

September 21nd, 2017
Jackpot Junction Conference Center- Morton MN

8:30-12:15 pm 2017/2018 Required Module: Agency, Fair Housing & Special Entities Authority


Instructor: Deb Green

This course covers Agency Law, its history, foundation, and Minnesota License rules regarding relationships in a real estate transaction. This course will also look at federal Fair Housing law, its history, rules, and regulations. Prohibitions under the federal Fair Housing Act and the Minnesota Human Rights Act will be covered. Additionally, the class will review the laws and requirements pertaining to real estate transactions involving special entities as parties in real estate transactions. It will focus on issues that arise for real estate licensees from the time of customer inquiries through entering into a Purchase Agreement. Special entities covered will include powers of attorney, trusts, estates, guardianships, conservatorships, divorces and corporate entities. **This course has been approved by the MN Commissioner of Commerce for 3.75 hours of Real Estate Continuing Education.**

1:30-5:15 pm Strategic Negotiator

Instructor: Jim Datallo

This class is designed to help real estate licensees better prepare their skills in negotiations to provide the optimum service to today's buyers and sellers. It will review pertinent information to include in the listing contract and buyer representation agreement as well as exploring online marketing techniques and required disclosure. This class includes a wealth of information to help agents polish their skills in negotiations to help ensure they are meeting the needs of their real estate clients and customers. **This Course has been Approved by the Minnesota Commissioner of Commerce for 3.75 hours for real estate continuing education.**

Name <hr/>	September 21, 2017
Company <hr/>	I am attending: _____ Both Classes Free WCAR members with Advance Registration. \$65 after September 11 th
City <hr/>	\$75 Non WCAR Members _____ 2017/2018 Module
Email <hr/>	Free WCAR members with Advance Registration. \$35 after September 11 th
License # <hr/>	\$40 Non WCAR Members _____ Strategic Negotiator
	Free WCAR members with Advance Registration. \$35 after September 11 th
	\$40 Non WCAR Members
	Payment Required with registration No Refunds Given