



Lexington-Bluegrass Association of REALTORS[®]

Education Class Schedule

As of 2-6-12

**TO VERIFY YOUR EDUCATION REQUIREMENTS, PLEASE GO TO
WWW.KREC.KY.GOV.**

Date	Hours	Course	Description	Cost	Instructor	Credit Hours
Wednesday February 15 Education Center	9:00am to 12:00pm	Do's and Don'ts of Short Sales	New Class! Learn everything you need to know about Short Sales.	<u>No cost to members</u> \$35 for non-members	Ginny Lawson	3 hours Legal/law
Wednesday February 15 Education Center	1:00pm to 4:00pm	Code of ETHICS vs. License Law (ETHICS)	This class, which has been approved by the KREC for law credit, gives the licensee a chance to compare the similarities and differences in the code of ethics and the license law. An additional section shows that in many instances the code and law are, in fact, complementary. The class satisfies the NAR quadrennial requirement for ethics.	<u>No cost to members</u> \$35 for non-members	Ginny Lawson	3 hours Legal/law
Wednesday February 22 Board Room	1:00pm to 2:00pm	DOTLOOP TRAINING	BE IN THE LOOP! Online forms are available for you! Katy will guide you through the DotLoop process, including how to create electronic forms, how electronic signatures work, how to create a seamless and paperless negotiation using DotLoop.	<u>No cost to members</u> Not offered to non-members	Katy Jones	No CE Credit
Thursday February 23 Education Center	9:00am To 12:00pm	Home Inspections: What You Need To Know	This class will familiarize you with what a home inspection is trying to accomplish, help you understand what a home inspection is NOT intended to be and advise you on how to choose a competent home inspector.	<u>No cost to members</u> \$35 for non-members	Steve Pruitt	3 hours Elective & Orientation Elective
Monday February 27 Board Room	9:00am to 12:00pm	MLS Rapattoni Training	If you can't compute, you can't compete! Learn how to maneuver in the MLS system. Learn to use a variety of powerful searches to find listings efficiently. Build a database of contacts and save multiple sets of search criteria for your prospects. Track contact info, dates and comments on properties shown and even tasks and appointments. Plot a radius search. Select from several CMA options. Learn hotsheets, to load pictures and attached documents and so much more!	<u>No cost to members</u> Not offered to non-members	Debbie Hamilton	No CE Credit

Tuesday March 6 Education Center	9:00am to 4:00pm	Kentucky CORE Course	The mandatory KREC required CORE course for agents born in the months of April, May or June OR if you are out of birthday cycle this class is required every 4 years. License Law, Fair Housing, Disclosure, Agency, Property Management and Contracts are the topics of this course. This class is required every 4 years.	\$40 for members payable at registration \$60 member walk-ins <hr/> \$75 for non-members	Ginny Lawson	6 hours Legal/law
Wednesday March 7 Education Center	9:00am to 12:00pm	Buyer Forms	This class teaches new members how to use all the forms designed for the buying process AND gives seasoned agents a great refresher!	<u>No cost to members</u> \$35 for non-members	Mike Gooch	3 hours Legal/law
Wednesday March 7 Education Center	1:00pm to 4:00pm	Agents, ETHICS and the Law (ETHICS)	"Companies that are dedicated to doing the right thing have a written commitment to social responsibility, and act on it consistently are more profitable than those who do not." A refreshing, new and different look at the "Code of Ethics". There is no such thing as "real estate" ethics. Ethics are ethics. You will learn about the grievance process from start to finish. The correlation between the Code and the KREC License Law. You will also look at the arbitration process and take a look at the most violated codes.	<u>No cost to members</u> \$35 for non-members	Mike Gooch	3 hours Legal/law
Tuesday March 13 Education Center	9:00am to 12:00pm	Competitive Market Analysis 101	This class lays the groundwork for the sales licensee to perform credible Competitive Market Analyses or Broker Price Opinions for listings and buyer representation clients. It will also benefit the agent in dealing with appraisal issues on pending contracts. A must for new agents...a great re-fresher and focus activity for seasoned practitioners.	<u>No cost to members</u> \$35 for non-members	Woodrow Wilson	3 hours Elective & Orientation Elective
Tuesday March 13 Education Center	1:00pm to 4:00pm	ANSI, Residential Measuring Standards	Designed to prepare the real estate professional to measure and report the square footage of a single family residence in compliance with the American National Standards Institute. Recognized and developed by the Employee Relocation Council, HUD, FannieMae, VA, and NAR, it is the only published, nationally recognized method for measuring houses.	<u>No cost to members</u> \$35 for non-members	Woodrow Wilson	3 hours Legal/law & Orientation Elective
Wednesday March 14 Education Center	9:00am to 12:00pm	KHC Financing	Get "KHC Certified"! This affords many advantages including a place on KHC's website to market you to potential homebuyers in your area. You will also receive a certificate to display and periodic updates from KHC. Learn more about Kentucky Housing Corporation's single family loan programs, down payment assistance programs, credit underwriting, property guidelines and benefits of KHC financing to Realtors. Come find out the latest KHC program updates.	<u>No cost to members</u> \$35 for non- members	KHC Approved Instructor Jamie Swindler	3 hours Elective

Tuesday & Wednesday March 20 & 21 Education Center	8:30am to 5:00pm	ABR Designation Course	The Accredited Buyer Representative Designation is the benchmark of excellence in buyer representation. The overall goals are to educate and prepare buyer's reps to provide the kind of service and fidelity to buyers that sellers have always enjoyed, and to offer methods for building your buyer representation business. You will examine the evolution of buyer representation, agency, relationships, building and maintaining a buyer representation business, office policy, disclosure and informed consent, conflicts of interest, reducing liability and negotiating. Together this information creates a comprehensive guide to help you become an effective, efficient and profitable buyer's representative.	<u>\$275 to Members</u> \$300 for non-members (You need this ABR Designation Course and an ABR Elective Course to complete all education needed for the ABR Designation)	Sandy Huwel	CE PENDING
Thursday March 22 Education Center	8:30am to 5:00pm	e-PRO Certification DAY 1 NAR e-PRO Certification & ABR ELECTIVE	NAR's NEW e-PRO curriculum shows you how to use the latest social media technologies, such as Facebook and Twitter, to create an online presence vital to reaching today's hyper-connected consumers. E-PRO also teaches you how to take advantage of rich media and e-office strategies to run your business more efficiently. By becoming an e-PRO, you not only prove to consumers that you use the most advanced real estate technology to provide exceptional service, you take the lead in your market with the many benefits the e-PRO certification offers your business. This is DAY 1 of the 2-day requirement for the e-PRO Certification – Day 2 is available only online at a cost of \$149.	<u>\$75 to members</u> \$100 for non-members	Sandy Huwel	6 hours Elective
Monday March 26 Board Room	9:00am to 12:00pm	MLS Rapattoni Training	If you can't compute, you can't compete! Learn how to maneuver in the MLS system. Learn to use a variety of powerful searches to find listings efficiently. Build a database of contacts and save multiple sets of search criteria for your prospects. Track contact info, dates and comments on properties shown and even tasks and appointments. Plot a radius search. Select from several CMA options. Learn hot sheets, to load pictures and attached documents and so much more!	<u>No cost to members</u> Not offered to non-members	Debbie Hamilton	No CE Credit
Thursday March 29 Education Center	9:00am to 12:00pm	Master Commissioner Sales: How to Start, Survive and Succeed When Bidding for Public Foreclosure Property	NEW CLASS! The title says it all – Be aware of the current master commissioner laws, the hottest issues and the most common problems.	<u>No cost to members</u> \$35 for non-members	Jonah Mitchell	3 hours Legal/law
Thursday March 29 Education Center	1:00pm to 4:00pm	GPS Your Way Through This Mess	Recognize the major current and emerging real estate trends. Articulate the significant real estate forecast affecting future business. Identify strategies to address these trends and forecasts.	<u>No cost to members</u> \$35 for non-members	Jonah Mitchell	3 hours Elective
Wednesday April 11 Education Center	9:00am to 12:00pm	Code of ETHICS vs. License Law (ETHICS)	This class, which has been approved by the KREC for law credit, gives the licensee a chance to compare the similarities and differences in the code of ethics and the license law. An additional section shows that in many instances the code and law are, in fact, complementary. The class satisfies the NAR quadrennial requirement for ethics.	<u>No cost to members</u> \$35 for non-members	Ginny Lawson	3 hours Legal/law

Wednesday April 11 Education Center	1:00pm to 4:00pm	To Lease or Not To Lease	This class reviews Kentucky's law on leases and lease-options. Because of the current real estate market, many sellers and buyers want to enter into lease-options without understanding the problems with these contracts under Kentucky law. Unfortunately, licensees are trying to help them without understanding the pitfalls for the sellers, buyers and agents. Information in this class will alert agents to these problems.	<u>No cost to members</u> \$35 for non-members	Ginny Lawson	3 hours Legal/law
Wednesday April 18 Education Center	9:00am to 4:00pm	Risk Management for BROKERS – New CORE Course for BROKERS	Risk Management Course for Brokers. This course was designed specifically for Brokers and provides risk management and best practice tips, along with case studies to illustrate problem areas. Here are just a few of the topics that will be covered in this six-hour program: contract and agency issues, handling your escrow account, KREC complaint and licensing information for Brokers, foreclosures, mortgage fraud, antitrust, office policy and business plan information. This course can take the place of the mandatory required Kentucky CORE Course for Brokers born in the months of April, May or June. Space is limited to 40.	<u>\$40 for members payable at registration</u> \$60 member walk-ins <u>\$75 for non-members</u>	Ginny Lawson	6 hours Legal/law
Thursday April 19 Education Center	9:00am to 12:00pm	How To Start, Survive and Succeed in Property Management	NEW CLASS! Are you interested in Property Management? Become advised of and trained in the Federal, State and Local statutes and regulations pertaining to Property Management	<u>No cost to members</u> \$35 for non-members	Jonah Mitchell	3 hours Legal/law
Thursday April 19 Education Center	1:00pm to 4:00pm	Fair Housing	This course deals with the legal issues of Fair Housing. Upon completion, the agent will understand the conduct prohibited by the federal fair housing laws and be able to conduct their real estate practice in compliance with these laws. Fair Housing means every person has the same opportunities to purchase, lease, or occupy residential real property.	<u>No cost to members</u> \$35 for non-members	Jonah Mitchell	3 hours Legal/law & Orientation Elective
Tuesday April 24 Education Center	9:00am to 12:00pm	Crime Prevention for RE Agents Real Estate Agent Safety Seminar	The Southern Crime Prevention Task Force is pleased to announce an exciting new training seminar that addresses ways that agents can be safer on the job, in & out of their offices. This seminar is not on self-defense but is geared towards psychological advantages that agents can use in order to be safer. After the class he will have products to purchase - No obligation to buy.	<u>No cost to members</u> \$35 for non-members	Commander AJ Gwyn Retired Law Enforcement Investigator from Metro Atlanta, GA	3 hours Elective
Wednesday April 25 Education Center	9:00am to 12:00pm	Unique Real Estate Law Perspectives	This class will cover interesting and unique real estate issues that can arise in day-to-day practice. You will receive tips and strategies to deal with these unique situations and please your clients.	<u>No cost to members</u> \$35 for non-members	Lee Harris Donahue	3 hours Legal/law
Wednesday April 25 Education Center	1:00pm to 4:00pm	Contract Law	This class will cover all of the basic contracts used in real estate...purchase, listing, independent contractor agreements, etc. You will receive tips and advice on how to best complete these agreements.	<u>No cost to members</u> \$35 for non-members	Lee Harris Donahue	3 hours Legal/law

Monday April 30 Board Room	9:00am to 12:00pm	MLS Rapattoni Training	If you can't compute, you can't compete! Learn how to maneuver in the MLS system. Learn to use a variety of powerful searches to find listings efficiently. Build a database of contacts and save multiple sets of search criteria for your prospects. Track contact info, dates and comments on properties shown and even tasks and appointments. Plot a radius search. Select from several CMA options. Learn hotsheets, to load pictures and attached documents and so much more!	<u>No cost to members</u> Not offered to non-members	Debbie Hamilton	No CE Credit
Monday & Tuesday April 30 & May 1 Education Center	8:00am to 5:00pm	GRI 1 Professionalism in Real Estate (ETHICS)	Utilizing the REALTOR Code of Ethics and Standards of Practice, the course examines your responsibilities to clients, to customers, to the public, and to fellow real estate professionals. The course covers federal and state laws relating to agency, property condition disclosure, anti-trust, fair housing, lead-based paint disclosure, errors and omissions insurance, and other risk-reduction issues. TO REGISTER: www.kar.com or call 859-263-7377.	Register by 4/16/12 to pay the EARLYBIRD PRICE of \$125. After 4/16/12 the cost is \$165. There is a \$10 cancellation fee.	Ginny Lawson	KREC CE PENDING 16 hours of GRI Credit NAR Ethics Requirement 16 hours of Broker License Credit
Thursday May 3 Education Center	9:00am to 12:00pm	Real Estate Mortgage Fraud	In this course you will learn to recognize a suspicious property transaction, develop a credible "Brokers Price Opinion", distinguish between price and value and recognize a legal flip versus an illegal flip.	<u>No cost to members</u> \$35 for non-members	Larry Disney	3 hours Legal/law
Thursday May 3 Education Center	1:00pm to 4:00pm	Finance 101	GET UPDATED! Government loans are covered in this course. Updates on changes in government financing, pitfalls for qualifying buyers for FHA/VA and property issues with government loans are some of the topics that will be covered.	<u>No cost to members</u> \$35 for non-members	Roberta Wilson	3 hours Elective
Tuesday May 8 Education Center	9:00am to 4:00pm	Kentucky CORE Course	The mandatory KREC required CORE course for agents born in the months of April, May or June OR if you are out of birthday cycle this class is required every 4 years. License Law, Fair Housing, Disclosure, Agency, Property Management and Contracts are the topics of this course. This class is required every 4 years.	<u>\$40 for members payable at registration</u> <u>\$60 member walk-ins</u> <u>\$75 for non-members</u>	Jonah Mitchell	6 hours Legal/law
Wednesday May 9 Education Center	9:00am to 12:00pm	Seller Forms	This class teaches new members how to use all the forms designed for the listing process AND gives seasoned agents a great refresher!	<u>No cost to members</u> \$35 for non-members	Maria Gnas	3 hours Legal/law
Wednesday May 9 Education Center	1:00pm to 4:00pm	NEW MEMBERS ONLY Association Services & Financing	NEW MEMBERS ONLY! Learn what your association will do for you. Also get basic financing information.	<u>No cost to members</u> Not offered to non-members	Elaine Hangis & Jesse Hardin	No CE Credit

Friday May 11 Education Center	9:00am to 12:00pm	HUDOPOLY - Successfully Selling HUD Homes	Be In The KNOW! HUD is constantly changing - Learn the process on how to bid deadlines, bid submission and accessing properties. Attend this informative class to make selling a HUD listing part of your business plan as HUD listings are expected to double.	<u>No cost to members</u> \$35 for non-members	Cindy Crutcher	3 hours Elective
Wednesday May 16 Education Center	9:00am to 12:00pm	Agents, ETHICS and the Law (ETHICS)	"Companies that are dedicated to doing the right thing have a written commitment to social responsibility, and act on it consistently are more profitable than those who do not." A refreshing, new and different look at the "Code of Ethics". There is no such thing as "real estate" ethics. Ethics are ethics. You will learn about the grievance process from start to finish. The correlation between the Code and the KREC License Law. You will also look at the arbitration process and take a look at the most violated codes.	<u>No cost to members</u> \$35 for non-members	Mike Gooch	3 hours Legal/law
Wednesday May 16 Education Center	1:00pm to 4:00pm	Mishaps, Mistakes and Risk Management	This could be the most important and useful class being taught in Kentucky at this time. It covers A LOT! Almost a mini "core class". If you are going to be involved in a lawsuit as a real estate professional today, learn why we are sued 70% of the time; most importantly – what to do to avoid it and "God forbid" if it should happen, what will help! The gray areas of License Law – Stigmatized Properties/Megan's Law. Understand the agency forms, top to bottom and most importantly "how to" fill them out correctly.	<u>No cost to members</u> \$35 for non-members	Mike Gooch	3 hours Legal/law & Orientation Elective
Monday May 21 Board Room	9:00am to 12:00pm	MLS Rapattoni Training	If you can't compute, you can't compete! Learn how to maneuver in the MLS system. Learn to use a variety of powerful searches to find listings efficiently. Build a database of contacts and save multiple sets of search criteria for your prospects. Track contact info, dates and comments on properties shown and even tasks and appointments. Plot a radius search. Select from several CMA options. Learn hot sheets, to load pictures and attached documents and so much more!	<u>No cost to members</u> Not offered to non-members	Debbie Hamilton	No CE Credit
Wednesday May 23 Education Center	9:00am to 12:00pm	Breaking News	The goals of this class are to review the most problematic legal breaches, to be aware of the latest law changes and to strengthen your risk management/reductions.	<u>No cost to members</u> \$35 for non-members	Jonah Mitchell	3 hours Legal/law
Wednesday May 23 Education Center	1:00pm to 4:00pm	2 Dozen Things I Wish They Had Taught Me in Real Estate School	Here it is! What everyone wished they had known! Better recognize and deal with several key concerns. Understand multiple disruptive issues and the best answers when dealing with fellow Realtors and client problems. Adopt into your business plan at least six strategies to succeed in today's turbulent market.	<u>No cost to members</u> \$35 for non-members	Jonah Mitchell	3 hours Elective
Wednesday June 6 Education Center	9:00am To 12:00pm	Home Inspections: What You Need To Know	This class will familiarize you with what a home inspection is trying to accomplish, help you understand what a home inspection is NOT intended to be and advise you on how to choose a competent home inspector.	<u>No cost to members</u> \$35 for non-members	Steve Pruitt	3 hours Elective & Orientation Elective

Wednesday June 6 Education Center	1:00pm to 4:00pm	Buyer Forms	This class teaches new members how to use all the forms designed for the buying process AND gives seasoned agents a great refresher!	<u>No cost to members</u> \$35 for non-members	Carole Schoo	3 hours Legal/law
Tuesday June 12 Education Center	9:00am to 12:00pm	Competitive Market Analysis 102	Hands on CMA Preparation – practical application in CMA construction, comparable and competitive selection, adjustments methodology and reporting alternatives.	<u>No cost to members</u> \$35 for non-members	Woodrow Wilson	3 hours Elective
Tuesday June 12 Education Center	1:00pm to 4:00pm	ANSI, Residential Measuring Standards	Designed to prepare the real estate professional to measure and report the square footage of a single family residence in compliance with the American National Standards Institute. Recognized and developed by the Employee Relocation Council, HUD, FannieMae, VA, and NAR, it is the only published, nationally recognized method for measuring houses.	<u>No cost to members</u> \$35 for non-members	Woodrow Wilson	3 hours Legal/law & Orientation Elective
Tuesday June 19 Education Center	9:00am to 12:00pm	Keep Your Contracts From Exploding...Before, During and After the Closing!	Keep Your Contracts From Exploding...Before, During and After the Closing! This class is a practical review of issues relating to contract law, license law, contract preparation and interpretation, which leads to contracts either not closing or “exploding” once they do close. There will be an opportunity in class for students to ask specific questions relating to the contract forms used in their offices.	<u>No cost to members</u> \$35 for non- members	Ginny Lawson	3 hours Legal/law
Tuesday June 19 Education Center	1:00pm to 4:00pm	Code of ETHICS vs. License Law (ETHICS)	This class, which has been approved by the KREC for law credit, gives the licensee a chance to compare the similarities and differences in the code of ethics and the license law. An additional section shows that in many instances the code and law are, in fact, complementary. The class satisfies the NAR quadrennial requirement for ethics.	<u>No cost to members</u> \$35 for non-members	Ginny Lawson	3 hours Legal/law
Thursday June 21 Education Center	9:00am to 12:00pm	Finance 102	GET UPDATED! Learn to distinguish between a conventional and non-conventional loan, understand the dynamics of private mortgage insurance and understand a mortgage payment and the costs of a closed loan transaction.	<u>No cost to members</u> \$35 for non-members	Bryan May	3 hours Elective
Monday June 25 Board Room	9:00am to 12:00pm	MLS Rapattoni Training	If you can't compute, you can't compete! Learn how to maneuver in the MLS system. Learn to use a variety of powerful searches to find listings efficiently. Build a database of contacts and save multiple sets of search criteria for your prospects. Track contact info, dates and comments on properties shown and even tasks and appointments. Plot a radius search. Select from several CMA options. Learn hotshets, to load pictures and attached documents and so much more!	<u>No cost to members</u> Not offered to non-members	Debbie Hamilton	No CE Credit

Thursday July 12 Education Center	9:00am to 4:00pm	Kentucky CORE Course	The mandatory KREC required CORE course for agents born in the months of April, May or June OR if you are out of birthday cycle this class is required every 4 years. License Law, Fair Housing, Disclosure, Agency, Property Management and Contracts are the topics of this course. This class is required every 4 years.	\$40 for members payable at registration \$60 member walk-ins <hr/> \$75 for non-members	Ginny Lawson	6 hours Legal/law
Wednesday July 18 Education Center	9:00am to 12:00pm	Agents & Auctions	A very exciting class for a truly changing market. Foreclosures are at an all time high. The credit crunch has not only affected the "high end" market and new construction but everybody. This session brings the world of real estate and the age old advent of auctions to a successful and resounding SOLD! You will understand key auction terminology, what it takes to legally sell real estate at auction, as well as other helpful marketing advice for a struggling market. A great class for real estate agents – period!!	<u>No cost to members</u> \$35 for non-members	Mike Gooch	3 hours Elective
Wednesday July 18 Education Center	1:00pm to 4:00pm	Agents, ETHICS and the Law (ETHICS)	"Companies that are dedicated to doing the right thing have a written commitment to social responsibility, and act on it consistently are more profitable than those who do not." A refreshing, new and different look at the "Code of Ethics". There is no such thing as "real estate" ethics. Ethics are ethics. You will learn about the grievance process from start to finish. The correlation between the Code and the KREC License Law. You will also look at the arbitration process and take a look at the most violated codes.	<u>No cost to members</u> \$35 for non-members	Mike Gooch	3 hours Legal/law
Tuesday July 24 Education Center	9:00am to 12:00pm	Mining Your Own Business	Become an expert pathfinder in distilling the important legal information from various websites – i.e. KREC, KAR, NAR, Legal Scan, Inman News, Real Law Central and others. Comprehend, navigate and prioritize the many updated information portals including the new KREC website. Integrate the new KREC website data/information, forms and documents into your daily real estate use.	<u>No cost to members</u> \$35 for non-members	Jonah Mitchell	3 hours Legal/law
Tuesday July 24 Education Center	1:00pm to 4:00pm	Master Commissioner Sales: How to Start, Survive and Succeed When Bidding for Public Foreclosure Property	NEW CLASS! The title says it all – Be aware of the current master commissioner laws, the hottest issues and the most common problems.	<u>No cost to members</u> \$35 for non-members	Jonah Mitchell	3 hours Legal/law
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Wednesday August 8 Education Center	9:00am to 12:00pm	NEW MEMBERS ONLY Association Services & Financing	NEW MEMBERS ONLY! Learn what your association will do for you. Also get basic financing information.	<u>No cost to members</u> Not offered to non-members	Elaine Hangis & Jesse Hardin	No CE Credit
Wednesday August 8 Education Center	1:00pm to 4:00pm	Seller Forms	This class teaches new members how to use all the forms designed for the listing process AND gives seasoned agents a great refresher!	<u>No cost to members</u> \$35 for non-members	Linda Wiley	3 hours Legal/law
Thursday August 16 Education Center	9:00am to 12:00pm	Code of ETHICS vs. License Law (ETHICS)	This class, which has been approved by the KREC for law credit, gives the licensee a chance to compare the similarities and differences in the code of ethics and the license law. An additional section shows that in many instances the code and law are, in fact, complementary. The class satisfies the NAR quadrennial requirement for ethics.	<u>No cost to members</u> \$35 for non-members	Ginny Lawson	3 hours Legal/law
Thursday August 16 Education Center	1:00pm to 4:00pm	Real Live Cases	This class is a risk reduction class that reviews actual circuit court and KREC cases. The class discusses the facts, the outcome, and how the situation may have been avoided.	<u>No cost to members</u> \$35 for non-members	Ginny Lawson	3 hours Legal/law
Wednesday August 22 Education Center	9:00am to 12:00pm	Uniform Appraisal Dataset	As a result of a Federal Mandate from the Federal Housing Finance Agency on September 1 st , all appraisers preparing reports for Fannie Mae, Freddie Mac, VA and FHA will be obligated to the Uniform Appraisal Dataset. The form will not change but the content of all of the non-narrative entries will be validated fields, with very limited alternatives. The net result will be that many readers, including buyers and Realtors, will not be able to translate the document into plain English. Come to class and learn all the new abbreviations and codes.	<u>No cost to members</u> \$35 for Non-members	Woodrow Wilson	3 hours Legal/law
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Wednesday September 5 Education Center	9:00am to 12:00pm	Buyer Forms	This class teaches new members how to use all the forms designed for the buying process AND gives seasoned agents a great refresher!	<u>No cost to members</u> \$35 for non-members	Mike Gooch	3 hours Legal/law
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Thursday September 20 Education Center	9:00am to 12:00pm	ANSI, Residential Measuring Standards	Designed to prepare the real estate professional to measure and report the square footage of a single family residence in compliance with the American National Standards Institute. Recognized and developed by the Employee Relocation Council, HUD, FannieMae, VA, and NAR, it is the only published, nationally recognized method for measuring houses.	<u>No cost to members</u> \$35 for non-members	Woodrow Wilson	3 hours Legal/law & Orientation Elective
Thursday September 20 Education Center	1:00pm to 4:00pm	CSI: Kentucky Commercial Sales Introduction	Most licensees in Kentucky have little education, experience or training for representing buyers and sellers of income producing real estate. But they do it because somebody asks them to. This class will re-orient the residential sales person from "bricks to bucks".	<u>No cost to members</u> \$35 for non-members	Woodrow Wilson	3 hours Elective

Monday September 24 Board Room	9:00am to 12:00pm	MLS Rapattoni Training	If you can't compute, you can't compete! Learn how to maneuver in the MLS system. Learn to use a variety of powerful searches to find listings efficiently. Build a database of contacts and save multiple sets of search criteria for your prospects. Track contact info, dates and comments on properties shown and even tasks and appointments. Plot a radius search. Select from several CMA options. Learn hot sheets, to load pictures and attached documents and so much more!	<u>No cost to members</u> Not offered to non-members	Debbie Hamilton	No CE Credit
Thursday September 27 Education Center	9:00am to 4:00pm	Risk Management for BROKERS – New CORE Course for BROKERS	Risk Management Course for Brokers. This course was designed specifically for Brokers and provides risk management and best practice tips, along with case studies to illustrate problem areas. Here are just a few of the topics that will be covered in this six-hour program: contract and agency issues, handling your escrow account, KREC complaint and licensing information for Brokers, foreclosures, mortgage fraud, antitrust, office policy and business plan information. This course can take the place of the mandatory required Kentucky CORE Course for Brokers born in the months of April, May or June. Space is limited to 40.	<u>\$40 for members payable at registration</u> <u>\$60 member walk-ins</u> <u>\$75 for non-members</u>	Ginny Lawson	6 hours Legal/law
Wednesday October 3 Education Center	9:00am to 12:00pm	Code of ETHICS vs. License Law (ETHICS)	This class, which has been approved by the KREC for law credit, gives the licensee a chance to compare the similarities and differences in the code of ethics and the license law. An additional section shows that in many instances the code and law are, in fact, complementary. The class satisfies the NAR quadrennial requirement for ethics.	<u>No cost to members</u> \$35 for non-members	Ginny Lawson	3 hours Legal/law
Wednesday October 3 Education Center	1:00pm to 4:00pm	Legal Update 2012	This is the annual update of recent changes in the licensing law and regulations. The class will include areas of the licensing law that are violated repeatedly with tips on how to avoid those violations. New interpretations of old laws will be reviewed. This is a must class for agents who want to keep updated on the license law and regulations changes.	<u>No cost to members</u> \$35 for non-members	Ginny Lawson	3 hours Legal/law
Tuesday October 9 Education Center	1:00pm to 4:00pm	Finance 101	GET UPDATED! Government loans are covered in this course. Updates on changes in government financing, pitfalls for qualifying buyers for FHA/VA and property issues with government loans are some of the topics that will be covered.	<u>No cost to members</u> \$35 for non-members	Roberta Wilson	3 hours Elective
Wednesday October 10 Education Center	9:00am to 12:00pm	How To Start, Survive and Succeed in Property Management	NEW CLASS! Are you interested in Property Management? Become advised of and trained in the Federal, State and Local statutes and regulations pertaining to Property Management	<u>No cost to members</u> \$35 for non-members	Jonah Mitchell	3 hours Legal/law
Wednesday October 10 Education Center	1:00pm to 4:00pm	GPS Your Way Through This Mess	Recognize the major current and emerging real estate trends. Articulate the significant real estate forecast affecting future business. Identify strategies to address these trends and forecasts.	<u>No cost to members</u> \$35 for non-members	Jonah Mitchell	3 hours Elective

Thursday October 18 Education Center	9:00am to 4:00pm	Kentucky CORE Course	The mandatory KREC required CORE course for agents born in the months of April, May or June OR if you are out of birthday cycle this class is required every 4 years. License Law, Fair Housing, Disclosure, Agency, Property Management and Contracts are the topics of this course. This class is required every 4 years.	\$40 for members payable at registration \$60 member walk-ins <hr/> \$75 for non-members	Ginny Lawson	6 hours Legal/law
Tuesday October 23 Education Center	9:00am To 12:00pm	Home Inspections: What You Need To Know	This class will familiarize you with what a home inspection is trying to accomplish, help you understand what a home inspection is NOT intended to be and advise you on how to choose a competent home inspector.	<u>No cost to members</u> \$35 for non-members	Steve Pruitt	3 hours Elective & Orientation Elective
Wednesday October 24 Education Center	9:00am to 12:00pm	KHC Financing	Get "KHC Certified"! This affords many advantages including a place on KHC's website to market you to potential homebuyers in your area. You will also receive a certificate to display and periodic updates from KHC. Learn more about Kentucky Housing Corporation's single family loan programs, down payment assistance programs, credit underwriting, property guidelines and benefits of KHC financing to Realtors. Come find out the latest KHC program updates.	<u>No cost to members</u> \$35 for non- members	KHC Approved Instructor Jamie Swindler	3 hours Elective
Monday October 29 Board Room	9:00am to 12:00pm	MLS Rapattoni Training	If you can't compute, you can't compete! Learn how to maneuver in the MLS system. Learn to use a variety of powerful searches to find listings efficiently. Build a database of contacts and save multiple sets of search criteria for your prospects. Track contact info, dates and comments on properties shown and even tasks and appointments. Plot a radius search. Select from several CMA options. Learn hot sheets, to load pictures and attached documents and so much more!	<u>No cost to members</u> Not offered to non-members	Debbie Hamilton	No CE Credit
Thursday November 8 Education Center	9:00am to 12:00pm	Real Estate Mortgage Fraud	In this course you will learn to recognize a suspicious property transaction, develop a credible "Brokers Price Opinion", distinguish between price and value and recognize a legal flip versus an illegal flip.	<u>No cost to members</u> \$35 for non-members	Larry Disney	3 hours Legal/law
Thursday November 8 Education Center	1:00pm to 4:00pm	Finance 102	GET UPDATED! Learn to distinguish between a conventional and non-conventional loan, understand the dynamics of private mortgage insurance and understand a mortgage payment and the costs of a closed loan transaction.	<u>No cost to members</u> \$35 for non-members	Bryan May	3 hours Elective
Tuesday November 13 Education Center	9:00am to 12:00pm	Mishaps, Mistakes and Risk Management	This could be the most important and useful class being taught in Kentucky at this time. It covers A LOT! Almost a mini "core class". If you are going to be involved in a lawsuit as a real estate professional today, learn why we are sued 70% of the time; most importantly – what to do to avoid it and "God forbid" if it should happen, what will help! The gray areas of License Law – Stigmatized Properties/Megan's Law. Understand the agency forms, top to bottom and most importantly "how to" fill them out correctly.	<u>No cost to members</u> \$35 for non-members	Mike Gooch	3 hours Legal/law & Orientation Elective

Wednesday November 13	1:00pm to 4:00pm	Agents, ETHICS and the Law (ETHICS)	"Companies that are dedicated to doing the right thing have a written commitment to social responsibility, and act on it consistently are more profitable than those who do not." A refreshing, new and different look at the "Code of Ethics". There is no such thing as "real estate" ethics. Ethics are ethics. You will learn about the grievance process from start to finish. The correlation between the Code and the KREC License Law. You will also look at the arbitration process and take a look at the most violated codes.	<u>No cost to members</u> \$35 for non-members	Mike Gooch	3 hours Legal/law
Wednesday November 14	9:00am to 12:00pm	Seller Forms	This class teaches new members how to use all the forms designed for the listing process AND gives seasoned agents a great refresher!	<u>No cost to members</u> \$35 for non-members	John Groft	3 hours Legal/law
Wednesday November 14	1:00pm to 4:00pm	NEW MEMBERS ONLY Association Services & Financing	NEW MEMBERS ONLY! Learn what your association will do for you. Also get basic financing information.	<u>No cost to members</u> Not offered to non-members	Elaine Hangis & Jesse Hardin	No CE Credit
Thursday November 15	9:00am to 4:00pm	Kentucky CORE Course	The mandatory KREC required CORE course for agents born in the months of April, May or June OR if you are out of birthday cycle this class is required every 4 years. License Law, Fair Housing, Disclosure, Agency, Property Management and Contracts are the topics of this course. This class is required every 4 years.	<u>\$40 for members payable at registration</u> \$60 member walk-ins <u>\$75 for non-members</u>	Jonah Mitchell	6 hours Legal/law
Tuesday November 20	9:00am to 12:00pm	Stump The Attorney	Lee will pose 8 different legal topics and ask the students to give real-life examples of scenarios they have faced. We will then decide as a group how the situation should have been handled. If the student stumps Lee, they will receive a prize!	<u>No cost to members</u> \$35 for non-members	Lee Harris Donahue	3 hours Legal/law
Tuesday November 20	1:00pm to 4:00pm	Kentucky License Law	This class will thoroughly address all Kentucky License Laws. You will learn how to comply and Lee will give real-life examples of actual cases and complaints.	<u>No cost to members</u> \$35 for non-members	Lee Harris Donahue	3 hours Legal/law
Monday November 26	9:00am to 12:00pm	MLS Rapattoni Training	If you can't compute, you can't compete! Learn how to maneuver in the MLS system. Learn to use a variety of powerful searches to find listings efficiently. Build a database of contacts and save multiple sets of search criteria for your prospects. Track contact info, dates and comments on properties shown and even tasks and appointments. Plot a radius search. Select from several CMA options. Learn hotsheets, to load pictures and attached documents and so much more!	<u>No cost to members</u> Not offered to non-members	Debbie Hamilton	No CE Credit

Thursday November 29 Education Center	9:00am to 12:00pm	Some Things Never Change....Forty Years Later	This class reviews the laws dealing with telemarketing, anti-trust, disclosure, misrepresentation, and agency. It does it in a humorous way using the "Andy Griffith Show: Barney Fife Realtor". Although the show was new over 40 years ago, the problems are all the same.	<u>No cost to members</u> \$35 for non-members	Ginny Lawson	3 hours Legal/law
Thursday November 29 Education Center	1:00pm to 4:00pm	Legal Odds and Ends	This class discusses several unrelated, but important issues for the practical agent. Licensee liability issues are addressed in the areas of earnest money deposits, broker's escrow account, dry closings, funds escrowed at closing, predatory lending, contacts and misrepresentation/fraud. The final section of the class deals with insurance issues – if an agent is going to be liable, he/she needs to understand insurance.	<u>No cost to members</u> \$35 for non-members	Ginny Lawson	3 hours Legal/law
Wednesday December 5 Education Center	9:00am to 12:00pm	Code of ETHICS vs. License Law (ETHICS)	This class, which has been approved by the KREC for law credit, gives the licensee a chance to compare the similarities and differences in the code of ethics and the license law. An additional section shows that in many instances the code and law are, in fact, complementary. The class satisfies the NAR quadrennial requirement for ethics.	<u>No cost to members</u> \$35 for non-members	Ginny Lawson	3 hours Legal/law
Wednesday December 5 Education Center	1:00pm to 4:00pm	Buyer Forms	This class teaches new members how to use all the forms designed for the buying process AND gives seasoned agents a great refresher!	<u>No cost to members</u> \$35 for non-members	Maria Gnas	3 hours Legal/law
Tuesday December 11 Education Center	9:00am to 4:00pm	Kentucky CORE Course	The mandatory KREC required CORE course for agents born in the months of April, May or June OR if you are out of birthday cycle this class is required every 4 years. License Law, Fair Housing, Disclosure, Agency, Property Management and Contracts are the topics of this course. This class is required every 4 years.	<u>\$40 for members payable at registration</u> \$60 member walk-ins <u>\$75 for non-members</u>	Ginny Lawson	6 hours Legal/law
Wednesday December 12 Education Center	9:00am to 12:00pm	Master Commissioner Sales: How to Start, Survive and Succeed When Bidding for Public Foreclosure Property	NEW CLASS! The title says it all – Be aware of the current master commissioner laws, the hottest issues and the most common problems.	<u>No cost to members</u> \$35 for non-members	Jonah Mitchell	3 hours Legal/law
Wednesday December 12 Education Center	1:00pm to 4:00pm	Breaking News	The goals of this class are to review the most problematic legal breaches, to be aware of the latest law changes and to strengthen your risk management/reductions.	<u>No cost to members</u> \$35 for non-members	Jonah Mitchell	3 hours Legal/law

Thursday December 13 Education Center	9:00am to 12:00pm	Res. Environmental Issues, Ethics & Competence for RE Licensees	This class explores front page headline environmental issues in light of the professional obligations of real estate licensees. With an emphasis on liability containment, the course is both a review of issues, terminology, and hazards as well as an exploration of the agent's responsibility to competent and ethical service.	<u>No cost to members</u> \$35 for non-members	Woodrow Wilson	3 hours Legal/law
Thursday December 13 Education Center	1:00am to 4:00pm	ANSI, Residential Measuring Standards	Designed to prepare the real estate professional to measure and report the square footage of a single family residence in compliance with the American National Standards Institute. Recognized and developed by the Employee Relocation Council, HUD, FannieMae, VA, and NAR, it is the only published, nationally recognized method for measuring houses.	<u>No cost to members</u> \$35 for non-members	Woodrow Wilson	3 hours Legal/law & Orientation Elective
Friday December 14 Education Center	9:00am to 12:00pm	HUDOPOLY – Successfully Selling HUD Homes	Be In The KNOW! HUD is constantly changing - Learn the process on how to bid deadlines, bid submission and accessing properties. Attend this informative class to make selling a HUD listing part of your business plan as HUD listings are expected to double.	<u>No cost to members</u> \$35 for non-members	Cindy Crutcher	3 hours Elective
Wednesday December 19 Education Center	9:00am to 12:00pm	Agents & Auctions	A very exciting class for a truly changing market. Foreclosures are at an all time high. The credit crunch has not only affected the "high end" market and new construction but everybody. This session brings the world of real estate and the age old advent of auctions to a successful and resounding SOLD! You will understand key auction terminology, what it takes to legally sell real estate at auction, as well as other helpful marketing advice for a struggling market. A great class for real estate agents – period!!	<u>No cost to members</u> \$35 for non-members	Mike Gooch	3 hours Elective
Wednesday December 19 Education Center	1:00pm to 4:00pm	Agents, ETHICS and the Law (ETHICS)	"Companies that are dedicated to doing the right thing have a written commitment to social responsibility, and act on it consistently are more profitable than those who do not." A refreshing, new and different look at the "Code of Ethics". There is no such thing as "real estate" ethics. Ethics are ethics. You will learn about the grievance process from start to finish. The correlation between the Code and the KREC License Law. You will also look at the arbitration process and take a look at the most violated codes.	<u>No cost to members</u> \$35 for non-members	Mike Gooch	3 hours Legal/law

TO VERIFY YOUR EDUCATION REQUIREMENTS PLEASE GO TO WWW.KREC.KY.GOV.

To Register: To register for courses, seminars or for more information on courses, please register online under education/events or call the Association at (859) 276-3503 or 1-800-755-2013. You can also register through Janice Yonts at 859-514-6224, email janice@lbar.com or through our website at www.LBAR.com.

For ALL courses with a fee, payment is required at the time of registration.

CORE Course: **ALL FEES MUST BE PAID AT TIME OF REGISTRATION.** ALL member walk-ins will be charged \$60. **Non-members** owe \$75 – **registration will not be made until payment is received.** (Make checks payable to: **LBAR**, 2250 Regency Rd., Lexington, KY 40503). **IF PAYMENT IS NOT MADE YOU WILL NOT BE ALLOWED TO ATTEND THE CLASS.**

Cancellation Policy: Should any continuing education class need to be cancelled due to inclement weather or emergency, LBAR staff will notify attendees as soon as possible by email, on LBAR.com, MLS message board and/or LBAR's voice mail greeting.

(All National Speakers, Designation and CORE courses)

Full refund two (2) weeks prior to course date. No refund if less than two weeks notice to cancel. If not able to attend, a substitute may take your registration upon notification to the Education Director. LBAR reserves the right to cancel courses due to lack of registration to cover course cost.

No Show Policy: There is a twenty dollar (\$20) no-show fee charged to members who have registered for free education offerings and do not attend the course, nor call the Association forty-eight (48) hours in advance to cancel. LBAR reserves the right to cancel courses due to lack of registration – **Must have at least 25 in most classes.** (Call 514-6224 or email education@lbar.com or janice@lbar.com to cancel your registration for a course). ***The no-show fee is NOT waived due to inclement weather – if the instructor can make it LBAR will hold class.***

Payment Options: LBAR accepts cash, check and Visa, MasterCard, American Express or Discover.

Parking: Overflow parking is available across Regency Road. See direction signs for additional parking.

KENTUCKY REAL ESTATE COMMISSION CONTINUING EDUCATION INFORMATION

(Please refer to 201 KAR 11:230)

LICENSEES WHO ARE REQUIRED TO COMPLETE CONTINUING EDUCATION:

- **All Active Licensees, originally licensed in Kentucky after June 19, 1976 to the present time.**
- **Reinstated Licensees.** (If you held a Kentucky license, allowed it to cancel, reinstated it, then you are **NOT** considered a first-time licensee. You will be required to meet the continuing education requirement by December 31 of the year you are reinstated.)

CONTINUING EDUCATION REQUIREMENTS:

- 6 hours of continuing education is required every calendar year.
- 3 hours of the 6 hours must be in an approved legal topic such as: Agency, ANSI, Anti-Trust, Environmental Law, Fair Housing, HUD Settlement Statement, Land Planning & Zoning, Landlord-Tenant Law, Misrepresentation, 1031 Tax Exchanges, and Contract Law (as long as the contract law is not state specific).
- The continuing education calendar year is January 1-December 31.
- The Kentucky Core Course is required once every four years, based on your birth month.
 - January, February, March birth dates: 2011, 2015, 2019, etc.
 - April, May, June birth dates: 2012, 2016, 2020, etc
 - July, August, September birth dates: 2013, 2017, 2021, etc
 - October, November, December birth dates: 2014, 2018, 2022, etc
- If you have taken the Kentucky Core Course out of your designated year, then the next time to take the Core Course will be 4 years in the future.
- NAR requires all active licensees to take an ETHICS class every 4 years.



CLICK HERE

We recognize the growing demand for online continuing education. We want to meet this demand and provide the highest value to you. You can access great online continuing education courses, which are KREC approved and 100% accredited. If the above dates and times do not fit your schedule, please take advantage of our online courses. You can go to www.lbar.theceshop.com OR



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