Illini Valley Association of REALTORS®
In conjunction with
Illinois REALTORS®

Offers:

COR 1900 – CORE CE: 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. Through case studies, polling questions and discussions, students will recognize risk management procedures as well as best practices for successful client experiences. 4 Hours CORE CE Credit 564003203

RD 936 – Negotiating through Monetary Disputes: The intent of the license law is “to evaluate the competency of persons engaged in the real estate business and to regular this business for the protection of the public.” Article 10 of the License Law emphasizes compensation and who may be entitled to compensation. Article 15 (Agency Relationships) of License Law stresses the impact that the real estate industry has on the Illinois economy, and the importance of licensees behaving in the best interest of the public. As we unite these constructs into “big picture” thinking, it necessitates an understanding of the compensation dispute resolution process. REALTORS®, as licensees, should have a basic understanding of the process. They have an obligation to consumers whether as customers or clients to make them aware of what’s available in settling or negotiating monetary disagreements. REALTORS®, as licensees, should know the avenues available to them in settling monetary disagreements and their obligations towards settlement. Awareness of the process and an understanding of it may prevent REALTORS®, as licensees, from interfering with the forward motion of the transaction, and from involving their clients in unnecessary squabbles over who gets the money. This course presents the compensation dispute process – initial complaint filing through the hearing panel’s decision. It is a blend of lecture and group discussions using quiz questions and case studies. 3 Hrs. Elective CE Credit 564003101

ETH 1530 – Code of Ethics: Roadmap to Best Practices: Understanding the Code of Ethics and its requirements makes us better REALTORS®. This course will walk you through the articles of the Code that are most misunderstood and/or are most violated. Bringing the very best representation to our buyer and seller clients is our number one goal and following the Code can help you do that. 3 Hrs. Elective CE Credit 564003064

Instructor: Susan Miller

WHEN:
March 5th
COR 1900 1:00 p.m. – 5:00 p.m.
March 6th
Negotiations 9:00 a.m. – 12:00 p.m.
Code of Ethics 1:00 p.m. – 4:00 p.m.

Location:
Peru City Hall
1901 4th St.
Peru, IL 61354

Limited Seating Available!

I am a: ☐ IVAR Member ☐ IAR Member ☐ Non-Member

Fees: IVAR Members: $45.00 COR 1900/$35.00 RD 936/$35.00 ETH
IAR Members: $55.00 COR 1900/$45.00 RD 936/$45.00 ETH
Non-Member: $65.00 COR 1900/$55.00 RD 936/$55.00 ETH

Name: ___________________________________________________

Home Address: ____________________________________________

City/State/ Zip: ___________________________________________

Local Board: ______________________________________________

Email Address: _____________________________________________

License #: ________________________________________________

Company Name: __________________________________________

Office Phone: ___________________ Cell Phone: ________________

I wish to attend on March 5th, 2020: (check one or all)
___ COR 1900

I wish to attend on March 6th, 2020: (check one or all)
___ NEG  ______ ETHICS 1517

All courses start promptly on time.
LATE ARRIVALS WILL NOT BE ADMITTED!

Send reservation with payment to:
Illini Valley Assoc. of Realtors 1125 Peoria St., Peru, IL 61354

Total amount enclosed: ________ 815-224-1868
ivar@illinivalleyrealtors.org Fax: 815-224-1816