

Professional Development

Upcoming RASM Education Courses

2019-2020

**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. 10, 2019 FORMS 2019/2020

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

1:00 p.m. – 4:45 p.m.

Instructor: Tim Ferrara

ON OR BEFORE 10/03/2019 \$40/MEMBER

AFTER 10/03/2019 \$45/MEMBER

Association Office Education Center, North Mankato

Topics Covered:

This course will include detailed discussion as to the proper use of the following forms as well as discussion regarding all forms changes made by the Minnesota Association of REALTORS® on August 1, 2019:

- Residential Purchase Agreement in its entirety
- Counteroffer Addendum
- Contingency Addendum
- Arbitration Addendum,
- The Condo/Townhome Addendum
- Seller's Property Disclosure,
- Seller's Alternative Disclosure.

In addition to the forms, the FIRPTA statute will be covered as well as radon as it pertains to real estate.

NOV. 14, 2019

**REQUIRED MODULE – Agency, Fair Housing
& Energy Efficiency** -- *There will be a test with this class*

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 11/07/2019 **\$40/MEMBER**

AFTER 11/07/2019 **\$45/MEMBER**

Association Office Education Center, North Mankato

Topics Covered:

This course covers Agency Law, its history, foundation, and Minnesota License laws regarding Agency relationships in a real estate transaction.

This course will also look at federal Fair Housing law, its history, laws, and regulations. Prohibitions under the federal Fair Housing Act and the Minnesota Human Rights Act will be covered.

The energy efficiency portion of the course will cover the importance of home energy assessments in existing homes and an overview of the MN market for energy efficiency in new homes and building codes. It will also cover the need and importance of a pre-construction HERS report and provide resources for more information.

(Completion of this course will also satisfy the 1-Hour Broker Module Requirement and the required 1- hour of Fair Housing and the required 1-hour of Agency Law)

JAN. 29, 2020

COMMERCIAL 101

This course is currently pending approval.

8:30 a.m. – 12:15 p.m.

Instructor: Mike Brennan

ON OR BEFORE – 01/22/2020 **\$40/MEMBER**

AFTER – 01/22/2020 **\$45/MEMBER**

Association Office Education Center, North Mankato

Topics Covered:

This 3.75 hour class is a beginner's course for your understanding of commercial real estate. The course covers the need-to-know information on a broad range of commercial topics. If you're an experienced residential licensee, a few of the fundamentals of commercial real estate will be familiar to you—location, use and condition. In many other regards, commercial differs sharply from residential real estate. You'll work with investors and business owners in commercial real estate, individuals whose focus is squarely on the bottom line of the profit/loss.

JAN. 29, 2020 CODE OF ETHICS 2020

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.

Instructor: Mike Brennan

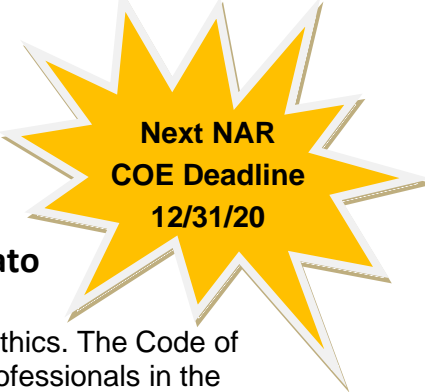
BEFORE – 01/22/2020 \$40/MEMBER

AFTER – 01/22/2020 \$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.



**Next NAR
COE Deadline
12/31/20**

FEB. 12, 2020 REQUIRED MODULE – Agency, Fair Housing & Energy Efficiency – *There will be a test with this class*

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 02/05/2020 \$40/MEMBER

AFTER 02/05/2020 \$45/MEMBER

Association Office Education Center, North Mankato

Topics Covered:

This course covers Agency Law, its history, foundation, and Minnesota License laws regarding Agency relationships in a real estate transaction.

This course will also look at federal Fair Housing law, its history, laws, and regulations. Prohibitions under the federal Fair Housing Act and the Minnesota Human Rights Act will be covered.

The energy efficiency portion of the course will cover the importance of home energy assessments in existing homes and an overview of the MN market for energy efficiency in new homes and building codes. It will also cover the need and importance of a pre-construction HERS report and provide resources for more information.

(Completion of this course will also satisfy the 1-Hour Broker Module Requirement and the required 1- hour of Fair Housing and the required 1-hour of Agency Law)

FEB. 12, 2020 Hi TECH IN A HI TOUCH WORLD

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.

Instructor: Mike Brennan

BEFORE – 02/05/2020 \$40/MEMBER

AFTER – 02/05/2020 \$45/MEMBER

Association Office Education Center, North Mankato

Topics Covered:

Moving is a stressful event and technology could be a hindrance or a helper. We discuss the implications of personal relationships balanced with tech. Forecasters predict that technology will change at an even faster pace- nano robots, cyborgs and more! Learn how to effectively work with a consumer through the real estate sale without losing touch!

MAY 14, 2020 REQUIRED MODULE – Agency, Fair Housing & Energy Efficiency – *There will be a test with this class*

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 05/07/2020 \$40/MEMBER

AFTER 05/07/2020 \$45/MEMBER

Association Office Education Center, North Mankato

Topics Covered:

This course covers Agency Law, its history, foundation, and Minnesota License laws regarding Agency relationships in a real estate transaction.

This course will also look at federal Fair Housing law, its history, laws, and regulations. Prohibitions under the federal Fair Housing Act and the Minnesota Human Rights Act will be covered.

The energy efficiency portion of the course will cover the importance of home energy assessments in existing homes and an overview of the MN market for energy efficiency in new homes and building codes. It will also cover the need and importance of a pre-construction HERS report and provide resources for more information.

(Completion of this course will also satisfy the 1-Hour Broker Module Requirement and the required 1- hour of Fair Housing and the required 1-hour of Agency Law)

New Member Orientation

October 17, 2019 **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 23, 2020 **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

April 23, 2020 **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

July 23, 2020 **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

October 22, 2020 **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

- Arrive on time and attend the entire session to be given credit for 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 the website at www.rasminfo.com



Who do you Contact?

For registration or course information contact Pam 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, 2019 and the remaining hours by your renewal date. "Review your Transcript" of continuing education credits at www.pulseportal.com.

The 2019-2020 DOC-Required Module consists of:

CE Credits of 3.75

Attendance and passing a written examination is 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 displaying the RASM (Realtor Association of Southern Minnesota) website. The browser's address bar shows the URL rasminfo.com/resources/education/. The website's header includes the RASM logo and a navigation menu with links: RESOURCES, LEADERSHIP, AFFILIATES, FIND A HOME, EVENTS, and CONTACT. A red arrow points from the 'RESOURCES' link to the 'EDUCATION' section of the page. Below the navigation bar, the 'EDUCATION' section is highlighted in a dark blue banner. Underneath, the 'CONTINUING EDUCATION SCHEDULE' section is visible, with a button labeled 'CONTINUING EDUCATION SCHEDULE'. A red horizontal line separates this from the 'ONLINE EDUCATION' section. In the 'ONLINE EDUCATION' section, there is a promotional graphic for 'OFFICE SAFETY' with various discounts. A red arrow points from this graphic to the right. The footer of the website is dark blue.

REALTOR® 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

PROVIDE CODE
REFRESH

SHOP NOW

VALID FOR ALL NEW AND RENEWING MEMBERS
PRICES, PROMOTIONS, AND REDEMPTION ARE SUBJECT TO CHANGE

The Shop VALID 8/10 - 8/11 UNTIL 11:59 CST



Continuing Education Checklist:

Please register me for
the following classes:

- ☐ **OCT. 10, 2019** –FORMS 2019/2020
3.75 hours of CE
- ☐ **NOV. 14, 2019** – REQUIRED MODULE: Agency, Fair Housing & Energy Efficiency
3.75 hours of CE
- ☐ **JAN. 29, 2020** – COMMERCIAL 101
3.75 hours of CE
- ☐ **JAN. 29, 2020** – CODE OF ETHICS 2020
3.75 hours of CE
- ☐ **FEB. 12, 2020** – REQUIRED MODULE: Agency, Fair Housing & Energy Efficiency
3.75 hours of CE
- ☐ **FEB. 12, 2020** – HI TECH IN A HI TOUCH WORLD
3.75 hours of CE
- ☐ **MAY 14, 2020** – REQUIRED MODULE: Agency, Fair Housing & Energy Efficiency
3.75 hours of CE

Much More to Come!

2019-2020

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: admin@rasminfo.com

Fax to: (507) 345-5225

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