commercial Boot Camp - ACP Certification COM1049**

**6 Elective Hours**

Are you a residential REALTOR® looking to expand your business into the commercial market? Or a managing broker with residential agents conducting commercial deals or interested in commercial real estate?

Commercial Boot Camp is a hands-on, four-day program that goes beyond the surface and provides in-depth training to build your confidence and the skills necessary to succeed in commercial real estate.

Successful completion of this program will provide students with Mainstreet's own ACP: Accredited Commercial Practitioner Certification. This certification is recognized by MRED; however, it is not a NAR approved certification.

The four-day program will cover:

- Developing the goals and objectives of your commercial business
- The ABC's of getting started
- Understanding of opportunities and challenges
- Commercial forms and terminology
- Negotiation strategies
- Useful commercial websites for research, news, and marketing
- Building a resource network that includes attorneys, inspectors, appraisers, lenders, and surveyors
- Areas of specialty and commercial mentors
- Generating leads, referrals, and growing your sphere

- Building an online presence and social media marketing
- and more!

**Downers Grove**

**12.1, 12.2, 12.8, 12.9.22**

**9 a.m. - 4 p.m.**

**Paul Martis**

**C-RETS: Designing and Sustaining Successful Teams Certification)  
RB781**

**6 Elective Hours**

The concept of a real estate team is nothing new. They have existed for decades, but over the past several years the explosive growth of teams has made a major impact on the real estate industry. As consumer demands on agents have increased, many top producers have expanded their business model to better serve their clients with a sophisticated team approach.

**Downers Grove**

**11.29.22**

**9 a.m. - 4 p.m.**

**Chris Read**

**CSC: Certified Staging Consultant  
RB710**

**3 Elective Hours**

In today's competitive Real Estate market, Sellers are often wanting to sell a home that meets the criteria and expectations of today's buyers. Home staging continues to prove homes sell faster, and for more money. Eighty-three percent of Buyers' agents said staging a home made it easier for a buyer to visualize the property as a future home. The course gives a REALTOR® the knowledge they need to advise and educate their Sellers on the process of home staging.

- How the practice and process of advising your client to prepare and stage their home to showcase in its best light will benefit them
- How to advise and educate your client on the assets of improving and showcasing their property to yield the maximum financial return
- Be aware of the basics of staging that can be advised by the agent, and when to recommend a professional be involved
- Home staging scenarios, solutions, procedures, and quick tips
- Offering best advertising and marketing practices to market your client's property

**Downers Grove**

**11.14.22**

**9 a.m. - 1 p.m.**

**Julea Joseph**

**Libertyville**

**3.7.23**

**9 a.m. - 1 p.m.**

**Julea Joseph**

**Rolling Meadows**  
**12.16.22**

**9 a.m. - 1 p.m.**

**Julea Joseph**

**Zoom**  
**1.27.23**

**9 a.m. - 1 p.m.**

**Julea Joseph**

## **PSA: Pricing Strategy Advisor - Mastering the CMA**

### **APP500**

**6 Elective Hours**

This course covers the nuts and bolts of a CMA including its purpose, key principles of valuation that impact these analyses, and important valuation terminology. Participants will understand the purpose of appraisals, how they differ from CMAs and the scope of the appraiser's role. After taking the course, real estate professionals will be able to effectively address client concerns about pricing, choose appropriate comparables, prepare and present a superior CMA, and generate ideas for working constructively with appraisers all of which is focused on our legal duties in assisting our clients to achieve the best outcome in what is probably the largest financial transaction they will do in their lives.

**Rolling Meadows**  
**11.15.22**

**8:30 a.m. - 5 p.m.**

**Kimberly Timmel**

## **Real Estate Investing: Build Wealth Representing Investors and Becoming One Yourself**

### **COM1051**

**6 Elective Hours**

This course covers the fundamentals of Real Estate investment that practitioners need to know to expand their business services. We will look at how practitioners can adapt core Real Estate skills and learn new skills to serve clients who want to invest in single-family homes, condos, townhomes, and small multi-family properties. You will learn how to work with investors as they goal set, plan, evaluate, and acquire properties as well as manage them. You will also learn how to "walk the talk" and become a Real Estate investor yourself.

**Rolling Meadows**  
**11.30.22**

**8:30 a.m. - 5 p.m.**

**John LeTourneau**

**Tinley Park**  
**11.28.22**

**8:30 a.m. - 5 p.m.**

**John LeTourneau**

## **RENE: Real Estate Negotiation Expert Certification**

### **RD901**

**12 Elective Hours (Core and Sexual Harassment Prevention courses still required)**

The Real Estate Negotiation Expert (RENE) Certification is for real estate professionals who want to sharpen their negotiation skills. The RENE certification program gives REALTORS® the tips and tools they need to be skillful advocates for their clients.

What you gain:

- Improve your negotiating skills
- Learn about behind-the-scenes issues and how to deal with them
- Learn how to handle a wide range of personalities and situations
- Learn to sort out the competing objectives of the parties involved in a transaction

#### **Rolling Meadows**

**1.4.23 - 1.5.23**

**8:30 a.m. - 5 p.m.**

**Lynn Madison**

## **SRS: Seller Representative Specialist**

### **RD924**

**12 Elective Hours**

The 2-day Seller Representative Specialist Designation Course provides a comprehensive foundation of skill development, training and resources to help real estate professionals represent the interests of sellers in today's marketplace by applying methods, tools and techniques to provide the support that sellers want and need.

#### **Downers Grove**

**3.20.23 - 3.21.23**

**8:30 a.m. - 5 p.m.**

**Lynn Madison**







