

JANUARY—FEBRUARY 2010 SCHEDULE

Secret Agent 007 4 Clock Hours

Jan 19, 2010 ~ 1 p.m. - 5 p.m.

Fee: \$37.00

Location: 33530 1st Way S, Ste 100, Federal Way

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

Jan 26, 2010 ~ 1 p.m.—4 p.m.

Fee: \$28.00

Location: 33530 1st Way S, Ste 100, Federal Way

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.

CORE: Current Issues in WA Real Estate 3 Clock Hours

Feb 6, 2010 ~ 9:30 a.m. - 12:30 p.m.

Fee: \$28.00

Location: 33530 1st Way S, Ste 100, Federal Way

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

Feb 18, 2010~ 9:00 a.m. - 1:00 p.m.

Fee: \$37.00

Location: 10524 Bridgeport Way SW Ste B, Lakewood

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 4 Clock Hours

Feb 24, 2010 - 9:00 a.m. - 1:00 p.m.

Fee: \$37.00

Location: 10524 Bridgeport Way SW, Ste B, Lakewood

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, how to deal with attorneys and how to conduct themselves if involved in a potential lawsuit. The course also discusses anti-trust issues.