

Continuing Education

Upcoming RASM Education Courses 2017-2018

Please arrive on time. You must arrive on time and attend the entire session to be given credit for the class per the Department of Commerce. Thank you!

****NEW THIS YEAR****

***Register and attend 4 classes in this education
year, get the 5th one FREE
(Exclusive to classes offered by RASM)***

Sept. 22, 2017

Forms Update: What's New 2017

Instructor: Mike Brennan

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.
8:30 a.m. – 12:15 p.m.

Before 9/15/17 \$40/Member \$45/Non-Member

After 9/15/17 \$45/Member \$50/Non-Member

Association Office Education Center, North Mankato

Topics Covered: In this class agents will learn about the new changes to forms revised on the Minnesota Association of REALTORS® Forms. By understanding the updates, agents can be assured of being accurate as the forms are explained, compliant with the current laws and understand the obligations a consumer and agent are taking. Purchase Agreement and earnest money handling, Addenda and their respective changes, impacts of contract changes, and legislative changes impacting real estate will also be covered.

Oct. 19, 2017

Required Module: Agency Law & Fair Housing

***There will be a test with this class**

Instructor: Mike Brennan

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.
8:30 a.m. - 12:15 p.m.

Before 10/12/17 \$40/Member \$45/Non-Member

After 10/12/17 \$45/Member \$50/Non-Member

Association Office Education Center, North Mankato

Topics Covered: 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.

Jan. 11, 2018

Required Module: Agency Law & Fair Housing

***There will be a test with this class**

Instructor: Mike Brennan

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.
8:30 a.m. - 12:15 p.m.

Before 01/04/18 \$40/Member \$45/Non-Member

After 01/04/18 \$45/Member \$50/Non-Member

Association Office Education Center, North Mankato

Topics Covered: Topics Covered: 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.

Jan. 18, 2018

New Member Orientation

Requirement for all new members

This course is pending approval by the Minnesota Commissioner of Commerce for 3.0 hours of real estate continuing education.

8:30 a.m. - 12:00 p.m.

Association Office Education Center, North Mankato

Jan. 25, 2018

Customs & Culture

Instructor: Mike Brennan

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.

8:30 a.m. - 12:15 p.m.

Before 01/19/18 \$40/Member \$45/Non-Member

After 01/19/18 \$45/Member \$50/Non-Member

Association Office Education Center, North Mankato

Topics Covered: In this class agents will learn about the changing demographic of Minnesota population. By examining the diversity of the population, licensees will gain insight as to unique cultural aspects of different groups to better effect communication and serve consumers well. Discussing agency terms can be a foreign concept for a real estate consumer especially if English is not their first language. By reviewing agency disclosure requirements, licensees will be exposed to a better understanding of agency terms and how to explain them to a consumer.

Jan. 25, 2018

Scams, Scoundrels and Stings, Oh My!

Instructor: Mike Brennan

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.

1:15 p.m. – 5:00 p.m.

Before 01/19/18 \$40/Member \$45/Non-Member

After 01/19/18 \$45/Member \$50/Non-Member

Association Office Education Center, North Mankato

Topics Covered: In this class agents will be exposed to the scams that are perpetrated on consumers, what the “red flags” to be aware of are, physical threats and security issues facing a buyer and seller. In today’s world, where criminals see an open house as being a ripe target, agents need to be aware of the dangers and how to handle themselves to protect themselves and their clients. Many times, agents and consumers find they are in a compromised situation and need solutions to extricate and exonerate themselves. This class will demonstrate the safety measures that can be used to protect themselves and their clients *(Includes one hour of Fair Housing)*

Feb. 15, 2018

Avoid Jeopardizing Your License

Instructor: Mike Brennan

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.
8:30 a.m. - 12:15 p.m.

Before 02/09/18 \$40/Member \$45/Non-Member

After 02/09/18 \$45/Member \$50/Non-Member

Association Office Education Center, North Mankato

Topics Covered: In this class agents will learn about the Minnesota Department of Commerce's enforcement actions, what transgressions to avoid and spot and how to steer clear of any complications stemming from someone's activities. By examining recent rulings, case studies and general discussions, agents will learn situations to avoid and possibly report. The identification of harmful behaviors is shared and solutions are examined. When called into the Department of Commerce for a question, there are compliance issues which we cover. This class is an excellent source for agents to learn how to avoid any 'icky' problems. (*Includes one hour of Agency and one hour of Fair Housing*)

Feb. 15, 2018

H2 Oh No!

Instructor: Mike Brennan

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.
1:15 p.m. - 5:00 p.m.

Before 02/09/18 \$40/Member \$45/Non-Member

After 02/09/18 \$45/Member \$50/Non-Member

Association Office Education Center, North Mankato

Topics Covered: By attending this 3.75 hour course, real estate students will be exposed to the water issues facing homes. By examining how wells are constructed, tested and sealed, students will gain an understanding as to how homeowners should maintain wells and what lenders may require before closing. Septic tanks will be discussed and students will learn about setback requirements, types of septic tanks, and costs to replace. Mold is prevalent in wet houses and students will be

given information on the differences in mold types, abatement and problems mold may present. Lastly, basements will be discussed and the different methods of dampness abatement will be shared---from drain tiles and sump pumps to gutters and grading.

Feb. 21, 2018

Professionalism: Code of Ethics 2017-18

Instructor: John Anderson

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.
8:30 a.m. - 12:15 p.m.

Before 02/15/18 \$40/Member \$45/Non-Member

After 02/15/18 \$45/Member \$50/Non-Member

Association Office Education Center, North Mankato

Topics Covered: Professionalism and ethics are extremely important in real estate. Real estate agents run a business and represent all of their fellow agents as well as their brokers in the industry. We will cover ethics, working with the modern buyer and seller, and discussing the code of conduct and the form which is needed at showings with the buyer and seller.

This course will fulfill your NAR Code of Ethics standard for the 2017/2018 cycle.

March 08, 2018

Size Matters 2

Instructor: Zoe Liston

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.
8:30 a.m. – 12:15 p.m.

Before 03/01/18 \$40/Member \$45/Non-Member

After 03/01/18 \$45/Member \$50/Non-Member

Association Office Education Center, North Mankato

Topics Covered: You just signed a listing, now you have to gather information to put in MLS. But, how do you know how big the house is? How much finished square footage does it have? What does “finished” really mean? What’s the definition of BeLGrdFinSqFt? What tools do you need to measure the house? What’s with the slopped walls on a 1.5 story? Ever wondered about lot sizes? This is a comprehensive course about how to measure a house, how to calculate finished square footage, what tools to use, etc.

March 21, 2018

Social Strategies: Facebook

Instructor: Rob Mehta

This course has been approved by the Minnesota Commissioner of Commerce for 3.0 hours of real estate continuing education.
9:00 a.m. – 12:00 p.m.

Before 03/15/18 \$30/Member \$35/Non-Member
After 03/15/18 \$35/Member \$40/Non-Member

Association Office Education Center, Mankato

Topics Covered: Consumers will receive a higher level of knowledge, service, and advice from the real estate professionals who more clearly understand the communication process available through Facebook as a medium. This course will provide the REALTOR ® with tools necessary to communicate with the consumer.

March 21, 2018

Social Strategies: Working In The Cloud

Instructor: Rob Mehta

This course has been approved the Minnesota Commissioner of Commerce for 3.0 hours of real estate continuing education.
1:00 p.m. – 4:00 p.m.

Before 03/15/18 \$30/Member \$35/Non-Member
After 03/15/18 \$35/Member \$40/Non-Member

Association Office Education Center, Mankato

Topics Covered: Consumers will receive a higher level of knowledge, service, and advice from the real estate professionals who more clearly understand the tools available to them and the implementation of those resources in assisting and communicating with their clients in the real estate transaction.

April 12, 2018

Required Module: Agency Law & Fair Housing

***There will be a test with this class**

Instructor: Mike Brennan

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.
8:30 a.m. - 12:15 p.m.

Before 04/06/18	\$40/Member	\$45/Non-Member
After 04/06/18	\$45/Member	\$50/Non-Member

Association Office Education Center, North Mankato

Topics Covered: 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.

April 19, 2018

New Member Orientation

Requirement for all new members

This course is pending approval by the Minnesota Commissioner of Commerce for 3.0 hours of real estate continuing education

8:30 a.m. – 12:00 p.m.

Association Office Education Center, North Mankato

April 26, 2018

Chapter & Verse: CIC Documents

Instructor: Mike Brennan

This course has been approved by the Minnesota Commissioner of Commerce for 1.0 hour of real estate continuing education.

10:00 a.m. – 11:00 a.m.

Before 04/20/18 \$15/Member \$20/Non-Member

After 04/20/18 \$20/Member \$25/Non-Member

Association Office Education Center, North Mankato

Topics Covered: Agents will gain a strong understanding of the documents which should be collected to provide adequate Association disclosure. By reviewing the condo docs and explaining to clients, agents will protect the consumer's interest by fully disclosing liens, assessments and rules and the buyer's ability to cancel.

April 26, 2018

Chapter & Verse: Contract for Deed

Instructor: Mike Brennan

This course has been approved by the Minnesota Commissioner of Commerce for 1.0 hour of real estate continuing education.

11:15 a.m. – 12:15 p.m.

Before 04/20/18 \$15/Member \$20/Non-Member

After 04/20/18 \$20/Member \$25/Non-Member

Association Office Education Center, North Mankato

Topics Covered: By understanding the impact of entering into a C/D and the importance of determining the existence of underlying mortgages, agents will be able to disclose to buyers the potential issues facing them in purchasing a property using a C/D.

April 26, 2018

Chapter & Verse: Breaches and Remedies

Instructor: Mike Brennan

This course has been approved by the Minnesota Commissioner of Commerce for 1.0 hour of real estate continuing education.

12:30 p.m. – 1:30 p.m.

Before 04/20/18 \$15/Member \$20/Non-Member

After 04/20/18 \$20/Member \$25/Non-Member

Association Office Education Center, North Mankato

Topics Covered: Agents will gain an understanding of what an injured party may do when they have a breaching party on the other end of a sale.

The 2017-18 DOC-Required Module consists of:

- 3.75 hour Agency Law & Fair Housing

Attendance and passing a written examination is required to satisfy the module.

- October 12, 2017 **New Member Orientation** – Requirement for all new members
8:30-12:00, This course has been approved by the Minnesota
Commissioner of Commerce 3.0 hours for real estate continuing
education - Association Office Education Center, North Mankato
- January 18, 2018 **New Member Orientation** – Requirement for all new members
8:30-12:00, This course is pending approval by the Minnesota
Commissioner of Commerce 3.0 hours for real estate continuing
education - Association Office Education Center, North Mankato
- April 19, 2018 **New Member Orientation** – Requirement for all new members
8:30-12:00, This course is pending approval by the Minnesota
Commissioner of Commerce 3.0 hours for real estate continuing
education - Association Office Education Center, North Mankato
- July 19, 2018 **New Member Orientation** – Requirement for all new members
8:30-12:00, This course is pending approval by the Minnesota
Commissioner of Commerce 3.0 hours for real estate continuing
education - Association Office Education Center, North Mankato

- **You must arrive on time and attend the entire session to be given credit for the class per the Department of Commerce.**
 - **Classes may be cancelled due to lack of registrants.**
 - **No refunds unless you call 24 hours in advance to cancel your registration.**

Please watch for additional information and registration forms in the newsletter. The education schedule, as well as course registration, can be found on our website at www.rasminfo.com



Who do you contact?

For registration or course information contact Nicole at
nicole@rasminfo.com

RASM Phone Number: 507-345-6018

RASM Fax Number: 507-345-5225

RASM Website: www.rasminfo.com

Classroom Location:

RASM

2115 Rolling Green Lane

North Mankato, MN 56003

MN Department of Commerce

All real estate education is regulated by the Minnesota Department of Commerce. All courses offering continuing education credit must first be approved by the department and re-approved each year. Some other important facts to remember regarding education and Department of Commerce regulations include:

1. On-time Arrival

As a provider of continuing education, we are not allowed to admit a student after class has started.

2. Renewal – New Agent

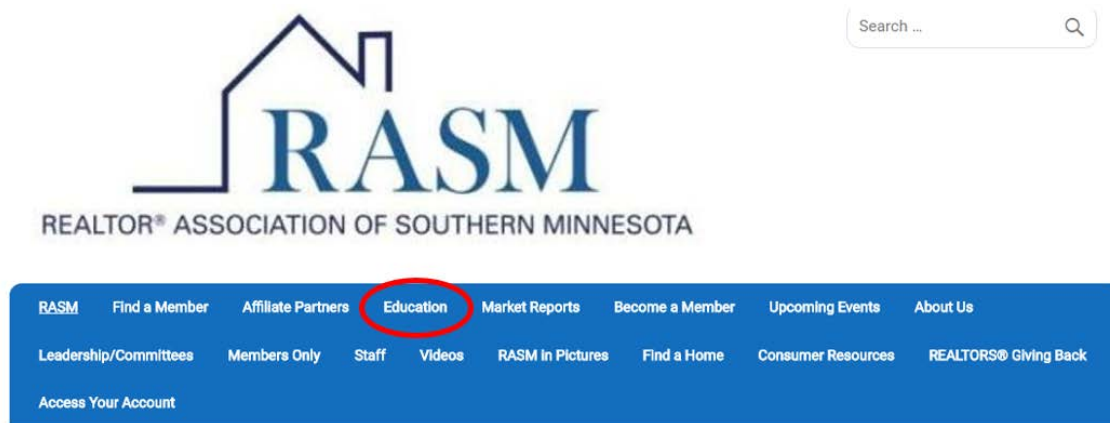
As a new agent, you are required to complete 30 hours of continuing education before your license renewal deadline.

3. Renewal – All Other Agents

You are required to complete a minimum of 15 hours by June 30, 2018 and the remaining hours by your renewal date. “Review your Transcript” of continuing education credits at
www.pulseportal.com.

RASM Offers Online Education!

To access the information, go to www.rasminfo.com
Click on the Education tab on the top toolbar and select Online Education



The CE Shop

Select the offered provider



Continuing Education

Checklist:

Please register me for the following classes:

- Sept. 22, 2017** – Forms Update
3.75 hours of CE
- Oct. 19, 2017** – Required Module: Agency Law & Fair Housing
3.75 hours of CE
- Jan. 11, 2018** – Required Module: Agency Law & Fair Housing
3.75 hours of CE
- Jan. 25, 2018** – Customs & Culture
3.75 hours of CE
- Jan. 25, 2018** – Scams, Scoundrels, and Stings, Oh My!
3.75 hours of CE
- Feb. 15, 2018** – Avoid Jeopardizing Your License
3.75 hours of CE
- Feb. 15, 2018** – H2 Oh No!
3.75 hours of CE
- Feb. 21, 2018** – Code of Ethics 2017-18
3.75 hours of CE
- March 08, 2018** – Size Matters 2
3.75 hours of CE
- March 21, 2018** – Social Strategies: Facebook
3.0 hours of CE
- March 21, 2018** – Social Strategies: Working In The Cloud
3.0 hours of CE

****NEW THIS YEAR****

Register and attend 4 classes in this education year, get the 5th one FREE
(Exclusive to classes offered)

- April 12, 2018** – Required Module: Agency Law & Fair Housing
3.75 hours of CE

- April 26, 2018** – Chapter & Verse: CIC Documents
1.0 hour of CE

- April 26, 2018** – Chapter & Verse: Contract for Deed
1.0 hour of CE

- April 26, 2018** – Chapter & Verse: Breaches and Remedies
1.0 hour of CE

2017-2018 Class Registration Form



Name: _____

Company: _____

Phone: _____

Class Registering For: _____

Please check one: Payment is enclosed Charge to my
(circle card type and complete information below): VISA MASTERCARD

Card#: _____ Amount: \$ _____

Exp. Date: _____

3 digit security code on back: _____

CC Billing Info: _____

Address

City

State

Zip

Name on card

Signature : _____

Mail to: RASM
 2115 Rolling Green Lane
 North Mankato, MN 56003

Email to:
nicole@rasminfo.com

Fax to:
(507) 345-5225

***No Registrations will be accepted without payment.**