

**REAL ESTATE CE**

**You be the Judge & Customs and Cultures**

**April 11, 2019**

**Willmar Conference Center – 240 23 St SE-Willmar**

**8:30-12:15 pm**

**You be the Judge**

**Instructor: Mike Brennen**


By attending this 3.75 hour course, students will be exposed to disputes where the students will have the opportunity to be the interviewer/investigator and decision maker of whether violations have occurred. Violations of Law (Chapters 82, 515b, 580-582) are explored in a setting where the case study will be presented as a complaint and prepared opening remarks are provided by the complainant and the respondent. The student will be able to ask questions to ascertain whether there was a violation of law or not and then each 'side' will make their prepared closing statements. At the end of each case study, the determination of violation will be shared. The Minnesota Department of Commerce investigates hundreds of complaints each year. Findings result in revocations, suspensions, fines and/or gross misdemeanor charges. By attending this course, students will learn the processes from complaint to resolution and more importantly, the students will learn the common mistakes and how to avoid them in the future. Approved by Minnesota Dept of Commerce for 3.75 hours of Real Estate Continued Education.

**1:30-5:15**

**Customs And Cultures**

**Instructor: Mike Brennen**

By attending this 3.75 hour course, real estate licensees will learn about the changing demographic of Minnesota population. By examining the diversity of the population, licensees will gain insight as to unique cultural aspects of different groups to better effect communication and serve consumers well. Discussing agency terms can be a foreign concept for a real estate consumer especially if English is not their first language. By reviewing agency disclosure requirements, licensees will be exposed to a better understanding of agency terms and how to explain them to a consumer. (Covers one hour of agency!) Approved by Minnesota Dept of Commerce for 3.75 hours of Real Estate Continued Education.

Name	April 11, 2018
Company	_____ WCAR Member \$75 Before March 25 <sup>th</sup> \$10 after March 25 <sup>th</sup>
City	_____ Non Member \$85 Before March 25 <sup>th</sup> \$10 after March 25 <sup>th</sup>
Email	
Real Estate License #	No Refunds Given