

PROFESSIONAL DEVELOPMENT

Upcoming RASM Education Courses 2018-2019

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!

- OCT 18, 2018 ***NEW MEMBER ORIENTATION
REQUIRED FOR ALL NEW MEMBERS***
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.
**There is a 1-hour MLS Policy review from 12:00 p.m.–1:00 p.m.
there are no CE Credits for this portion**
Association Office Education Center, North Mankato
- OCT 25, 2018 ***ETHICS – This course satisfies the NAR Ethics Required Course***
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.
On or before 10/18/2018 \$40/Member
After 10/18/2018 \$45/Member
Association Office Education Center, North Mankato

Topics Covered: This 3.75-hour class will expose the attendees to the REALTOR® Code of Ethics. The Code of Ethics establishes the foundation on how REALTORS® are to operate as professionals in the Real Estate Industry. The 17 Articles of the Code of Ethics defines a higher standard of professionalism and behavior in three categories: Duties to customers and clients, Duties to the Public, and Duties to other REALTORS®. Members agree to the duties and responsibilities outlined in the Standards of Practice for each of the 17 Articles and are subject to be sanctioned if found to be in violation of any article.

OCT. 25, 2018

Required Module: RISK MANAGEMENT

****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.
1:15 p.m. – 5:00 p.m.

On or before - 10/18/2018 \$40/Member

After - 10/18/18 \$45/Member

Association Office Education Center, North Mankato

Topics Covered: Today's complex real estate transactions are full of challenges and expose licensees to a number of high areas of risk. This course is designed to explore agency issues, disclosure requirements, negotiation issues, cancellation concerns, contracts and contingencies and will provide guidance on reducing risk liability exposure. (This Module also satisfies the 1-Hour Broker Module Requirement)

DEC 13, 2018

ETHICS – This course satisfies the NAR Ethics Required Course

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.

On or before - 12/6/2018 \$40/Member

After - 12/6/2018 \$45/Member

Association Office Education Center, North Mankato

Topics Covered: This 3.75-hour class will expose the attendees to the REALTOR® Code of Ethics. The Code of Ethics establishes the foundation on how REALTORS® are to operate as professionals in the Real Estate Industry. The 17 Articles of the Code of Ethics defines a higher standard of professionalism and behavior in three categories: Duties to customers and clients, Duties to the Public, and Duties to other REALTORS®. Members agree to the duties and responsibilities outlined in the Standards of Practice for each of the 17 Articles and are subject to be sanctioned if found to be in violation of any article.

JAN 17, 2019

New Member Orientation

Required for all new members

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

9:00 a.m. - 12:00 p.m.

**There is a 1-hour MLS Policy review from 12:00 p.m.–1:00 p.m.
there are no CE Credits for this portion**

Association Office Education Center, North Mankato

JAN 15, 2019

Required Module: RISK MANAGEMENT

****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.

On or before - 1/08/2019 \$40/Member

After - 1/08/2019 \$45/Member

Association Office Education Center, North Mankato

Topics Covered: Today's complex real estate transactions are full of challenges and expose licensees to a number of high areas of risk. This course is designed to explore agency issues, disclosure requirements, negotiation issues, cancellation concerns, contracts and contingencies and will provide guidance on reducing risk liability exposure. (This Module also satisfies the 1-Hour Broker Module Requirement)

FEB 21, 2019

You Be the Judge

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 - 2/14/2019 \$40/Member

After - 2/14/2019 \$45/Member

Association Office Education Center, North Mankato

Topics Covered: By attending this 3.75 hour course, students will be exposed to disputes where the students will have the opportunity to be the interviewer/investigator and decision maker of whether violations have occurred. Violations of Law (Chapters 82, 515b, 580-582) are explored in a setting where the case study will be presented as a complaint and prepared opening remarks are provided by the complainant and the respondent. The student will be able to ask questions to ascertain whether there was a violation of law or not and then each 'side' will make their prepared closing statements. At the end of each case study, the determination of violation will be shared. The Minnesota Department of Commerce investigates hundreds of complaints each year. Findings result in revocations, suspensions, fines and/or gross misdemeanor charges. By attending this course, students will learn the processes from complaint to resolution and more importantly, the students will learn the common mistakes and how to avoid them in the future.

FEB 21, 2019

How Does This Measure Up?

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.

On or before - 02/14/19 \$40/Member

After - 02/14/19 \$45/Member

Association Office Education Center, North Mankato

Topics Covered: In this 3.75 hour course, licensees will learn about the way to measure property from the exterior for total square footage, interior room sizes and unusually shaped areas. With instructor led discussions and working examples, students will calculate the square footage of a property. Examples will be used to identify and define finished square footage, egress windows, architectural styles and more.

MAR 7, 2019

Better Buyer Reps

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.

On or before - 02/28/19 \$40/Member

After - 02/28/19 \$45/Member

Association Office Education Center, North Mankato

Topics Covered: By attending the 3.75 hour class, students will be exposed to the intricacies of dealing with buyers in today's market. Multiple offers, professional representation and frustrated buyers make today's job exciting, fun and frustrating! Learning how to manage offers, excited buyers and fellow agents should be on every buyer agents list of things to accomplish. Learning different showing techniques and interview questions will assist in representing buyers correctly.

MAR 7, 2019

List Them to Sell

Includes Agency and Fair Housing

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.

On or before - 2/28/19 \$40/Member

After - 2/28/19 \$45/Member

Association Office Education Center, North Mankato

Topics Covered: In this 3.75 hour class, agents will learn what sellers really want from their listing agent and how to deliver the service expected. Sellers have many choices of real estate agents and the question we need to answer is why you? Sellers have an expectation of service and this class explains their desires and wants. More importantly, we discuss different methods to satisfy the seller's needs. There are many marketing tools and technology aids to assist in making sure your client is taken care of very well. Agents will also learn about agency and the importance of representing someone. Fiduciary duties, compensation, job duties all blend together and in this class, we clarify the agency relationship in an easy to understand manner. Fair Housing is everyone's business, and in our Fair Housing hour, we learn about

the shifting demographics, the opportunities which exist and the importance of fairness.

APRIL 25, 2019 *New Member Orientation*

Required for all new members

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

9:00 a.m. - 12:00 p.m.

There is a 1-hour MLS Policy review from 12:00 p.m.–1:00 p.m. there are no CE Credits for this portion

Association Office Education Center, North Mankato

MAY 9, 2019 *Required Module: Risk Management*

**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.

On or before – 5/2/2019 \$40/Member

After – 5/2/2019 \$45/Member

Association Office Education Center, North Mankato

Topics Covered: Today's complex real estate transactions are full of challenges and expose licensees to a number of high areas of risk. This course is designed to explore agency issues, disclosure requirements, negotiation issues, cancellation concerns, contracts and contingencies and will provide guidance on reducing risk liability exposure. (This Module also satisfies the 1-Hour Broker Module Requirement)

JULY 18, 2019 *New Member Orientation*

Required for all new members

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

9:00 a.m. - 12:00 p.m.

There is a 1-hour MLS Policy review from 12:00 p.m.–1:00 p.m. there are no CE Credits for this portion.

Association Office Education Center, North Mankato

The 2018-19 DOC-Required Module consists of: CE Credits of 3.75

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

- October 18, 2018 **New Member Orientation** – Requirement for all new members
9:00-12:00, 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 17, 2019 **New Member Orientation** – Requirement for all new members
9:00-12:00, 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 18, 2019 **New Member Orientation** – Requirement for all new members
9:00-12:00, 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 18, 2019 **New Member Orientation** – Requirement for all new members
9:00-12:00, 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 Vicki at
vicki@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 30th, 2019 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 **RESOURCES** tab - education— select **ONLINE EDUCATION**

The screenshot shows a web browser window displaying the RASM website. The browser's address bar shows the URL rasminfo.com/resources/education/. The website header includes the RASM logo and a navigation menu with the following items: RESOURCES, LEADERSHIP, AFFILIATES, FIND A HOME, EVENTS, and CONTACT. A red arrow points to the 'RESOURCES' link in the navigation menu. Below the navigation menu is a blue banner with the word 'EDUCATION' in white. Underneath the banner, the page title is 'CONTINUING EDUCATION SCHEDULE'. Below the title, there is a text prompt: 'Click on the button below to view the schedule.' A red-bordered button labeled 'CONTINUING EDUCATION SCHEDULE' is positioned below the text. A horizontal red line separates this section from the 'ONLINE EDUCATION' section below. In the 'ONLINE EDUCATION' section, there is a promotional graphic for 'OFFICE SAFETY' with a yellow background and a grid of discount offers: '\$15 OFF \$50 OR MORE', '\$35 OFF \$100 OR MORE', '\$50 OFF \$250 OR MORE', and '\$75 OFF \$500 OR MORE'. A red arrow points to the right side of this graphic. At the bottom of the graphic, it says 'The Shop' and 'VALID 9/10 - 9/11 UNTIL 11:59 CST'.

Continuing Education

Checklist:

**Please register me for
the following classes:**

- OCT. 25, 2018** –ETHICS
3.75 hours of CE
- OCT. 25, 2018** – REQUIRED MODULE: RISK MANAGEMENT
3.75 hours of CE
- DEC. 13, 2018** – ETHICS
3.75 hours of CE
- JAN. 24, 2019** – REQUIRED MODULE: RISK MANAGEMENT
3.75 hours of CE
- FEB. 21, 2019** – YOU BE THE JUDGE
3.75 hours of CE
- FEB. 21, 2019** – HOW DOES THIS MEASURE UP?
3.75 hours of CE
- MARCH 7, 2019** – BETTER BUYER REPS
3.75 hours of CE
- MARCH 7, 2019** – LIST THEM TO SELL
3.75 hours of CE
- MAY 9, 2019** – REQUIRED MODULE: RISK MANAGEMENT
3.75 hours of CE



2018-2019 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:
vicki@rasminfo.com

Fax to:
(507) 345-5225

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