



500 N. Main St (Rt 9 North)
Lanoka Harbor, NJ 08734
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CONTINUING EDUCATION 2017-2019 Cycle

We'll come to you for groups of 15+
You choose the classes
You choose the dates
You choose the times

*CE credits must be completed prior to
April 30, 2019 in order to avoid an
additional \$200.00 license renewal fee.*

Ethics 101:

C20160145

2 Ethics + 1 Core

Principals that govern behavior: putting the welfare of clients and the public above one's personal advantage, NAR Code of Ethics & Standards of Practice, tests of ethical actions, fiduciary relationships, advertising, anti-trust laws, case studies, professional behavior. **SATISFIES NAR BIENNIAL REQUIREMENTS FOR MANY REALTOR BOARDS**

Forms of Ownership:

C20160142

3 Credit Core

Review various forms of ownership, types of deeds and title, methods of transfer, constructive and actual notice; define real property, bundle of rights; limitations on land use, REITs, corporations, LLC, Real Estate Full Disclosure Act, Trusts, leasehold estates, land description

Antitrust Is No Game:

C20160989

3 Credit Core

The Sherman Antitrust Act and how it applies to real estate transactions, Identify potential antitrust situations, words and phrases to avoid, create conforming office policies, Identifying Trusts and monopolies, reporting violations, legal counsel

Major Marketing Mistakes

C20161655

3 Credit Core

Good ideas don't always comply with the law, advertising rules from social media to print including business cards, yard signs, etc; common mistakes, "give aways" and gifts, pocket card/license, puffing, TRID disclosure, rebates, warranties, unlicensed assistants, agents held to a higher standard, REC record inspection

Agency 101:

C20160144

3 Credit Core

Understanding agency relationships in real estate transactions, types of agency, client vs customer, common pitfalls, liability & damages, CIS vs. Buyer/Seller disclosure, role of DOBI, working with FSBO, and as Dual Disclosed Agent, sub agency, property management, antitrust laws

Real Estate Documentation 101: C20160611

3 Credit Core

Written docs required by the NJREC for Brokers, managers and agency, the broker-salesperson contract, Fair Housing poster, CIS, Lead Based paint disclosure, property disclosure, informed consent, the listing contract, the sales contract, and leases

Leases & Rentals 101:

C20160143

3 Credit Core

Residential & Commercial, types of tenancy, basic requirements, property managers, CO's, obligations of the parties, reversionary interest, eviction, security deposits, NJLAD and Federal Fair housing, health and safety, Lead paint disclosure, Truth in Renting, lease with options, property managers

Escrow and Record Keeping:

C20160212

3 Credit Core

Responsibilities of the agent and broker/manager, NJ Real Estate Commission's requirements for record keeping, which documents must be kept, for how long, how to safely destroy them. Fiduciary responsibility, general vs trust accounts, commingling, escrows and refunds, inspections by the NJ REC,

NJREC Agency Refresher:

C20169353

3 Credit Core

How agency is created, False perceptions, Fiduciary relationship, the Consumer Information Statement (CIS), the CIS vs Buyer Agency Agreement and Informed Consent; Sub Agency, Disclosed Dual Agency, Referral Agents, types of agency, working with the For Sale By Owner and Disclosed Dual Agency, obligations of the agent, property managers and Antitrust

NJREC Fair Housing

C20169354

3 Credit Core

The NJLAD (New Jersey Law Against Discrimination) vs Federal Fair Housing, prohibited practices in sales and rentals, HUD advertising guidelines, canvassing for listings, redlining, blockbusting and steering, equal professional services, responses to possible discrimination, Mt Laurel decision, affordable housing,

Fair Housing 101:**C20160141 3 Credit Core**

Historical background; Comparing NJ LAD (New Jersey Law Against Discrimination) and Federal Fair Housing, truth in renting/sale posters, the American dream of home ownership, pitfalls & violations, how and when to submit complaints, common mistakes, handling difficult clients/customers.

NJREC: Listings and Contracts**C20169355 3 Credit Core**

Essentials of a valid contract, the listing agreement as a contract, types of listing agreements, NJ LAD, property disclosure, forms of contracts, written vs. oral agreements, statute of Frauds, lead based paint addendum, estimate of seller proceeds, review the NJAR sales agreement, estimating value, buyer and seller agency agreements, buyer rebates

Unlicensed Assistants: Helpers or Hazard?**C20201404 3 Credit Core**

Unlicensed assistants and agent teams can become the source of unintentional violations. Learn about potential problems that can occur when using unlicensed assistants and working with teams. This course also discusses activities that require licensing, rebates, gifts, and the allowable activities and limitations of Referral Agents.

Show Me 'da Money:**C20161044 3 Credit ELECTIVE**

Financing real estate transactions, the Primary and Secondary money markets, FNMA, FHLMC and GNMA, Compare VA, FHA and conventional loans, mortgage fraud, predatory lending, deficiency judgment, Various types of loans, the new TRID. Discrimination in lending

Business Brokerage Basics:**C20161128 3 Credit ELECTIVE**

Introduction to business brokerage; Calculating ROI (Return On Investment) Listing and marketing business and commercial real estate, financing, pricing the business, financials, legal issues, Bulk Sales Act and UCC. Tax Deferred Exchanges.

NEW**NEW****NEW****Solving the Money Maze****C20201185 3 Credit Core**

Designed specifically for real estate Professionals. Get control of your finances, plan for retirement, take all your allowed tax deductions. Manage your money with confidence and success. Taught by Jennifer Karaczun, a popular guest speaker and published author who has over 26 years experience in the field of financial planning.

SIX CREDIT/SIX HOUR CLASSESS**NJREC Statutes and Rules:****C20169356 6 Credit Core****THIS IS A SIX HOUR CLASS**

New Jersey License Law and the Real Estate Commission Includes licensees' responsibilities and fiduciary relationships with clients and customers, Licensed Business Relationship Agreement (required), licensing requirements, trust accounts, Guaranty Fund, Antitrust compliance, rules concerning real estate

Management Principles & Practices**C20201731 6 Credit Core****THIS IS A SIX HOUR CLASS**

If you're thinking of becoming an Office Manager or are planning to open your own agency, learn what it takes to maintain and supervise a real estate office and how to avoid the common pitfalls that occur through misunderstanding.