

Professional Development

Upcoming RASM Education Courses

November 2020 – April 2021

*Please login 15 minutes before class. You attend the entire session to be given credit for the class per the Department of Commerce. Thank you!

November 11, 2020 **REQUIRED MODULE: DISCLOSURE**

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.

Instructor: Mike Brennan

ON OR BEFORE 10/26/2020

\$40/MEMBER

AFTER 10/26/2020

\$45/MEMBER

VIRTUAL CLASS

Topics Covered:

This 3.75-hour course will provide in depth details on numerous real estate licensee disclosure requirement issues. Curriculum also includes the proper disclosures required by sellers, including selling property "as is" and the liability sellers can incur for non-compliance.

We will be unable to take any registrations after November 6, 2020.

This will allow us to get a list of registered individuals to the instructor.

Attendees will then get an email containing:

- a unique log-in code
- a link to a set of instructions to test your system the day before class
- an electronic copy of the booklet to be used for class

***On the day of class, click your link and log in 15 minutes before the class start time to check in. At the start time of class, access will be locked, and no one may enter the virtual class. ***

December 3, 2020

CODE OF ETHICS

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

This course fulfills the NAR Code of Ethics requirement of membership.

8:30 a.m. – 12:15 p.m.

Instructor: Mike Brennan

ON OR BEFORE 11/23/2020

\$40/MEMBER

AFTER 11/23/2020

\$45/MEMBER

VIRTUAL CLASS

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.

We will be unable to take any registrations after November 30, 2020.

This will allow us to get a list of registered individuals to the instructor.

Attendees will then get an email containing:

- a unique log-in code
- a link to a set of instructions to test your system the day before class
- an electronic copy of the booklet to be used for class

***On the day of class, click your link and log in 15 minutes before the class start time to check in. At the start time of class, access will be locked, and no one may enter the virtual class. ***

Contact the Association to register at 345-6018 or visit www.rasminfo.com

February 17, 2021

I GOT THIS

This course has been approved by the Minnesota Commissioner of Commerce for 3 hour of real estate continuing education.

8:30 a.m. – 11:30 a.m.

Instructor: Mike Brennan

BEFORE – 02/02/2021 \$40/MEMBER

AFTER – 02/02/2021 \$45/MEMBER

VIRTUAL CLASS

Topics Covered:

This 3-hour class participants will be able to list and identify the most common real estate situations that negatively harm and impact customers, clients, and members of the public. Some of the most fundamental reasons members of the public are unhappy with the real estate community are inadequate and untimely disclosures, having no idea what's going to happen next, or having no idea what their *true* real-time costs will be. These things lead to an “Oh, by the way...” disclosure from unprepared agents. This makes transactions very HARD and stressful for the public.

This course provides the practitioner with real-world tools to give the public extremely thorough disclosures, realistic and true anticipated costs and procedures, and extremely detailed and honest explanations of what to expect during their real estate transaction to help the public avoid problems, liabilities, missteps and/or unlawful acts. The practitioner will have tools to ease the real estate transaction for the public and provide better information to help the public make informed decisions.

We will be unable to take any registrations after FEBRUARY 12, 2021

This will allow us to get a list of registered individuals to the instructor.

Attendees will then get an email containing:

- a unique log-in code
- a link to a set of instructions to test your system the day before class
- an electronic copy of the booklet to be used for class

***On the day of class, click your link and log in 15 minutes before the class start time to check in. At the start time of class, access will be locked, and no one may enter the virtual class. **

Contact the Association to register at 345-6018 or visit www.rasminfo.com

February 25, 2021

Tax Update

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.

Instructor: Mike Brennan

BEFORE 02/12/2021 \$40/MEMBER
AFTER 02/12/2021 \$45/MEMBER

VIRTUAL CLASS

Topics Covered:

By attending this 3.75-hour course, students will be exposed to the income tax requirements for the self-employed buyers and sellers. Many times, agents are introduced to people who are self-employed and an understanding of their income and taxes is needed for things like getting approval for a home loan, tax preparation and loan approval. Investors are sometimes involved in a transaction where their net proceeds will be impacted by taxes. A good agent should be able to account for the estimate of taxes when preparing a net sheet. In some instances, a home seller may be concerned about the tax burden of selling their home. This course will demonstrate the tax deductions a home seller may experience in the sale of their property. (Currently pending approval)

We will be unable to take any registrations after February 22, 2021

This will allow us to get a list of registered individuals to the instructor.

Attendees will then get an email containing:

- a unique log-in code
- a link to a set of instructions to test your system the day before class
- an electronic copy of the booklet to be used for class

***On the day of class, click your link and log in 15 minutes before the class start time to check in. At the start time of class, access will be locked, and no one may enter the virtual class. ***

Contact the Association to register at 345-6018 or visit www.rasminfo.com

March 11, 2021

Fair Housing

This course has been approved by the Minnesota Commissioner of Commerce for 1 hour of real estate continuing education

9:00 a.m. – 10:00 a.m.

Instructor: Mike Brennan

BEFORE 02/26/2021 \$10/MEMBER
AFTER 02/26/2021 \$15/MEMBER

VIRTUAL CLASS

Topics Covered:

In this 1-hour class, agents will learn about the requirement for the protections afforded to consumers so that all consumers are treated fairly.

Learning Objective:

- **Learn about the protected classes and prohibitions**

We will be unable to take any registrations after March 8, 2021

This will allow us to get a list of registered individuals to the instructor.

Attendees will then get an email containing:

- a unique log-in code
- a link to a set of instructions to test your system the day before class
- an electronic copy of the booklet to be used for class.

***On the day of class, click your link and log in 15 minutes before the class start time to check in. At the start time of class, access will be locked, and no one may enter the virtual class. ***

Contact the Association to register at 345-6018 or visit www.rasminfo.com

March 11, 2021

Agency

This course has been approved by the Minnesota Commissioner of Commerce for 1 hour of real estate continuing education.

10:15 a.m. – 11:15 a.m.

Instructor: Mike Brennan

BEFORE 02/26/2021 \$10/MEMBER

AFTER 02/26/2021 \$15/MEMBER

VIRTUAL CLASS

Topics Covered:

In this 1-hour class, agents will learn about the requirement for providing Agency Disclosures at substantive contact, choices of single vs. dual agency and definitions of representation.

Learning Objectives:

- **Review the laws regulating the real estate industry and agency**
- **Recognize the need to make Agency Disclosures**

We will be unable to take any registrations after March 8, 2021

This will allow us to get a list of registered individuals to the instructor.

Attendees will then get an email containing:

- a unique log-in code
- a link to a set of instructions to test your system the day before class
- an electronic copy of the booklet to be used for class.

***On the day of class, click your link and log in 15 minutes before the class start time to check in. At the start time of class, access will be locked, and no one may enter the virtual class. ***

Contact the Association to register at 345-6018 or visit www.rasminfo.com

March 17, 2021 **NEGOTIATIONS**

This course has been approved by the Minnesota Commissioner of Commerce for 4 hours of real estate continuing education.

8:30 a.m. – 12:30 p.m.

Instructor: Mike Brennan

BEFORE 03/05/2021

\$40/MEMBER

AFTER 03/05/2021

\$45/MEMBER

VIRTUAL CLASS

Topics Covered:

In this 4-hour course, students will be exposed to negotiation skills to better assist their clients in the purchase/sale of real estate. By learning about personality styles, components of negotiations and goals, students will be better prepared to satisfy their clients objectives.

Learning Objectives:

After attending this class, real estate licensees will:

- **Learn about personality profiles using DISC**
- **Be exposed to skills to better handle situations**
- **Understand the complexities of a real estate transaction**
- **Learn tactics to become a more skilled negotiator**

We will be unable to take any registrations after MARCH 12, 2021

This will allow us to get a list of registered individuals to the instructor.

Attendees will then get an email containing:

- a unique log-in code
- a link to a set of instructions to test your system the day before class
- an electronic copy of the booklet to be used for class

***On the day of class, click your link and log in 15 minutes before the class start time to check in. At the start time of class, access will be locked, and no one may enter the virtual class. ***

Contact the Association to register at 345-6018 or visit www.rasminfo.com

March 25, 2021 Procuring Cause & Commissions

This course is pending approval by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education

8:30 a.m. – 12:15 p.m.

Instructor: Mike Brennan

BEFORE 03/12/2021

\$40/MEMBER

AFTER 03/12/2021

\$45/MEMBER

VIRTUAL CLASS

Topics Covered:

By attending this 3.75-hour course, students will learn the importance of negotiating commissions, how they are handled, the Sherman Antitrust Laws and how brokers will ‘split’ commissions with cooperating brokers. In some instances, a burden of procuring cause must be met to make the claim of earning the commission. This course will expose students to the handing of commissions with buyers, landlords, tenants, sellers, property owners and more. *(pending approval)*

We will be unable to take any registrations after MARCH 22, 2021

This will allow us to get a list of registered individuals to the instructor.

Attendees will then get an email containing:

- a unique log-in code
- a link to a set of instructions to test your system the day before class
- an electronic copy of the booklet to be used for class

***On the day of class, click your link and log in 15 minutes before the class start time to check in. At the start time of class, access will be locked, and no one may enter the virtual class. ***

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APRIL 14, 2021 **REQUIRED MODULE: DISCLOSURE**

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

8:30 a.m. – 12:15 p.m.

Instructor: Mike Brennan

ON OR BEFORE 04/01/2021

\$40/MEMBER

AFTER 04/01/2021

\$45/MEMBER

VIRTUAL CLASS

Topics Covered:

This 3.75-hour course will provide in depth details on numerous real estate licensee disclosure requirement issues. Curriculum also includes the proper disclosures required by sellers, including selling property "as is" and the liability sellers can incur for non-compliance.

This course fulfills the Required Module for 2020.

We will be unable to take any registrations after APRIL 9, 2021.

This will allow us to get a list of registered individuals to the instructor.

Attendees will then get an email containing:

- a unique log-in code
- a link to a set of instructions to test your system the day before class
- an electronic copy of the booklet to be used for class

NOTE: There will be a test with this class

***On the day of class, click your link and log in 15 minutes before the class start time to check in. At the start time of class, access will be locked, and no one may enter the virtual class. ***

Contact the Association to register at 345-6018 or visit www.rasminfo.com



Who do you Contact?

For registration or course information contact Lisa at admin@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, 2021 and the remaining hours by your renewal date. “Review your Transcript” of continuing education credits at www.pulseportal.com.

The 2020-2021 DOC-Required Module consists of:

CE Credits of 3.75

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

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 with the URL rasminfo.com/resources/education/. The page header includes the RASM logo and a navigation menu with links for RESOURCES, LEADERSHIP, AFFILIATES, FIND A HOME, EVENTS, and CONTACT. A red arrow points to the RESOURCES link. Below the navigation is a blue banner with the word EDUCATION. The main content area features a section titled CONTINUING EDUCATION SCHEDULE with a button labeled CONTINUING EDUCATION SCHEDULE. Below this is a section titled ONLINE EDUCATION featuring a promotional graphic for 'OFFICE SAFETY' with various discount offers. A red arrow points to this graphic. The footer includes 'The Shop' logo and a validity date of 11/59/13T.

REAUTOR ASSOCIATION OF SOUTHERN MINNESOTA MEMBERSHIP MEMBERS ONLY PORTAL

RASM RESOURCES LEADERSHIP AFFILIATES FIND A HOME EVENTS CONTACT

EDUCATION

CONTINUING EDUCATION SCHEDULE

Click on the button below to view the schedule.

CONTINUING EDUCATION SCHEDULE

ONLINE EDUCATION

REFRESH YOUR SAFETY KNOWLEDGE WITH OUR ONLINE EDUCATION.

OFFICE SAFETY

\$15 OFF \$50 OR MORE	\$35 OFF \$100 OR MORE
\$50 OFF \$250 OR MORE	\$75 OFF \$500 OR MORE

PHONE CODE REFRESH SHOP NOW

VALID 11/0-9/11 UNTIL 11/59/13T



Continuing Education Checklist:

Please register me for the following classes:

- November 11, 2020** – REQUIRED MODULE: Disclosure
3.75 hours of CE
- December 3, 2020** – CODE OF ETHICS
3.75 hours of CE
- February 17, 2021** – I GOT THIS
3.0 hours of CE
- February 25, 2021** – TAX UPDATE
3.75 hours of CE
- March 11, 2021** – FAIR HOUSING
1.0 hour of CE
- March 11, 2021** – AGENCY
1.0 hours of CE
- March 17, 2021** – NEGOTIATIONS
4.0 hours of CE
- March 25, 2021** – PROCURING CAUSE & COMMISSIONS
3.75 hours of CE
- April 14, 2021** – REQUIRED MODULE: Disclosure
3.75 hours of CE

2020-2021

Class Registration Form



Name: _____

Company: _____

Phone: _____

Class Registering For: _____

Please check one: Payment is enclosed Charge to my Credit Card
(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 **Email:** admin@rasminfo.com **Fax:** (507) 345-5225
2115 Rolling Green Lane
North Mankato, MN 56003

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