

COURSE DESCRIPTIONS

CORE: Current Issues in Washington Residential Real Estate ~ 3 Clock Hours

This CORE class will have a concentrated focus on Distressed Properties and Short Sales including who can handle them, how the foreclosure process works and the effect of a short sale, foreclosure or deed in lieu on the seller's credit rating. Learn about the new Carbon Monoxide requirements that will affect all sellers as well as information on Labour & Industries requirements for all real estate licensees in WA state. Other topics include referrals of Title Insurance Providers and Home Inspectors and who can and cannot do property management.

Dealing With Distressed Properties ~ 4 Clock Hours

Today's housing inventory is heavy with properties in "short sale". For agents to be successful with this kind of inventory they need to have a working knowledge of the short sale process. This course will discuss the pros and cons of short sales for the agents as well as their buyers and sellers. Students will learn about who can and cannot do third party negotiations as well as who has the responsibility and liability for what happens. This course will also cover the timelines involved in a foreclosure. Students will be brought up to date on the "distressed Homes" law that was updated in March, 2009.

Cover Your Assets: A Risk Reduction Course for Real Estate Agents ~ 4 Clock Hours

This course is designed to help agents set up systems that will assist them to avoid law suits. Students will learn about the legal system and how to conduct themselves if involved in a potential lawsuit. The course also discusses anti-trust issues.

Ethics for Real Estate Agents ~ 4 Clock Hours

This class is based on the 2008 Code of Ethics. Students will discuss the difference between morals and ethics and how they apply to real estate transactions; they will review the preamble, the articles and the standards of practice, the grievance and arbitration process and review some case studies for practical applications. This course will satisfy the NAR quadrennial requirement for REALTORS.

Blow The Whistle: Stop Fraud! ~ 4 Clock Hours

Mortgage fraud has become a front page headline topic. Agents, appraisers, escrow officers and loan originators are all part of the problem. Learn how to recognize and avoid committing fraud in your day to day business.

Financing: The Other 1/2 of the Game ~ 7.5 Clock Hours

Agents need to know the kind of financing their buyers are getting in order to write the purchase and sale agreement. Be knowledgeable about the different kinds of loans available in today's market and what they mean to your buyers and sellers. Students will discuss the changes in the current market vs. the last few years of the "hot" market and how it has impacted today's transaction. And no discussion of financing is complete without reviewing the creative financing options that are available - and the ones to avoid!

Contracts: Your Protective Shield ~ 7.5 Clock Hours

Writing clean contracts that are easily understood by all provides a protective shield to you and your clients. Is your shield full of holes? Nothing is more upsetting (and costly) to an agent than discovering their language was unclear or incomplete and the other side can walk away unharmed. Come to this class and learn how to plug those holes! This class will include a review of the most commonly used MLS contracts, how they inter-related, how they protect you and your clients and steps to take to ensure there are no loopholes for someone to walk away.

Bullet Proof Your Transaction! ~ 3 Clock Hours

Ever had a transaction fail? In this market it seems an agent must write 5 deals to get 1 or 2 to stay together to closing. This course will give agents some tools to help them identify problem areas, tips on troubleshooting and plans for derailing the problems before they happen.

Secret Agent 007 ~ 4 Clock Hours

Did you know there are secret agents in the real estate industry? Come to this class and find out who they are! RCW 18.86 (The Law of Real Estate Agency) affects everything you do related to real estate sales. Do your clients and customers know more than you about this law?

Many agents don't learn enough about the Agency Law until they find themselves in an angry confrontation with a client who thinks they should be doing more - lots more!! Or they are on the receiving end of a law suit. Neither of these situations is a good place to be.

Learn what you need to know for your every day real estate business dealing with buyers, sellers and other agents. Students will also learn about Buyer Broker contracts and retainer fees, when they are appropriate, how to collect them and what to do with them.

Transitions ~ 3 Clock Hours

This course reviews the changes in the RCW's and WAC's regarding the changes that are effective July 1, 2010 including new license classifications, registrations and endorsements; new fingerprint and background check requirements; increased education; Designated Broker duties as well as Broker and Managing Broker duties; and what the licensee may and may not do depending on their classification.

This course meets the state requirement under RCW 18.85.481(2) and is mandatory for all licensees who became licensed prior to July 2010. All licensees must take this course prior to their first renewal on or after July 1, 2010.

Social Media 101 - 3 Clock Hours

A "hand-on" course designed to help the novice set up social media sites and have them functioned when they leave the classroom. Borrow a laptop if you don't have one! You will leave the room with all of the sites (Facebook, LinkedIn, Twitter & a blog) and you will be ready to start using them. Besides receiving a manual the student will also receive a CD of the Power Point presentation.

Social Media 201 - 3 Clock Hours (pending approval - approx late Oct)

Now you have all the tools to market yourself with Social Media (see Social Media 101) just what do you do with them? This course will walk you through the steps of how to apply your marketing to FaceBook, Twitter, LinkedIn and a blog and make it bring business to you.

PRE-LICENSE COURSES

These courses meet the requirements of RCW 18.85.101 and will prepare the student for the state exam so they make apply for a real estate license. They must be successfully completed by a student prior to them applying for the real estate license examination.

Both courses provide sample quizzes that will be reviewed in class. These courses will be taught by active agents, loan officers and title reps.

Students may start these courses at any time in the cycle. For example, a student could start the Fundamentals course on Day 5, complete Days 5, 6, 7 & 8, complete the 4 days of Practices and then go on to complete Days 1, 2, 3, & 4 of the Fundamentals. They will not need to wait until the courses start over again. See the Pre-License Schedule for dates.

Real Estate Fundamentals - 60 Clock Hours

This course covers those topics that the student must be knowledgeable of in order to pass the state exam including the nature of real property, estates, how to hold title, how to transfer real property, agency laws, financing, closing a transaction, civil rights issues, property management and more!

Real Estate Practices - 30 Clock Hours

This course covers license law, evaluating and pricing property, sales techniques, negotiating, purchase and sale and listing contracts and more!

Real Estate Exam Cram Course - 7.5 Hours

This **NON** clock hour course will help the student prepare for the state exam with a review of the quizzes from the text books and sample exam questions.