

**April 26<sup>th</sup>, 2018**  
**Willmar Location To Be Determined**  
**Willmar**

**8:30-12:15 pm** Residential Contracts: Seller Paperwork

Instructor: Rob Phyle

The 'Residential Contract: Seller Paperwork' course is designed to provide an overview of the contracts covered with examples for the agent input areas based on their client's objectives along with explanations of the contractual stipulations. This course covers the following forms and topics: Agency Disclosure, Listing Contract: Exclusive Right to Sell, Affiliated Business Arrangement Disclosure, MLS Input Form, NorthStar Certification to Withhold, Seller Disclosure, Truth in Housing requirements, Seller Estimated Net Proceeds, Arbitration Disclosure, CIC Addendum, and the Lead Based Paint Addendum. This course has been approved by the MN Commissioner of Commerce for 3.75 real estate continuing education credits.

\*For the purpose of this class the forms will reflect forms used in WCAR's FlexMLS.

**1:00-4:45 pm** Investing in Your Investment Property Consumer Instructor: Nene Matey Keke

There are many reasons consumers invest in property, to produce long term revenue or to flip and make a profit. Understanding the type of person that seeks investment property will help you to communicate and assist the consumer in meeting their wants and needs. Regardless of the reason for purchasing an investment property, as a REALTOR® you should know how to identify their short and long term goals, provide education and resources and assist in calculating ROI on their investment. After taking this course attendees will feel more confident in understanding why investors buy investment property and meeting the needs of the investor during the buying and selling process.

This course is pending approval by the MN Commissioner of Commerce for 3.75 real estate continuing education credits.

<p>Name</p> <hr/> <p>Company</p> <hr/> <p>City</p> <hr/> <p>Email</p> <hr/> <p>License #</p> <hr/> 	<p>April 26, 2018</p> <p>I will attend:</p> <p>_____ All Day \$75 WCAR Member  \$85 Non Member</p> <p>_____ Residential Contracts.... \$40 WCAR Member  \$50 Non Member</p> <p>_____ Investing... \$40 WCAR Member  \$50 Non Member</p> <p><b>Registration Increase \$10 after April 10th</b></p> <p><b>Payment Required with registration</b></p> <p style="text-align: center;">No Refunds Given</p>
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