

2011 Continuing Education Classes

JANUARY

Tuesday, January 11, 2011

5:30 pm - 8:30 pm

Let's Talk Agency

CE.5137000-RE for 3 Agency Credit Hours

Introduce the concept, definition and application of Agency in Nevada; what is and is not an agent's responsibility; Agency and Fraud; meeting the "Feasance" Bothers; how to terminate agency.

\$20.00 members

\$30.00 non-members

Thursday, January 13, 2011

9:00 am - 12:00 pm

Writing & Presenting the Purchase Agreement

CE.3476000-RE for 3 Contract Credit Hours

This course starts with Standards - Legal (N.R.S.) & Ethical. Then, using two Case Studies, moves into skills - the 'How To' of Writing and Presenting a Purchase Agreement. You'll have FUN learning to use a 'Step by Step' approach that will help you get more offers accepted - in less time!

\$20.00 members

\$30.00 non-members

Friday, January 14, 2011

9:00 am - 4:00 pm

What Every Licensee Should Know 2011

CE.5141001-RE for 3 Legislative Law & 3 Ethic Credit Hours

At the end of this course, licensee will be able to:

- Implement the 2009 legislation and regulations that impact the practice of real estate and real estate transactions in order to properly represent and guide clients, and provide current information to clients and the public.
- Identify the types of conduct that could result in violations of the law as a result of the discussions of disciplinary cases and thereby cultivate better, more ethical practices in dealings with clients and the public

\$25.00 to all attendees

Thursday, January 20, 2011

1:00 pm - 5:00 pm

Advertising Laws for Today's Market

CE.5049000-RE for 4 General Credit Hours

In this course you will be provided basic risk reduction tools and the laws and rules regulating your advertising decisions and help you develop the critical analytic skills to apply those laws. As a result of this class, you should be able to: discern what business activities constitute advertising; identify the types of advertising activities that have legal consequences; and apply appropriate laws to those.

\$55.00 RRG members

\$70.00 non RRG members

\$90.00 non-members

Monday, January 24, 2011 - 24 CE

9:00 am - 12:00 pm

HABA, Short Sale & Equator

CE.5184000-RE for 3 General Credit Hours

\$20.00 members

\$30.00 non-members

Monday, January 24, 2011 - 24 CE

1:00 pm - 4:00 pm

Real Estate Agents & The Financial Markets

CE.3943000-RE for 3 General Credit Hours

This class discusses what did happen; financial markets and the financial crisis are explained. Subjects such as housing market sub-prime crisis, causes of the turndown, asset mismatch and others are included.

\$20.00 members

\$30.00 non-members

Monday, January 24, 2011 - 24 CE

5:30 pm - 8:30 pm

Has the Jury Reached a Verdict?

CE.3942000-RE for 3 Ethic Credit Hours

As a result of the training, participants will be able to:

- 1) Differentiate between, rumors, gossip, opinion. puffing and fact.
- 2) Demonstrate, in lay terms, the meaning of 'reasonable' skill and care required on the part of a licensee.
- 3) Participants will each, through the use of 3 'case studies' act once each as:
Prosecution, Defense, and, Respondent
- 4) Legal concepts such as 'weight of the evidence', 'implied agency', and 'precedent' will be explored and discussed.

\$20.00 members

\$30.00 non-members

Tuesday, January 25, 2011 - 24 CE

9:00 am - 12:00 pm

Helping Clients/Customers Facing Financial Difficulties

CE.3929000-RE for 3 General Credit Hours

This is a class ideal for these times and for well into the future. Real estate licensees have many customers/ clients who contact them and express their financial difficulties. This class is structured so licensees can be of assistance. The known approaches are first listed: short sale, bankruptcy, wrap around mortgages, and foreclosure. Each of these can be explained, without giving advice, to the client. Next, two mortgage/housing bills are provided. The agent can provide this valuable information to the client/customer. The third section comes directly from HUD. It provides considerable information on the numbers of programs HUD has for homeowners facing financial difficulties. The fourth section explains credit scored valuable information on how FICO scores works is included.

\$20.00 members

\$30.00 non-members

Tuesday, January 25, 2011 - 24 CE

1:00 pm - 4:00 pm

Perfecting Agency Services & Skills

CE.3734000-RE for 3 Agency Credit Hours

This class contains all of the agency essentials; what is it, history, laws and duties. It then combines agency with perfecting services and skills as they relate to agency.

\$20.00 members

\$30.00 non-members

Tuesday, January 25, 2011 - 24 CE

5:30 pm - 8:30 pm

The Listing Contract

CE.3602000-RE for 3 Contract Credit Hours

Review of a basic listing process, contract preparations, and commonly used disclosures

\$20.00 members

\$30.00 non-members

Wednesday, January 26, 2011 - 24 CE

9:00 am - 12:00 pm

203K Financing Simplified

CE.5175000-RE for 3 General Credit Hours

This course will help you understand the FHA loan programs, purchase and financing certain repairs & upgrades, qualifying as any FHA loan, how to work with a HUD consultant.

\$20.00 members

\$30.00 non-members

Wednesday, January 26, 2011 - 24 CE

1:00 pm - 4:00 pm

Real Estate Update

CE.4064000-RE for 3 Legislative Law

Clearly define the process a bill goes through to become law from draft to signing. Explain how long a person being foreclosed upon has to cure the default under new Nevada Law. Identify when the tenant of a residential property must be notified if the property is in the process of being foreclosed upon. Define the amount of time that a tenant has to leave a property which is in the foreclosure process and/or what their other options may be. List the three items which must now be included in the notice of default to an owner occupant. Name the four items required for the State of Nevada to not issue a deficiency judgment on the foreclosure of a single family home.

List several changes in regard to the NRS116 laws which govern Common Interest Communities in Nevada; name the number of months that a super priority lien for monthly fees in a CIC has merit once a bank or other lending institution forecloses on the property; and describe when a county health department could address a nuisance and lien a property for the cost to remedy such nuisance. Explain the new license length of renewal effective July 1, 2011.

\$20.00 members

\$30.00 non-members

Thursday, January 27, 2011

9:00 am - 12:00 pm

The Business of Property Management

CE.3577000-RE for 3 Property Management Credit Hours

What is Property Management and Duties and Responsibilities-Property Manager.

History and Growth of Property Management. Different Types of Property Management.

Economics of property management and property management leasing.

Property Management leasing and fair housing. Property management forms and NRS and NAC sections.

\$25.00 members

\$35.00 non-members

Thursday, January 27, 2011

1:00 pm - 4:00 pm

New Broker Office: Workshop Starting Rules, Operation, Compliance

CE.3835000-RE for 3 Broker Management Credit Hours

This is a workshop class. The class is divided into 4 factual situations. The class sets up groups and has each group discuss, analyze and resolve each of the situations. Each workshop is designed to cause critical thinking, debate and resolution. Different positions are presented through the characters of Vincent and Carmen thereby causing different alternatives and approaches to be considered.

\$25.00 members

\$35.00 non-members

Friday, January 28, 2011

1:00 pm - 4:00 pm

NV Licensed RE Agency & Case Studies 2010 

CE.5143000-RE for 3 Agency Credit Hours

This course divides into three areas: (1) Background of agency and its sub categories; (2) Nevada Revised Statutes, Code of Ethics; (3) 10 actual cases with their outcome.

\$55.00 RRG members

\$70.00 non RRG members

\$90.00 non-members

Monday, January 31, 2011

9:00 am - 12:00 pm

Procuring Cause "Show Me the Money"

CE.3640000-RE for 3 Ethic Credit Hours

Who gets the commission? What actually happens when two agents both think 'That is MY buyer - and MY commission'? This course looks at issues involved in Arbitrations and Commission Disputes between Brokers. Using case studies, and, a Moot Court hearing, participants will examine what gets looked at and how much weight is placed on each 'piece of the puzzle'.

\$20.00 members

\$30.00 non-members

FEBRUARY

Thursday, February 3, 2011

1:00 pm - 4:00 pm

NV Licensed RE Ethics & Case Studies 2010

CE.5144000-RE for 3 Ethic Credit Hours

This course divides into three areas: (1) Understanding of Ethics; (2) Nevada Revised Statutes, Code of Ethics; (3)

Random cases with their outcome.

\$55.00 RRG members

\$70.00 non RRG members

\$90.00 non-members

Friday, February 4, 2011

1:00 pm - 5:00 pm

The Attorney General is On the Line

CE.3976000-RE for 4 Ethic Credit Hours

If you were ARRESTED and charged with a real estate crime - would a "Jury of Your Peers" send you up the river?

\$20.00 members

\$30.00 non-members

Monday, February 7, 2011

9:00 am - 12:00 pm

Expect Ethics

CE.3503000-RE for 3 Ethic Credit Hours

Review the Realtor Code of Ethics. Identify what the Mortgage Trends have been through the ages, understand the cycles. Discuss current fraudulent activity discovered by FBI Identify hidden fraud schemes. Understand the Mortgage Industry's Laws and regulations that dictate what is fraudulent.

Identify simple program changes that make tiny white lies unnecessary to get a buyer approved. Why increase the investigations recent case law. Penalties, fines and imprisonment examples from the industry; Protect your license, your clients & your reputation; and an Update on current Legislation.

\$20.00 members

\$30.00 non-members

Tuesday, February 8, 2011

1:00 pm - 4:00 pm

Understanding Short Sales: A Guide to Selling Short Sale Homes

CE.5178000-RE for 3 Contract Credit Hours

This course will educate and familiarize students with contractual issues on a short sale transaction, consequences to discuss with the seller, government programs available to help the homeowner, submitting the short sale package to the loss mitigation department, overcoming issues, obtaining short sale approval and a release of deficiency, mortgage fraud and prospecting for short sale listings.

\$20.00 members

\$30.00 non-members

Tuesday, February 8, 2011

5:30 pm - 8:30 pm

Discussing Fair Housing

CE.3987000-RE for 3 Ethic Credit Hours

Review the direction, purpose, and application of Fair Housing practices in conjunction with the appropriate State and Federal laws regarding protected classes.

\$20.00 members

\$30.00 non-members

Wednesday, February 9, 2011

1:00 pm - 5:00 pm

That's Not What I Agreed To

CE.4048000-RE for 4 Contract Credit Hours

\$20.00 members

\$30.00 non-members

Thursday, February 10, 2011

1:00 pm - 4:00 pm

New Brokerage Office: Starting Your Own Brokerage Office

CE.3806001-RE for 3 Broker Management Credit Hours

This class is designed to be part 1 in a series of 4 new brokerage office classes.

- Part 1 Starting the Business
- Part 2 Rules and Regulations
- Part 3 Managing and Operating the Office
- Part 4 A Case Study Applying the Information in Parts 1, 2 and 3

This is a comprehensive and structured class on starting you own business / brokerage office. It starts by defining success and failure, giving reasons why people start businesses, why they do not and, most importantly, why people fail and why people succeed in business.

The next section goes directly into starting a real estate brokerage office. Tips on how to and steps on how to are included. The course then identifies and explains specific areas of how to run a brokerage business. Next, the subjects of business plan, marketing plan, office manual, policy manual, independent contractor and so not call are listed and explained.

\$25.00 members

\$35.00 non-members

Friday, February 11, 2011

1:00 pm - 4:00 pm

Post Tenancy Issues: Tenant Gone, Problems Remain

CE.5156000-RE for 3 Property Management Credit Hours

This course addresses issues arising once the tenant has vacated the rental unit. It includes determining whether the property is "abandoned", handling personal property left on premises, security deposits and taking the former tenant to small claims court.

\$25.00 members

\$35.00 non-members

Monday, February 14, 2011 - 24CE

9:00 am - 12:00 pm

The Essentials of Our Profession

CE.3526000-RE for 3 General Credit Hours

Understanding key definitions of who we are and what we do; understanding the specific areas of, Antitrust, Civil Rights and Fair Housing; understanding property management requirements. Review the Nevada mandated forms. Have a better understanding of the Real Estate Division. Learn the Key NAC sections and the key NRS sections along with an understanding of ethics and the Code of Ethics.

\$20.00 members

\$30.00 non-members

Monday, February 14, 2011 - 24CE

1:00 pm - 4:00 pm

The Life of a Conventional Loan

CE.3345000-RE for 3 General Credit Hours

Since over 90% of loans are Conventional FNMA, what is this course will cover their regulations. At the close of this course you will be certain of these flight patterns: understand the buyer prequalification and loan application process; understand how a lender chooses a loan program to suit your buyer's needs; become familiar with the actual process of the life of a loan; learn the glossary of mortgage related terminology, and much more!

\$20.00 members

\$30.00 non-members

Monday, February 14, 2011 - 24CE

5:30 pm - 8:30 pm

Elements of A Contract

CE.3524000-RE for 3 Contract Credit Hours

Recognize the problem areas of contract writing. Understanding their role in the drafting of a sound contract on behalf of their client. Formulate a strategy for communicating the elements of the contract to their client. Create a system to evaluate incoming contracts to ensure they are written properly.

\$20.00 members

\$30.00 non-members

Tuesday, February 15, 2011 - 24CE

9:00 am - 12:00 pm

FHA Made Easy

CE.3665000-RE for 3 General Credit Hours

Simplify your FHA transactions and learn the Do's and Don'ts when writing an FHA Offer or financing an FHA loan.

Attendants will learn how to understand the FHA process and calculations for your FHA loans.

Please bring a simple calculator

\$25.00 members

\$35.00 non-members

Tuesday, February 15, 2011 - 24CE

1:00 pm - 4:00 pm

Escrow and the Real Estate Agent

CE.3682000-RE for 3 General Credit Hours

Real estate agents work with escrows on a daily basis. This course provides a detailed review of the escrow process and costs. It first defines escrow, lists the escrow steps, buyer and seller steps, and the flow of events. It then has a full section of title insurance information. Last, the course explains escrow and HUD-1 costs.

\$20.00 members

\$30.00 non-members

Tuesday, February 15, 2011 - 24CE

5:30 pm - 8:30 pm

Agency Terms, Laws, Forms

CE.3733000-RE for 3 Agency Credit Hours

This course will help you understand Agency definitions and terms, understand the history of Agency and Agency Laws, understand current NRS Agency Laws, understand Duties Owed, and understand forms associated with Agency and the meaning of key words in those forms

\$20.00 members

\$30.00 non-members

Wednesday, February 16, 2011 - 24CE

9:00 am - 4:00 pm

What Every Licensee Should Know 2011

CE.5141001-RE for 3 Legislative Law & 3 Ethic Credit Hours

This course will target qualified professionals in specialized areas; to promote, educate licensees on the most critical current information as identified by the Division, Commission and to provide a direct service to real estate licensees.

\$25.00 to all attendee

Wednesday, February 16, 2011

1:00 pm - 4:00 pm

Managing Ethical Risk 

CE.3729000-RE for 3 Ethic Credit Hours

Have an understanding of the Golden Rules of Ethics and pillar of character. To better understand risks, risk management, risk management plan and how Ethics and risk manage to fit together. What obstacles there are to Ethical decisions and why ethics are violated? How to prevent ethical violations and what the Code of Ethics is and how to understand the Code. To cover the NRS statues and NAC regulations associated.

\$55.00 RRG members

\$70.00 non RRG members

\$90.00 non-members

Tuesday, February 22, 2011

5:30 pm - 8:30 pm

2009 Legislative Impact

CE.4081000-RE for 3 Legislative Law Credit Hours

This course will help understand the Real Estate Division requirements, know the laws, codes & changes and the NRS statutes and NAC differences.

\$20.00 members

\$30.00 non-members

Friday, February 25, 2011

9:00 am - 12:00 pm

Real Estate Exchange-1031 Basic

CE.3018001-RE for 3 General Credit Hours

Basic Law, Structure & History; Benefits & Liabilities; Myth Busters & Documents.

Learn the ins and outs, dos and don'ts of this incredible tax tool! Presented by Kandas Myer, Realtor, National Instructor and Certified Exchange Specialist by the National Federation of Exchange Accommodators.

\$25.00 members

\$35.00 non-members

Friday, February 25, 2011

1:00 pm - 4:00 pm

SBA Financing for Commercial Business Opportunity Sales

CE.3829000-RE for 3 General Credit Hours

Identify the difference between conventional commercial lending and SBA lending. Understand the SBA loan programs and guidelines. Review and clarify the appropriate uses of 7a and 504 loans for commercial and business opportunity transactions.

\$20.00 members

\$30.00 non-members

Monday, February 28, 2011

9:00 am - 12:00 pm

HAFAs, Short Sale & Equator

CE.5184000-RE for 3 General Credit Hours

\$20.00 members

\$30.00 non-members

MARCH

Thursday, March 3, 2011

1:00 pm - 5:00 pm

That's Not What I Agreed To

CE.4048000 for 4 Contract Credit Hours

\$20.00 members

\$30.00 non-members

Monday, March 7, 2011

9:00 am - 12:00 pm

Disclosure Requirements for Sellers

CE.3200000-RE for 3 Ethic Credit Hours

This is a Risk Reduction Graduate (RRG) approved elective. This course goes beyond the basics of disclosure and provides an in-depth look at the statutory disclosure requirements for listing agents, sellers and buyers. In addition, the course explores potential disclosure situations that are not clearly expressed in statute, but have arisen through court cases. Finally, the course provides an opportunity for discussion of the many "gray" areas of disclosure that REALTORS® find themselves in unnecessarily.

\$55.00 RRG members

\$70.00 non RRG members

\$90.00 non-members

Tuesday, March 8, 2011

5:30 pm - 8:30 pm

Understanding the Escrow Process & Prelims

CE.2933000-RE for 3 General Credit Hours

This course will assist you with understanding Real Estate Division Forms, property profile reports, escrow and a checklist to be sure you are prepared.

\$20.00 members

\$30.00 non-members

Wednesday, March 9, 2011

9:00 am - 4:00 pm

What Every Licensee Should Know 2011

CE.5141001-RE for 3 Legislative Law & 3 Ethic Credit Hours

This course will target qualified professionals in specialized areas; to promote, educate licensees on the most critical current information as identified by the Division, Commission and to provide a direct service to real estate licensees.

\$25.00 to all attendees

Thursday, March 10, 2011

1:00 pm - 4:00 pm

Agency Simplified

CE.3949000 for 3 Agency Credit Hours

In this course the student will learn: Definitions; Creation of Agency; Termination of Agency; The Common Law of Agency; The Edina Case; Nevada's Elimination of Common Law Duties; Types of Agencies; No Transactional Agencies; Assigned Agency; Source of Disclosure Requirement; Basic Disclosure Structure; Purpose - Duties Owed Form; Timing - Duties Owed Form; Consent to Act; Non-Disclosed Agency; Nevada Real Estate Division - Position Statement, Duties Owed; A Detailed Look at the Duties Owed; Frequently Asked Questions and Answers - Duties Owed Form; Consent to Act Form; Duties Owed Form; Key NRS Sections

\$25.00 members

\$35.00 non-members

Monday, March 14, 2011 - 24CE

9:00 am - 12:00 pm

Foreclosure: The Process-The Markets-The Law

CE.3522000-RE for 3 General Credit Hours

This course defines, provides information on purchasing foreclosure properties, gives information on stopping foreclosures and then provides NRS sections applicable to foreclosure. The goal of this course is to have the student be able to walk out at the conclusion of the course and be able to say, "Now I understand foreclosures," and be able to provide better services to clients who are having issues or are seeking to purchase foreclosure properties.

\$20.00 members

\$30.00 non-members

Monday, March 14, 2011 - 24CE

1:00 pm - 4:00 pm

Short Sale & Foreclosure

CE.3726000-RE for 3 General Credit Hours

- Understand the definition and history of short sales; Understand the pros / cons of short sales;
- Understand how to work with sellers considering a short sale; Understand how to do a short sale
- Understand how to work with buyers considering purchasing short sale properties
- Understand the definitions and history of foreclosures; Understand current foreclosure statistics
- Understand how to work with sellers approaching or in a foreclosure situation
- Understand how to work with buyers considering purchasing foreclosure properties
- Understand the NRS Statutes associated with foreclosures

\$20.00 members

\$30.00 non-members

Monday, March 14, 2011 - 24CE

5:30 pm - 8:30 pm

A Study of Agency

CE.3523000-RE for 3 Agency Credit Hours

Understanding the history of agency. Understanding the overall concept of agency. Relate and understand fiduciary duty and fidelity duty. Learn other states agency laws. Specifically identify duties and learn applicable NRS sections.

\$20.00 members

\$30.00 non-members

Tuesday, March 15, 2011 - 24CE

9:00 am - 12:00 pm

Real Estate - The Next 20 Years

CE.3680000-RE for 3 General Credit Hours

- Understand the past and future of real estate; Understand the projected future Nevada growth
- Understand possible future business models; Understand how services may be performed in future years
- Understand projected real estate services future trends

\$20.00 members

\$30.00 non-members

Tuesday, March 15, 2011 - 24CE

1:00 pm - 4:00 pm

How to Write a Proper HUD Contract

CE.5176000-RE for 3 Contract Credit Hours

Learn how to properly write a HUD contract under the new HUD rules and regulations that came into effect in November 2010.

\$20.00 members

\$30.00 non-members

Tuesday, March 15, 2011 - 24CE

5:30 pm - 8:30 pm

2009 Legislative Update

CE.4065000 for 3 Legislative Law Credit Hours

Clearly define the process a bill goes through to become law from draft to signing. Identify the tenant's rights if the property is in the process of being foreclosed upon. List the items required in Nevada wherein the court will not award a deficiency judgment on the foreclosure of a single family home. Define the amount of notice time which must be provided to a tenant on a property which is in the foreclosure process. List the three items which must now be included in the notice of default to an owner occupant. List several changes in regard to the NRS116 laws which govern Common Interest Communities in Nevada. Name the number of months that a super priority lien for monthly fees in a CIC has merit once a bank or other lending institution forecloses on the property. Describe when a county health department is allowed order work be completed on a clean-up or repair and lien a property for the cost. Explain the new license length of renewal effective July 1, 2011.

\$20.00 members

\$30.00 non-members

Wednesday, March 16, 2011 - 24CE

9:00 am - 12:00 pm

Better Client Service & the Highest Ethical Conduct: Improving Our Reputation & Public Image

CE.3941000-RE for 3 Personal Development Credit Hours

Reputation is first discussed. Reputation based decisions is included in this section. Most important, of course, are the materials on how to improve one's reputation.

Image is the next section. Harris Poll information is contained. The goal is to have licensees understand these poll numbers and commit individually and as a group to improve our professional standing. Along with image is customer service. As with reputation, material is included on how to improve customer service.

The last section contains NRS sections, Duties Owed and the Code of Ethics. Information is contained on what is ethics and ethical tests that each licensee can apply to all situations.

\$20.00 members

\$30.00 non-members

Wednesday, March 16, 2011 - 24CE

1:00 pm - 4:00 pm

Real Estate Agent & Mortgage Fraud

CE.3686000-RE for 3 Ethic Credit Hours

After completing this course, the student will be able to; Know what mortgage fraud is. What types of mortgage fraud are out there; know the mortgage fraud schemes. Show how real estate licensees get involved; Real Estate licensee cases - mortgage fraud; penalties for mortgage fraud and ways to not become involved in mortgage fraud.

\$20.00 members

\$30.00 non-members

Thursday, March 17, 2011

9:00 am - 12:00 pm

Evictions 101: A Primer on the Eviction Process

CE3798002-RE for 3 Property Management Credit Hours

Understand the eviction process and general terminology. Understand the various reasons for evictions and be able to advise your clients accordingly. Be able to prepare and file an eviction in the appropriate jurisdiction.

\$20.00 members

\$30.00 non-members

Thursday, March 17, 2011

1:00 am - 4:00 pm

Broker Management in a Nutshell

CE.3621000 for 3 Broker Management Credit Hours

Designed in three sections: Compliance (with regulatory agencies), Systems (within the structure of the real estate office), and Training (broker responsibilities).

\$20.00 members

\$30.00 non-members

Friday, March 18, 2011

1:00 pm - 5:00 pm

Fundamentals of Commercial Real Estate

CE.2708000 for 4 General Credit Hours

Net Operating Income and Annual Property Data Worksheets

\$20.00 members

\$30.00 non-members

Monday, March 21, 2011

9:00 am - 12:00 pm

Business Broker: Terms, Laws, Regulations, Techniques & Risks

CE.3869000 for 3 Business Broker Credit Hours

The first part defines a business broker, list business broker associations, provides business sale strategies, gives a glossary of terms and then provides the associated Real Estate Division, NRS and NAC provisions associated with business broker.

The second part defined as techniques discusses asset vs. stock sale, franchise sales, capital gains, 1031s, valuing a business, recasting a financial statement and more.

The last section is risk management which, naturally, is important to business brokers. Included are: what is risk management, identifying and monitoring risks, creating a risk management plan and risk assessment.

\$20.00 members

\$30.00 non-members

Wednesday, March 23, 2011

1:00 pm - 4:00 pm

Technology & Real Estate

CE.3598000 for 3 General Credit Hours

\$20.00 members

\$30.00 non-members

Monday, March 28, 2011

1:00 pm - 5:00 pm

Single Family Investment Strategies

CE.3792000 for 3 General Credit Hours

Question: If investors wanted your help, could you complete a cash flow statement (an APOD) for them? Can you speak the language? This course will teach you what to say and how to say it - the terminology for working with investors, either first timers or seasoned. You will learn how to "do the numbers" using a real "case study". Come prepared to work and have fun. "Bring a CALCULATOR and plenty of enthusiasm.

\$20.00 members

\$30.00 non-members

Tuesday, March 29, 2011

9:00 am - 12:00 pm

The Law & Regulations 

CE.3385000-RE for 3 Ethic Credit Hours

This is a Risk Reduction Graduate (RRG) approved elective. This class includes a detailed view of NRS laws and NAC regulations. You will learn how laws and regulations are created and what the penalties are for violating them. This course concludes with a section on risk management.

\$55.00 RRG members

\$70.00 non RRG members

\$90.00 non-members

Thursday, March 31, 2011

9:00 am - 4:00 pm

Conquering Contracts I - Understanding Basic Contract Law and Offer & Acceptance Forms. 

CE.3119000 for 6 Contract Credit Hours

The objective of the course is to help licensees understand the pre-contract challenges to avoid potential litigation, and to protect the licensee's commission by utilization of local and GLVAR(r) forms.

\$100.00 members or non-members

APRIL

Monday, April 4, 2011

1:00 pm - 4:00 pm

HABA, Short Sale & Equator

CE.5184000 for 3 General Credit Hours

\$20.00 members

\$30.00 non-members

Thursday, April 7, 2011

9:00 am - 4:00 pm

What Every Licensee Should Know 2011

CE.5141001-RE for 3 Legislative Law & 3 Ethic Credit Hours

This course will target qualified professionals in specialized areas; to promote, educate licensees on the most critical current information as identified by the Division, Commission and to provide a direct service to real estate licensees.

\$25.00 to all attendees

Friday, April 8, 2011

1:00 pm - 5:00 pm

The Attorney General is On the Line

CE.3976000-RE for 4 Ethic Credit Hours

If you were ARRESTED and charged with a real estate crime - would a "Jury of Your Peers" send you up the river?

\$20.00 members

\$30.00 non-members

Monday, April 11, 2011 - 24CE

9:00 am - 12:00 pm

HUD Closing Process & Special Financing Techniques

CE.5177000-RE for 3 General Credit Hours

Learn about the new rules and procedures involved in the HUD closing and escrow process that came into effect in November 2010. Also learn about the FHA financing and other financing commonly used on HUD Home transactions.

\$20.00 members

\$30.00 non-members

Monday, April 11, 2011 - 24CE

1:00 pm - 4:00 pm

Raising the Bar, Customer/Client Service & Professionalism

CE.3560000-RE for 3 Personal Development Credit Hours

Understanding customer demands and the changes in customer service. Understanding Real Estate customer service and its challenges. Explore elements of raising the bar from character to knowledge to conduct to professionalism and the requirements of each of these areas. Discuss and analyze NRS and NAC provisions that relate directly to services and duties of a licensee. Discuss business ethics and ways to improve real estate business ethics.

\$20.00 members

\$30.00 non-members

Monday, April 11, 2011 - 24CE

5:30 pm - 8:30 pm

Agency for Real Estate Licensees in Nevada

CE.3527000 for 3 Agency Credit Hours

Explain the types of agency relationships allowed in Nevada. Distinguish the difference between single agency, Dual Agency and Assigned Agency. Identify the parties and the duties to each. Identify the parties and the duties to each. Recognize the effects of dual and assigned agency. Choose good business practices in representing clients.

Demonstrate and explain the Consent to Act and Duties Owed forms. Recognize agency conflicts. Identify clients to avoid. Recognize penalties for breach of duties

\$20.00 members

\$30.00 non-members

Tuesday, April 12, 2011 - 24CE

9:00 am - 12:00 pm

Real Estate Agents & Financial Markets

CE.3943000-RE for 3 Ethic Credit Hours

This class discusses what did happen; financial markets and the financial crisis are explained. Subjects such as housing market sub-prime crisis, causes of the turndown, asset mismatch and others are included.

\$20.00 members

\$30.00 non-members

Tuesday, April 12, 2011 - 24CE

1:00 pm - 4:00 pm

The Exercise of Due Diligence

CE.3712000-RE for 3 Ethic Credit Hours

Understand where these words appear in NRS statutes and NAC Regulations. Understand the definition and how to practice due diligence. Understand how to practice and satisfy the standard of reasonable cares. Understand the definition and standards of fidelity. Understand NRS Status and NAC regulations associated with due diligence, reasonable care and fidelity.

\$20.00 members

\$30.00 non-members

Tuesday, April 12, 2011 - 24CE

5:30 pm - 8:30 pm

Writing the Purchase Agreement

CE.4082000-RE for 3 Contact Credit Hours

Review of Contract Law; discuss preparation of the purchase agreement contract and briefly review some of the most commonly used disclosures.

\$20.00 members

\$30.00 non-members

Wednesday, April 13, 2011 - 24CE

1:00 pm - 4:00 pm

203 K Financing Simplified

CE.5175000 for 3 General Credit Hours

\$20.00 members

\$30.00 non-members

Wednesday, April 13, 2011 - 24CE

5:30 pm - 8:30 pm

Real Estate Update

CE.4064000-RE for 3 Legislative Law

Clearly define the process a bill goes through to become law from draft to signing. Explain how long a person being foreclosed upon has to cure the default under new Nevada Law. Identify when the tenant of a residential property must be notified if the property is in the process of being foreclosed upon. Define the amount of time that a tenant has to leave a property which is in the foreclosure process and/or what their other options may be. List the three items which must now be included in the notice of default to an owner occupant. Name the four items required for the State of Nevada to not issue a deficiency judgment on the foreclosure of a single family home.

List several changes in regard to the NRS116 laws which govern Common Interest Communities in Nevada. Name the number of months that a super priority lien for monthly fees in a CIC has merit once a bank or other lending institution forecloses on the property. Describe when a county health department could address a nuisance and lien a property for the cost to remedy such nuisance. Explain the new license length of renewal effective July 1, 2011.

\$20.00 members

\$30.00 non-members

Thursday, April 14, 2011

9:00 am - 12:00 pm

NBO: The Rules, Laws, Statutes & Regulations

CE.3807000 for 3 Broker Management Credit Hours

This class first gives a number of important definitions - agent, statutes, laws, regulations, ethics and fiduciary. Next, the class outlines those special areas - fair housing and anti-trust. It then discusses ethics and includes the Code of Ethics.

The 5 mandatory state disclosure forms are then included. Last, the class provides state, local, NAC, NRS provisions that should be known and followed by the new brokerage.

\$20.00 members

\$30.00 non-members

Thursday, April 14, 2011

1:00 pm - 4:00 pm

Rules & Regulations of Property Management

CE.3687000 for 3 General/Property Management

Many licensees are involved directly or indirectly with Property Management. This class first defines Property Management and outlines the duties and functions of a Property Manager. Next, the class identifies and discusses the numerous NAC and NRS rules associated with Property Management. The class has various exercises to apply the rules and regulations to actual situations.

\$20.00 members

\$30.00 non-members

Friday, April 15, 2011

9:00 am - 4:00 pm

Conquering Contracts II - Understanding Basic Contract Law and Listing and Buying Procedures

CE.3118000-RE for 6 Contract Credit Hours

The objective of the course is to help licensees understand the pre-contract challenges to avoid potential litigation, and to protect the licensee's commission by utilization of local and GLVAR(r) forms.

\$100.00 members or non-members

Friday, April 15, 2011

1:00 pm - 4:00 pm

Real Estate Exchange: 1031 Advanced

CE.2802000 for 3 General Credit Hours

Basic Law, Structure & History; Benefits & Liabilities; Myth Busters & Documents.

Learn the ins and outs, dos and don'ts of this incredible tax tool! Presented by Kandas Myer, Realtor, National Instructor and Certified Exchange Specialist by the National Federation of Exchange Accomodators.

\$20.00 members

\$30.00 non-members

Tuesday, April 19, 2011

5:30 pm - 8:30 pm

Understanding Net Sheets and the HUD

CE.3189000-RE for 3 General Credit Hours

Review Title Rate book, title discounts, closing costs, FHA & VA cost, preparation of Seller and Buyer Net sheets, review structure and how to read the HUD-1

\$20.00 members

\$30.00 non-members

Monday, April 25, 2011

9:00 am - 4:00 pm

Conquering Contracts III - Understanding Property Management and Landlord-Tenant Law 

CE.3120001-RE for 6 Contract/Property Management Credit Hours

The objective of the course is to help licensees understand the pre-contract challenges to avoid potential litigation, and to protect the licensee's commission by utilization of local and GLVAR(r) forms.

\$100.00 members or non-members

Monday, April 25, 2011

1:00 pm - 4:00 pm

Land - The Basics

CE.3412000 for 3 General Credit Hours

A basic understanding of land for those real estate agents who want to list or purchase land for clients.

A basic understanding of the knowledge necessary to list or sell land. A basic understanding of how to work with clients who are selling or purchasing land how to provide the proper services to these clients.

\$20.00 members

\$30.00 non-members

Tuesday, April 26, 2011

9:00 am - 12:00 pm

Short Sale & Foreclosure: The Contract Process

CE.5174000 for 3 Contract Credit Hours

\$20.00 members

\$30.00 non-members

Tuesday, April 26, 2011

1:00 pm - 4:00 pm

Laying the Groundwork for Safety

CE.5121000-RE for 3 General Credit Hours

Every year, real estate agents around the country are threatened, robbed, or physically or sexually assaulted while fulfilling ordinary, everyday requirements like showing a property or hosting an open house. Some even lose their lives. By learning from these unfortunate and sometimes tragic incidents, you can make simple adjustments to the way you do business-and avoid violent crimes. Our safety program provides knowledge, awareness and empowerment techniques.

- Understand the special risks real estate professionals face on and off the job.
- Learn the safest techniques for the office, including how visitors enter your building, working at night and what should be in your office safety plan.
- Discover the proper steps for setting up and closing up an open house.
- Discover the proper procedures to following during an open house.
- Understand the safest techniques and procedures for listing appointments.
- Gain perspective on remaining safe at home.
- Learn how to be more aware of surroundings and what might be suspicious.
- Be better prepared to protect yourself, other agents, and clients in highly vulnerable situations.
- Learn about the use of firearms, tasers and pepper spray including what they do and when they are and are not appropriate.
- Know what to do to escape an attack.
- Be able to build a plan of action for any situation that presents special risks.

\$20.00 members

\$30.00 non-members

Wednesday, April 27, 2011

9:00 am - 12:00 pm

That's Not ME! Protecting You & the Client from Identity Theft

CE.5118000-RE for 3 General Credit Hours

Identity theft, if you haven't been a victim, it's likely that you know someone, maybe a client, who has had their identity stolen. Identity Theft is growing at an alarming rate and thieves are finding new ways to get personal information each day. The best defense against Identity Theft is to be proactive and knowledgeable.

This program will assist you in reducing your chances and the chance of your clients becoming a victim of Identity Theft by addressing the ways you can protect personal information.

- Discover how identity theft can happen to you and your clients.
- Learn about the latest laws and regulations that govern how businesses protect their clients' personal information.
- Discover the different ways to keep information secure in an office, car or home office.
- Learn the common scams and cons and how to avoid them.
- Learn important information to share with your clients about keeping their information safe including types of fraud, open house risks and wallet/purse protection.
- Discover the steps to take should you or your client become a victim.

\$20.00 members

\$30.00 non-members

Wednesday, April 27, 2011

1:00 pm - 4:00 pm

SBA Financing for Commercial & Business Opportunity Sales

CE.3829000-RE for 3 General Credit Hours

Identify the difference between conventional commercial lending and SBA lending. Understand the SBA loan programs and guidelines. Review and clarify the appropriate uses of 7a and 504 loans for commercial and business opportunity transactions.

\$20.00 members

\$30.00 non-members

Thursday, April 28, 2011

9:00 am - 12:00 pm

Procuring Cause "Show Me the MONEY"

CE.3640000-RE for 3 Ethic Credit Hours

Who gets the commission? What actually happens when two agents both think 'That is MY buyer - and MY commission'? This course looks at issues involved in Arbitrations and Commission Disputes between Brokers. Using both case studies, and, a Moot Court hearing, participants will examine what gets looked at and how much weight is placed on each 'piece of the puzzle'

\$20.00 members

\$30.00 non-members

MAY

Thursday, May 5, 2011

1:00 pm - 5:00 pm

That's Not What I Agreed To

CE.4048000 for 4 Contract Credit Hours

\$20.00 members

\$30.00 non-members

Tuesday, May 10, 2011

1:00 pm - 4:00 pm

Intervention by the Courts

CE.5117000-RE for 3 General Credit Hours

This is a Risk Reduction Graduate (RRG) elective.

Students should be able to obtain a basic understanding of specific performance actions, what to do in the event that a Notice of Lis pendens is recorded against property and how to protect both their clients and their own interests should a party to a real estate transaction file for bankruptcy. Member pricing is for members of RRG. GLVAR members that are not RRG members will be subject to the non-member price for this course. To learn more about the benefits of RRG membership, please contact the RRG Coordinator at 784-5004

\$55.00 RRG members

\$70.00 non RRG members

\$90.00 non-members

Tuesday, May 10, 2011

5:30 pm - 8:30 pm

Let's Talk Agency

CE.5137000-RE for 3 Agency Credit Hours

Introduce the concept, definition and application of Agency in Nevada; what is and is not an agent's responsibility; Agency and Fraud; meeting the "Feasance" Bothers; how to terminate agency.

\$20.00 members

\$30.00 non-members

Thursday, May 12, 2011

9:00 am - 4:00 pm

What Every Licensee Should Know 2011

CE.5141001-RE for 3 Legislative Law & 3 Ethic Credit Hours

This course will target qualified professionals in specialized areas; to promote, educate licensees on the most critical current information as identified by the Division, Commission and to provide a direct service to real estate licensees.

\$25.00 to all attendees

Friday, May 13, 2011

1:00 pm - 4:00 pm

FHA Made Easy

CE.3665000-RE for 3 General Credit Hours

Simplify your FHA transactions and learn the Do's and Don'ts when writing an FHA Offer or financing an FHA loan.

Attendants will learn how to understand the FHA process and calculations for your FHA loans.

Please bring a simple calculator

\$20.00 members

\$30.00 non-members

Monday, May 16, 2011 - 24CE

9:00 am - 12:00 pm

The Essentials of Our Profession

CE.3526000 for 3 General Credit Hours

Understanding key definitions of who we are and what we do; understanding the specific areas of, Antitrust, Civil Rights and Fair Housing; understanding property management requirements. Review the Nevada mandated forms. Have a better understanding of the Real Estate Division. Learn the Key NAC sections and the key NRS sections along with an understanding of ethics and the Code of Ethics.

\$20.00 members

\$30.00 non-members

Monday, May 16, 2011 - 24CE

1:00 pm - 4:00 pm

Helping Clients/Customers Facing Financial Difficulty

CE.3929000-RE for 3 General Credit Hours

This is a class ideal for these times and for well into the future. Real estate licensees have many customers/ clients who contact them and express their financial difficulties. This class is structured so licensees can be of assistance. The known approaches are first listed: short sale, bankruptcy, wrap around mortgages, and foreclosure. Each of these can be explained, without giving advice, to the client. Next, two mortgage/housing bills are provided. The agent can provide this valuable information to the client/customer. The third section comes directly from HUD. It provides considerable information on the numbers of programs HUD has for homeowners facing financial difficulties. The fourth section explains credit scored valuable information on how FICO scores works is included.

\$20.00 members

\$30.00 non-members

Monday, May 16, 2011 - 24CE

5:30 pm - 8:30 pm

2009 Legislative Update

CE.4065000-RE for 3 Legislative Law

Clearly define the process a bill goes through to become law from draft to signing. Identify the tenant's rights if the property is in the process of being foreclosed upon. List the items required in Nevada wherein the court will not award a deficiency judgment on the foreclosure of a single family home. Define the amount of notice time which must be provided to a tenant on a property which is in the foreclosure process. List the three items which must now be included in the notice of default to an owner occupant. List several changes in regard to the NRS116 laws which govern Common Interest Communities in Nevada. Name the number of months that a super priority lien for monthly fees in a CIC has merit once a bank or other lending institution forecloses on the property. Describe when a county health department is allowed order work be completed on a clean-up or repair and lien a property for the cost. Explain the new license length of renewal effective July 1, 2011.

\$20.00 members

\$30.00 non-members

Tuesday, May 17, 2011 - 24CE

9:00 am - 12:00 pm

Escrow and the Real Estate Agent

CE.3682000-RE for 3 General Credit Hours

Real estate agents work with escrows on a daily basis. This course provides a detailed review of the escrow process and costs. It first defines escrow, lists the escrow steps, buyer and seller steps, and the flow of events. It then has a full section of title insurance information. Last, the course explains escrow and HUD-1 costs.

\$20.00 members

\$30.00 non-members

Tuesday, May 17, 2011 - 24CE

1:00 pm - 4:00 pm

Expect Ethics

CE.3503000-RE for 3 Ethic Credit Hours

Review the Realtor Code of Ethics. Identify what the Mortgage Trends have been through the ages, understand the cycles. Discuss current fraudulent activity discovered by FBI Identify hidden fraud schemes.

Understand the Mortgage Industry s Laws and regulations that dictate what is fraudulent.

Identify simple program changes that make tiny white lies unnecessary to get a buyer approved.

Why increase the investigations recent case law. Penalties, fines and imprisonment examples from the industry.

Protect your license, your clients & your reputation. Update on current Legislation

\$20.00 members

\$30.00 non-members

Tuesday, May 17, 2011 - 24CE

5:30 pm - 8:30 pm

Agency, Are You A Knowledgeable Competent Real Estate Agent

CE.3809000-RE for 3 Agency Credit Hours

This is an agency course which goes beyond just agency law. It covers all those areas required of a real estate licensee / agent to be a knowledgeable, competent agent. The first part of the course discusses fair housing and anti-trust. The fair housing protected classes and elements of anti-trust are included. The second and main portion of the course is agency. The history is contained leading up to current changes. The duties are detailed and explained. Mandatory forms are also included. Section three contains the other related agency NRS and NAC sections. Included are agent rules and what misconduct is.

\$20.00 members

\$30.00 non-members

Wednesday, May 18, 2011 - 24CE

9:00 am - 12:00 pm

Anti-Trust, History, Purposes, Real Estate & Risk Reduction

CE.3530000-RE for 3 General Credit Hours

This course provides a fairly comprehensive view of anti-trust. It begins with the history of anti-trust from 1890 to the present date. It also provides the purposes for these laws. The course then moves directly to anti-trust and real estate. It specifically discusses events since 1980 and includes both elements of anti-trust violations and areas in which real estate licenses could violate anti-trust laws. NRS sections, recent cases and recent articles conclude the course. These cases and articles hopefully will course an even more serious look by the student of this challenging and complex area known as anti-trust.

\$20.00 members

\$30.00 non-members

Wednesday, May 18, 2011 - 24CE

1:00 pm - 4:00 pm

Understanding Short Sales - A Guide to Selling Short Sale Homes

CE.5178000 for 3 Contract Credit Hours

This course will educate and familiarize students with contractual issues on a short sale transaction, consequences to discuss with the seller, government programs available to help the homeowner, submitting the short sale package to the loss mitigation department, overcoming issues, obtaining short sale approval and a release of deficiency, mortgage fraud and prospecting for short sale listings.

\$20.00 members

\$30.00 non-members

Thursday, May 19, 2011

9:00 am - 12:00 pm

Pre & Post Foreclosures - Tenants, Owners & Property Management

CE.5216000-RE for 3 Property Management Credit Hours

This course addresses issues that property managers may encounter when properties they manage go into foreclosure or when they manage properties which have already been foreclosed. We will examine tenants' rights as they relate to payment of rent and terminating their lease as well as ethical issues faced by property managers in dealing with foreclosed properties.

\$20.00 members

\$30.00 non-members

Thursday, May 19, 2011

1:00 pm - 4:00 pm

NBO: Managing & Operating the Office

CE.3808000 for Broker Management

Real estate brokerages fail, as do agents and it is hoped that the student will acknowledge these failure percentages, be determined not to fail and appreciate the need and importance of the information in this class.

This class emphasizes that the business broker/owner is an entrepreneur, lender and manager. Each of these terms are carefully explained.

Next, the class discusses leadership. Numerous tips/ideas of How to Lead are contained in this section. Management and the qualities of a good manager follow. Numerous concepts and ideas are included.

\$20.00 members

\$30.00 non-members

Friday, May 20, 2011

1:00 pm - 5:00 pm

Commercial Sales Contracts & IRC 1032 Exchange Issues

CE.3754000-RE for 4 Contract Credit Hours

The class explores the basic elements of a commercial contract and identifies problem areas for a 1031 exchange client. Emphasis is on educating the commercial practitioner to assist in writing a contract supportive of IRC1031 tax deferred exchange treatment.

\$20.00 members

\$30.00 non-members

Monday, May 23, 2011

1:00 pm - 4:00 pm

RESPA, HUD & A Thing of Value

CE3479000-RE for 3 General Credit Hours

Obtain a clear understanding of RESPA laws governing "kickbacks", settlement services and disclosure. Define entities that are governed by RESPA. Why has HUD been increasing the investigations-recent case law? Who enforces RESPA conformity? Gain an understanding of the roll of The US Department of Housing and Urban Development. Prohibitions and Exceptions Accepted per RESPA. Penalties, fines and imprisonment examples from the industry. Define a "Thing of Value". Protect your license & avoid potential lawsuits. Conduct business, creating healthy team guidelines within which service industries can lawfully serve the best interests of you and your clients. Affiliated Business Arrangements. Update on current Legislation.

\$20.00 members

\$30.00 non-members

Tuesday, May 24, 2011

5:30 pm - 8:30 pm

Ethics University

CE.3347000-RE for 3 General Credit Hours

Discuss core of ethics and their application to real estate. "Work shop" a situation.

\$20.00 members

\$30.00 non-members

Wednesday, May 25, 2011

1:00 pm - 4:00 pm

Weathering a Stormy Transaction 

CE.3201000-RE for 3 General Credit Hours

This is a Risk Reduction Graduate (RRG) approved elective. A transaction is a maze of obstacles that must be dealt with or the consequences can be horrific. The class will be reviewing those black-holes and giving you the tools that can help you communicate effectively with the client on how to navigate the treacherous waters of the transaction. Helping your client realize why an offer is acceptable or not and what they must do to legally turn an offer down, accept it or modify it. By resolving the issues during the negotiation you'll be able to avoid some, if not all, litigation.

Member pricing is for members of RRG. GLVAR members that are not RRG members will be subject to the non-member price for this course. To learn more about the benefits of RRG membership, please contact the RRG Coordinator at 784-5004.

\$55.00 RRG members

\$70.00 non RRG members

\$90.00 non-members

Thursday, May 26, 2011

9:00 am - 12:00 pm

Writing & Presenting the Purchase Agreement

CE.3476000-RE for 3 Contract Credit Hours

This course starts with Standards - Legal (N.R.S.) & Ethical. Then, using two Case Studies, moves into skills - the 'How To' of Writing and Presenting a Purchase Agreement. You'll have FUN learning to use a 'Step by Step' approach that will help you get more offers accepted - in less time!

\$20.00 members

\$30.00 non-members

JUNE

Thursday, June 2, 2011

1:00 pm - 5:00 pm

The Attorney General is On the Line

CE.3976000-RE for 4 Ethic Credit Hours

If you were ARRESTED and charged with a real estate crime - would a "Jury of Your Peers" send you up the river?

\$20.00 members

\$30.00 non-members

Monday, June 6, 2011

9:00 am - 12:00 pm

NV Licensed RE Agency & Case Studies 2010

CE.5143000-RE for 3 Ethic Credit Hours

In this course you will understand the definitions of agency; understand the different forms of agency; understand agency within real estate representation; understand the statues, codes, and Code of Ethics associated with agency; understand how to fulfill the duties associated with agency; understand how to identify agency violations; and learn from actual case examples of agency violations.

\$55.00 RRG members

\$70.00 non RRG members

\$90.00 non-members

Thursday, June 9, 2011

1:00 pm - 4:00 pm

Technology & Real Estate

CE.3598000-RE for 3 General Credit Hours

\$20.00 members

\$30.00 non-members

Thursday, June 9, 2011

5:30 pm - 8:30 pm

2009 Legislative Impact

CE.4081000-RE for 3 Legislative Law Credit Hours

A review of the new legislative issues impacting real estate sales and real estate in general

\$20.00 members

\$30.00 non-members

Friday, June 10, 2011

1:00 pm - 4:00 pm

NBO: Workshop Starting Rules, Operation Compliance

CE.3835000-RE for 3 Broker Management Credit Hours

This is a workshop class. The class is divided into 4 factual situations. The class sets up groups and has each group discuss, analyze and resolve each of the situations. Each workshop is designed to cause critical thinking, debate and resolution. Different positions are presented through the characters of Vincent and Carmen thereby causing different alternatives and approaches to be considered.

\$25.00 members

\$35.00 non-members

Wednesday, June 15, 2011 - 24CE

9:00 am - 12:00 pm

HABA, Short Sale & Equator

CE.5184000-RE for 3 General Credit Hours

\$20.00 members

\$30.00 non-members

Wednesday, June 15, 2011 - 24CE

1:00 pm - 4:00 pm

Foreclosure: The Process-The Markets-The Law

CE.3522000-RE for 3 General Credit Hours

This course defines, provides information on purchasing foreclosure properties, gives information on stopping foreclosures and then provides NRS sections applicable to foreclosure. The goal of this course is to have the student be able to walk out at the conclusion of the course and be able to say, "Now I understand foreclosures," and be able to provide better services to clients who are having issues or are seeking to purchase foreclosure properties.

\$20.00 members

\$30.00 non-members

Wednesday, June 15, 2011 - 24CE

5:30 pm - 8:30 pm

You Are Ethical Or Are YOU?

CE.3684000-RE for 3 Ethic Credit Hours

This course approaches ethics from various directions. First it defines ethics and relates ethics to morals, values and character.

This course then addresses the subject of why be ethical. Next, the course carefully lists and discusses numerous obstacles to making current ethical decisions. After this discussion, the course lists special steps that can be taken to make better ethical decisions.

The last part of the class provides NAC ethic provisions and the Code of Ethics

\$20.00 members

\$30.00 non-members

Thursday, June 16, 2011 - 24CE

9:00 am - 12:00 pm

Real Estate: The Next 20 Years

CE.3680000-RE for 3 General Credit Hours

- Understand the past and future of real estate; Understand the projected future Nevada growth
- Understand possible future business models; Understand how services may be performed in future years
- Understand projected real estate services future trends

\$20.00 members

\$30.00 non-members

Thursday, June 16, 2011 - 24CE

1:00 pm - 4:00 pm

Short Sale & Foreclosures

CE.3726000-RE for 3 General Credit Hours

- Understand the definition and history of short sales; Understand the pros / cons of short sales
- Understand how to work with sellers considering a short sale; Understand how to do a short sale
- Understand how to work with buyers considering purchasing short sale properties
- Understand the definitions and history of foreclosures; Understand current foreclosure statistics
- Understand how to work with sellers approaching or in a foreclosure situation
- Understand how to work with buyers considering purchasing foreclosure properties
- Understand the NRS Statutes associated with foreclosures

Thursday, June 16, 2011 - 24CE

5:30 pm - 8:30 pm

Real Estate Update

CE.4064000-RE for 3 Legislative Law Credit Hours

Clearly define the process a bill goes through to become law from draft to signing. Explain how long a person being foreclosed upon has to cure the default under new Nevada Law. Identify when the tenant of a residential property must be notified if the property is in the process of being foreclosed upon. Define the amount of time that a tenant has to leave a property which is in the foreclosure process and/or what their other options may be. List the three items which must now be included in the notice of default to an owner occupant. Name the four items required for the State of Nevada to not issue a deficiency judgment on the foreclosure of a single family home.

List several changes in regard to the NRS116 laws which govern Common Interest Communities in Nevada. Name the number of months that a super priority lien for monthly fees in a CIC has merit once a bank or other lending institution forecloses on the property. Describe when a county health department could address a nuisance and lien a property for the cost to remedy such nuisance. Explain the new license length of renewal effective July 1, 2011

\$20.00 members

\$30.00 non-members

Friday, June 17, 2011 - 24CE

9:00 am - 12:00 pm

Buyer & Seller Agency in Nevada

CE.3409000-RE for 3 Agency Credit Hours

After completing this course you will be able to: Distinguish the changes that have occurred in real estate agency in the past 50 years, Recognize the need for representation, Explain the types of agency relationships allowed in Nevada, Identify the parties and duties of each, Recognize the effects of dual and assigned agency, Choose good business practices in representing clients, and Demonstrate the forms used in Nevada.

\$20.00 members

\$30.00 non-members

Friday, June 17, 2011 - 24CE

1:00 pm - 4:00 pm

How To Write a Proper HUD Contract

CE.5176000-RE for 3 Contract Credit Hours

Learn how to properly write a HUD contract under the new HUD rules and regulations that came into effect in November 2010.

\$20.00 members

\$30.00 non-members

Friday, June 24, 2011

9:00 am - 4:00 pm

What Every Licensee Should Know 2011

CE.5141001-RE for 3 Legislative Law & 3 Ethic Credit Hours

This course will target qualified professionals in specialized areas; to promote, educate licensees on the most critical current information as identified by the Division, Commission and to provide a direct service to real estate licensees.

\$25.00 to all attendees

Monday, June 27, 2011

1:00 pm - 4:00 pm

SBA Financing for Commercial Business Opportunity Sales

CE.3829000-RE for 3 General Credit Hours

Identify the difference between conventional commercial lending and SBA lending. Understand the SBA loan programs and guidelines. Review and clarify the appropriate uses of 7a and 504 loans for commercial and business opportunity transactions.

\$20.00 members

\$30.00 non-members

Tuesday, June 28, 2011

1:00 pm - 5:00 pm

Single Family Investment Strategies

CE.3792000-RE for 3 General Credit Hours

Question: If investors wanted your help, could you complete a cash flow statement (an APOD) for them? Can you speak the language? This course will teach you what to say and how to say it - the terminology for working with investors, either first timers or seasoned. You will learn how to "do the numbers" using a real "case study". Come prepared to work and have fun. "Bring a CALCULATOR and plenty of enthusiasm.

\$20.00 members

\$30.00 non-members

Wednesday, June 29, 2011

9:00 am - 12:00 pm

Managing Short Sale Risks 

CE.3728000-RE for 3 General Credit Hours

In this course you will understand risks, risk management, short sales and history of short sales, the short sale process, short sale mistakes / issues, and tips, questions, and answers to prevent short sale problems. Member pricing is for members of RRG. GLVAR members that are not RRG members will be subject to the non-member price for this course. To learn more about the benefits of RRG membership, please contact the RRG Coordinator at 784-5004.

\$55.00 RRG members

\$70.00 non RRG members

\$90.00 non-members

Wednesday, June 29, 2011

1:00 pm - 4:00 pm

Agency Simplified

CE.3949000-RE for 3 Agency Credit Hours

In this course the student will learn: Definitions; Creation of Agency; Termination of Agency; The Common Law of Agency; The Edina Case; Nevada's Elimination of Common Law Duties; Types of Agencies; No Transactional Agencies; Assigned Agency; Source of Disclosure Requirement; Basic Disclosure Structure; Purpose - Duties Owed Form; Timing - Duties Owed Form; Consent to Act; Non-Disclosed Agency; Nevada Real Estate Division - Position Statement, Duties Owed; A Detailed Look at the Duties Owed; Frequently Asked Questions and Answers - Duties Owed Form; Consent to Act Form; Duties Owed Form; Key NRS Sections

\$20.00 members

\$30.00 non-members

JULY

Thursday, July 7, 2011

1:00 pm - 4:00 pm

Writing & Presenting the Purchase Agreement

CE.3476000-RE for 3 Contract Credit Hours

This course starts with Standards - Legal (N.R.S.) & Ethical. Then, using two Case Studies, moves into skills - the 'How To' of Writing and Presenting a Purchase Agreement. You'll have FUN learning to use a 'Step by Step' approach that will help you get more offers accepted - in less time!

\$20.00 members

\$30.00 non-members

Friday, July 8, 2011

1:00 pm - 4:00 pm

Real Estate Update

CE.4064000-RE for 3 Legislative Law

Clearly define the process a bill goes through to become law from draft to signing. Explain how long a person being foreclosed upon has to cure the default under new Nevada Law. Identify when the tenant of a residential property must be notified if the property is in the process of being foreclosed upon. Define the amount of time that a tenant has to leave a property which is in the foreclosure process and/or what their other options may be. List the three items which must now be included in the notice of default to an owner occupant. Name the four items required for the State of Nevada to not issue a deficiency judgment on the foreclosure of a single family home.

List several changes in regard to the NRS116 laws which govern Common Interest Communities in Nevada; name the number of months that a super priority lien for monthly fees in a CIC has merit once a bank or other lending institution forecloses on the property; and describe when a county health department could address a nuisance and lien a property for the cost to remedy such nuisance. Explain the new license length of renewal effective July 1, 2011.

\$20.00 members

\$30.00 non-members

Tuesday, July 12, 2011

9:00 am - 12:00 pm

The Life of a Conventional Loan

CE.3345000-RE for 3 General Credit Hours

Since over 90% of loans are Conventional FNMA, what is this course will cover their regulations. At the close of this course you will be certain of these flight patterns: understand the buyer prequalification and loan application process; understand how a lender chooses a loan program to suit your buyer's needs; become familiar with the actual process of the life of a loan; learn the glossary of mortgage related terminology, and much more!

\$20.00 members

\$30.00 non-members

Tuesday, July 12, 2011

1:00 pm - 5:00 pm

Fundamentals of Commercial Real Estate

CE.2708000-RE for 4 General Credit Hours

Net Operating Income and Annual Property Data Worksheets

\$20.00 members

\$30.00 non-members

Thursday, July 14, 2011

9:00 am - 12:00 pm

NV Licensed RE Agency & Case Studies 2010 

CE.5143000-RE for 3 Agency Credit Hours

This course divides into three areas: (1) Background of agency and its sub categories; (2) Nevada Revised Statutes, Code of Ethics; (3) 10 actual cases with their outcome.

\$55.00 RRG members

\$70.00 non RRG members

\$90.00 non-members

Monday, July 18, 2011 - 24CE

9:00 am - 12:00 pm

Raising the Bar, Customer/Client Service & Professionalism

CE.3560000-RE for 3 Personal Development Credit Hours

Understanding customer demands and the changes in customer service. Understanding Real Estate customer service and its challenges. Explore elements of raising the bar from character to knowledge to conduct to professionalism and the requirements of each of these areas. Discuss and analyze NRS and NAC provisions that relate directly to services and duties of a licensee. Discuss business ethics and ways to improve real estate business ethics.

\$20.00 members

\$30.00 non-members

Monday, July 18, 2011 - 24CE

1:00 pm - 4:00 pm

Real Estate Agents & Financial Markets

CE.3943000-RE for 3 Ethic Credit Hours

This class discusses what did happen; financial markets and the financial crisis are explained. Subjects such as housing market sub-prime crisis, causes of the turndown, asset mismatch and others are included.

\$20.00 members

\$30.00 non-members

Monday, July 18, 2011 - 24CE

5:30 pm - 8:30 pm

2009 Legislative Update

CE.4065000 for 3 Legislative Law Credit Hours

Clearly define the process a bill goes through to become law from draft to signing. Identify the tenant's rights if the property is in the process of being foreclosed upon. List the items required in Nevada wherein the court will not award a deficiency judgment on the foreclosure of a single family home. Define the amount of notice time which must be provided to a tenant on a property which is in the foreclosure process. List the three items which must now be included in the notice of default to an owner occupant. List several changes in regard to the NRS116 laws which govern Common Interest Communities in Nevada. Name the number of months that a super priority lien for monthly fees in a CIC has merit once a bank or other lending institution forecloses on the property. Describe when a county health department is allowed order work be completed on a clean-up or repair and lien a property for the cost. Explain the new license length of renewal effective July 1, 2011.

\$20.00 members

\$30.00 non-members

Tuesday, July 19, 2011 - 24CE

9:00 am - 12:00 pm

HUD Closing Process & Special Financing Techniques

CE.5177000-RE for 3 General Credit Hours

Learn about the new rules and procedures involved in the HUD closing and escrow process that came into effect in November 2010. Also learn about the FHA financing and other financing commonly used on HUD Home transactions.

\$20.00 members

\$30.00 non-members

Tuesday, July 19, 2011 - 24CE

1:00 pm - 4:00 pm

Diversity Training Skills for Better Clients

CE.3575000-RE for 3 Ethic Credit Hours

Most students know there are significant ethnic changes occurring in the US and Nevada. This course explains ethnic groups and diversity with information on various ethnic groups and significant statistical information. The primary purpose of this course is to; hopefully, give the student a better understanding of ethnic groups, diversity and the desire to learn.

\$20.00 members

\$30.00 non-members

Tuesday, July 19, 2011 - 24CE

5:30 pm - 8:30 pm

Different Tools for Customers/Clients in a Different Market

CE.3685000-RE for 3 Contract Credit Hours

As the market changes so does the need for licensees to learn different methods/tools to conduct business. This class addresses three major tools that are now being used or will be very soon. The class defines these tools, explains their pros and cons, and explains their proper usage. The class includes certain forms and a number of exercises to apply the information to factual situations.

\$20.00 members

\$30.00 non-members

Wednesday, July 20, 2011 - 24CE

9:00 am - 12:00 pm

203K Financing Simplified

CE.5175000-RE for 3 General Credit Hours

\$20.00 members

\$30.00 non-members

Wednesday, July 20, 2011 - 24CE

1:00 pm - 4:00 pm

Agency A-Z

CE.3395001-RE for 3 Agency Credit Hours

This class tries to put the subject in an easy to understand chronological format. First, the course asks and answers the question why agency is a big deal. It then gives basic definitions and explains how agencies are created and terminated. Next, the course traces the history of agency. It then explains the three types of agencies in Nevada and how each is formed and operates. The course then explains, with a fair amount of detail, the various disclosure requirements. The course after explaining history, types and operations goes directly into the forms and related NRS Sections. It is believed the details are important to have the student fully understand this subject and its' requirements.

\$20.00 members

\$30.00 non-members

Thursday, July 21, 2011

1:00 pm - 4:00 pm

Post Tenancy Issues: Tenant Gone, Problems Remain

CE.5156000 for 3 Property Mgmt. Credit Hours

This course addresses issues arising once the tenant has vacated the rental unit. It includes determining whether the property is "abandoned", handling personal property left on premises, security deposits and taking the former tenant to small claims court.

\$20.00 members

\$30.00 non-members

Friday, July 22, 2011

9:00 am - 12:00 pm

NBO: Starting Your Own Brokerage

CE.3806001-RE for 3 Broker Mgmt. Credit Hours

This class is designed to be part 1 in a series of 4 new brokerage office classes.

- Part 1 Starting the Business
- Part 2 Rules and Regulations
- Part 3 Managing and Operating the Office
- Part 4 A Case Study Applying the Information in Parts 1, 2 and 3

This is a comprehensive and structured class on starting you own business / brokerage office. It starts by defining success and failure, giving reasons why people start businesses, why they do not and, most importantly, why people fail and why people succeed in business.

The next section goes directly into starting a real estate brokerage office. Tips on how to and steps on how to are included. The course then identifies and explains specific areas of how to run a brokerage business. Next, the subjects of business plan, marketing plan, office manual, policy manual, independent contractor and so not call are listed and explained.

\$25.00 members

\$35.00 non-members

Monday, July 25, 2011

1:00 pm - 4:00 pm

Procuring Cause "Show Me the Money"

CE.3640000-RE for 3 Ethic Credit Hours

Who gets the commission? What actually happens when two agents both think 'That is MY buyer - and MY commission'? This course looks at issues involved in Arbitrations and Commission Disputes between Brokers. Using case studies, and, a Moot Court hearing, participants will examine what gets looked at and how much weight is placed on each 'piece of the puzzle'

\$20.00 members

\$30.00 non-members

Tuesday, July 26, 2011

5:30 pm - 8:30 pm

Buyer Awareness

CE.3988000-RE for 3 Contract Credit Hours

Review and discuss purpose & preparation of a multitude of disclosures used with buyers.

\$20.00 members

\$30.00 non-members

Wednesday, July 27, 2011

1:00 pm - 4:00 pm

Managing Agency Risks 

CE.3727000-RE for 3 Agency Credit Hours

In this course you will understand the definitions of agent and agency, risks and risk management, the duties of an agent, the laws of agency, and the forms associated with agency. Member pricing is for members of RRG. GLVAR members that are not RRG members will be subject to the non-member price for this course. To learn more about the benefits of RRG membership, please contact the RRG Coordinator at 784-5004.

\$55.00 RRG members

\$70.00 non RRG members

\$90.00 non-members

AUGUST

Thursday, August 4, 2011

1:00 pm - 5:00 pm

That's Not What I Agreed To

CE.4048000-RE for 4 Contract Credit Hours

\$20.00 members

\$30.00 non-members

Friday, August 5, 2011

1:00 pm - 4:00 pm

Understanding Short Sales - A Guide to Selling Short Sale Homes

CE.5178000-RE for 3 Contract Credit Hours

This course will educate and familiarize students with contractual issues on a short sale transaction, consequences to discuss with the seller, government programs available to help the homeowner, submitting the short sale package to the loss mitigation department, overcoming issues, obtaining short sale approval and a release of deficiency, mortgage fraud and prospecting for short sale listings.

\$20.00 members

\$30.00 non-members

Monday, August 8, 2011

1:00 pm - 4:00 pm

Antitrust and You

CE.3263000-RE for 3 General Credit Hours

In this class you will learn what Antitrust is and how and why it applies to Real Estate including a broad overview of Antitrust "Red Flags" Member pricing is for members of RRG. GLVAR members that are not RRG members will be subject to the non-member price for this course. To learn more about the benefits of RRG membership, please contact the RRG Coordinator at 784-5004.

\$55.00 RRG members

\$70.00 non RRG members

\$90.00 non-members

Tuesday, August 9, 2011

1:00 pm - 4:00 pm

2009 Legislative Update

CE.4065000-RE for 3 Legislative Law Credit Hours

Clearly define the process a bill goes through to become law from draft to signing. Identify the tenant's rights if the property is in the process of being foreclosed upon. List the items required in Nevada wherein the court will not award a deficiency judgment on the foreclosure of a single family home. Define the amount of notice time which must be provided to a tenant on a property which is in the foreclosure process. List the three items which must now be included in the notice of default to an owner occupant. List several changes in regard to the NRS116 laws which govern Common Interest Communities in Nevada. Name the number of months that a super priority lien for monthly fees in a CIC has merit once a bank or other lending institution forecloses on the property. Describe when a county health department is allowed order work be completed on a clean-up or repair and lien a property for the cost. Explain the new license length of renewal effective July 1, 2011.

\$20.00 members

\$30.00 non-members

Wednesday, August 10, 2011

1:00 pm - 4:00 pm

You Be the Judge

CE.3531000-RE for 3 General Credit Hours

Have a better understanding and appreciation of the evolution of laws. Know the basic NRS Sections that apply to our profession. Analyze and apply NRS rules to factual situations. Know the basic NAC Sections that apply to our profession. Analyze and apply NAC regulations to factual situations. Know the Code of Ethics. Apply the Code of Ethics articles to factual situations.

\$20.00 members

\$30.00 non-members

Thursday, August 11, 2011

1:00 pm - 4:00 pm

FHA Made Easy

CE.3665000-RE for 3 General Credit Hours

Simplify your FHA transactions and learn the Do's and Don'ts when writing an FHA Offer or financing an FHA loan. Attendants will learn how to understand the FHA process and calculations for your FHA loans.

Please bring a simple calculator

\$20.00 members

\$30.00 non-members

Friday, August 12, 2011

1:00 pm - 4:00 pm

SBA Financing Commercial & Business Opportunity Sales

CE.3829000-RE for 3 General Credit Hours

Identify the difference between conventional commercial lending and SBA lending. Understand the SBA loan programs and guidelines. Review and clarify the appropriate uses of 7a and 504 loans for commercial and business opportunity transactions.

\$20.00 members

\$30.00 non-members

Monday, August 22, 2011 - 24CE

9:00 am - 12:00 pm

HAFA, Short Sale & Equator

CE5184000-RE for 3 General Credit Hours

\$20.00 members

\$30.00 non-members

Monday, August 22, 2011 - 24CE

1:00 pm - 4:00 pm

The Essentials of Our Profession

CE.3526000-RE for 3 General Credit Hours

Understanding key definitions of who we are and what we do; understanding the specific areas of, Antitrust, Civil Rights and Fair Housing; understanding property management requirements. Review the Nevada mandated forms. Have a better understanding of the Real Estate Division. Learn the Key NAC sections and the key NRS sections along with an understanding of ethics and the Code of Ethics.

\$20.00 members

\$30.00 non-members

Monday, August 22, 2011 - 24CE

5:30 pm - 8:30 pm

The Good, The Bad - Changing the Perception, Improving the Profession

CE.3683000-RE for 3 Ethic Credit Hours

This class examines the good and bad of our real estate profession. It, first, gives statistics of 23 professional groups provided by the Harris Polling Group. This is included to hopefully have the student understand where we stand and why changes are necessary. Next, the class provides detailed definitions of good conduct / performance and bad conduct / performance. This included so each student can do a self-inventory of their own conduct / performance.

The class then provides NRS, NAC laws and regulations related to real estate agents. In order to reach a higher level of performance, a good understanding of these laws and regulations is necessary. The course then provides actual cases where real estate agent have been fined, suspended or lost their licensees. The rules of these other jurisdictions are very similar to Nevada. It is hoped that seeing what can happen will be a wakeup call to not have such discipline occur with the students reviewing these cases. Finally, the course highlights certain ethical pledges and includes the Code of Ethics.

\$20.00 members

\$30.00 non-members

Tuesday, August 23, 2011 - 24CE

9:00 am - 12:00 pm

Anti-Trust, History, Purposes, Real Estate & Risk Reduction

CE.3530000-RE for 3 General Credit Hours

This course provides a fairly comprehensive view of anti-trust. It begins with the history of anti-trust from 1890 to the present date. It also provides the purposes for these laws. The course then moves directly to anti-trust and real estate. It specifically discusses events since 1980 and includes both elements of anti-trust violations and areas in which real estate licenses could violate anti-trust laws. NRS sections, recent cases and recent articles conclude the course. These cases and articles hopefully will course an even more serious look by the student of this challenging and complex area known as anti-trust.

\$20.00 members

\$30.00 non-members

Tuesday, August 23, 2011 - 24CE

1:00 pm - 4:00 pm

Mastering Contracts

CE3833000-RE for 3 Contract Credit Hours

The first section of the class provides numerous contract definitions and contract theories. The second portion of the class examines in detail several provisions of a Nevada Purchase Contract, earnest money deposit, disclosures, conflict of interest, lender fees and much more. The last part of the class puts everything together by: 1) going over a complete purchase contract; and 2) having the student prepare a contract and counter offer with a given set of facts.

\$20.00 members

\$30.00 non-members

Tuesday, August 23, 2011 - 24CE

5:30 pm - 8:30 pm

Perfecting Agency Services & Skills

CE3734000-RE for 3 Agency Credit Hours

This class contains all of the agency essentials, what is it, history, laws and duties. It then combines agency with perfecting services and skills as they relate to agency.

\$20.00 members

\$30.00 non-members

Wednesday, August 24, 2011 - 24CE

9:00 am - 12:00 pm

Helping Clients/Customers Facing Financial Difficulties

CE.3929000-RE for 3 General Credit Hours

This is a class ideal for these times and for well into the future. Real estate licensees have many customers/ clients who contact them and express their financial difficulties. This class is structured so licensees can be of assistance. The known approaches are first listed: short sale, bankruptcy, wrap around mortgages, and foreclosure. Each of these can be explained, without giving advice, to the client. Next, two mortgage/housing bills are provided. The agent can provide this valuable information to the client/customer. The third section comes directly from HUD. It provides considerable information on the numbers of programs HUD has for homeowners facing financial difficulties. The fourth section explains credit scored valuable information on how FICO scores works is included.

\$20.00 members

\$30.00 non-members

Wednesday, August 24, 2011 - 24CE

1:00 pm - 4:00 pm

Real Estate Update

CE.4064000-RE for 3 Legislative Law

Clearly define the process a bill goes through to become law from draft to signing. Explain how long a person being foreclosed upon has to cure the default under new Nevada Law. Identify when the tenant of a residential property must be notified if the property is in the process of being foreclosed upon. Define the amount of time that a tenant has to leave a property which is in the foreclosure process and/or what their other options may be. List the three items which must now be included in the notice of default to an owner occupant. Name the four items required for the State of Nevada to not issue a deficiency judgment on the foreclosure of a single family home.

List several changes in regard to the NRS116 laws which govern Common Interest Communities in Nevada. Name the number of months that a super priority lien for monthly fees in a CIC has merit once a bank or other lending institution forecloses on the property. Describe when a county health department could address a nuisance and lien a property for the cost to remedy such nuisance. Explain the new license length of renewal effective July 1, 2011.

\$20.00 members

\$30.00 non-members

Thursday, August 25, 2011

9:00 am - 12:00 pm

Evictions 101: A Primer on the Eviction Process

CE3798002-RE for 3 Property Management Credit Hours

This is a general overview of the eviction process covering issues such as the types of evictions allowed under Nevada law, determining whether a summary or civil eviction is appropriate in certain circumstances and special eviction rules relating to foreclosed properties.

\$20.00 members

\$30.00 non-members

Thursday, August 25, 2011

9:00 am - 12:00 pm

Broker Management in a Nutshell

CE.3621000-RE for 3 Broker Management Credit Hours

Designed in three sections: Compliance (with regulatory agencies), Systems (within the structure of the real estate office), and Training (broker responsibilities).

\$20.00 members

\$30.00 non-members

Friday, August 26, 2011

1:00 pm - 4:00 pm

Business Broker: Terms, Laws, Regulations, Techniques & Risks

CE.3869000-RE for 3 Business Broker Credit Hours

The first part defines a business broker, list business broker associations, provides business sale strategies, gives a glossary of terms and then provides the associated Real Estate Division, NRS and NAC provisions associated with business broker.

The second part defined as techniques discusses asset vs. stock sale, franchise sales, capital gains, 1031s, valuing a business, recasting a financial statement and more.

The last section is risk management which, naturally, is important to business brokers. Included are: what is risk management, identifying and monitoring risks, creating a risk management plan and risk assessment.

\$20.00 members

\$30.00 non-members

Monday, August 29, 2011

1:00 pm - 4:00 pm

Real Estate Exchange: 1031 Basic

CE.3018001-RE for 3 General Credit Hours

Basic Law, Structure & History; Benefits & Liabilities; Myth Busters & Documents.

Learn the ins and outs, dos and don'ts of this incredible tax tool! Presented by Kandas Myer, Realtor, National Instructor and Certified Exchange Specialist by the National Federation of Exchange Accommodators.

\$20.00 members

\$30.00 non-members

Tuesday, August 30, 2011

9:00 am - 12:00 pm

Managing Broker Risks 

CE.3868000-RE for 3 Broker Management Credit Hours

This is a comprehensive RRG broker management class. The class divides into four primary sections. The first section discusses risk and risk management. Included in this section is a fair amount of information on decision making and the decision making process. The next section discusses management and broker management. The duties of a broker and element of management are included.

In the third section, the reasons real estate professionals get sued and a number of ways to prevent getting sued are contained. Use of CMAs, e-mails and numerous other tips are included. The last section contains the MAC, NRS section applicable to brokers. Anti-trust and fair housing are also included.

\$55.00 RRG members

\$70.00 non RRG members

\$90.00 non-members

SEPTEMBER

Thursday, September 8, 2011

1:00 pm - 4:00 pm

Agency Terms, Laws & Forms

CE.37330000-RE for 3 Agency Credit Hours

This course will help you understand Agency definitions and terms, understand the history of Agency and Agency Laws, understand current NRS Agency Laws, understand Duties Owed, and understand forms associated with Agency and the meaning of key words in those forms

\$20.00 members

\$30.00 non-members

Friday, September 9, 2011

9:00 am - 12:00 pm

RESPA Do's & Don'ts

CE.3578000-RE for 3 General Credit Hours

Have a basic understanding of RESPA and the purposes of RESPA. Have an understanding of each of the RESPA sections. Have a better understanding of the HUD-1 statement and associated costs. Have a detailed understanding of illegal kickbacks and referrals. Learn from a series of questions and answers. Learn how to reduce risks of violating RESPA rules. This course is approved to be used as a Risk Reduction Graduate™ (RRG) elective. Member pricing is for members of RRG. GLVAR members that are not RRG members will be subject to the non-member price for this course. To learn more about the benefits of RRG membership, please contact the RRG Coordinator at 784-5004.

\$55.00 RRG members

\$70.00 non RRG members

\$90.00 non-members

Friday, September 9, 2011

1:00 pm - 4:00 pm

The Attorney General Is On the Line

CE.3976000-RE for 4 Ethic Credit Hours

If you were ARRESTED and charged with a real estate crime - would a "Jury of Your Peers" send you up the river?

\$20.00 members

\$30.00 non-members

Monday, September 12, 2011 - 24CE

9:00 am - 12:00 pm

Better Client Service & The Highest Ethical Conduct

CE.3941000-RE for 3 Personal Development Credit Hours

Reputation is first discussed. Reputation based decisions is included in this section. Most important, of course, are the materials on how to improve one's reputation.

Image is the next section. Harris Poll information is contained. The goal is to have licensees understand these poll numbers and commit individually and as a group to improve our professional standing. Along with image is customer service. As with reputation, material is included on how to improve customer service.

The last section contains NRS sections, Duties Owed and the Code of Ethics. Information is contained on what is ethics and ethical tests that each licensee can apply to all situations.

\$20.00 members

\$30.00 non-members

Monday, September 12, 2011 - 24CE

1:00 pm - 4:00 pm

Foreclosure: The Process - The Markets - The Law

CE.3522000-RE for 3 General Credit Hours

This course defines, provides information on purchasing foreclosure properties, gives information on stopping foreclosures and then provides NRS sections applicable to foreclosure. The goal of this course is to have the student be able to walk out at the conclusion of the course and be able to say, "Now I understand foreclosures," and be able to provide better services to clients who are having issues or are seeking to purchase foreclosure properties.

\$20.00 members

\$30.00 non-members

Monday, September 12, 2011 - 24CE

5:30 pm - 8:30 pm

A Study of Agency

CE.3523000-RE for 3 Agency Credit Hours

Understanding the history of agency. Understanding the overall concept of agency. Relate and understand fiduciary duty and fidelity duty. Learn other states agency laws. Specifically identify duties and learn applicable NRS sections

\$20.00 members

\$30.00 non-members

Tuesday, September 13, 2011 - 24CE

9:00 am - 12:00 pm

Escrow & The Real Estate Agent

CE.3682000-RE for 3 General Credit Hours

Real estate agents work with escrows on a daily basis. This course provides a detailed review of the escrow process and costs. It first defines escrow, lists the escrow steps, buyer and seller steps, and the flow of events. It then has a full section of title insurance information. Last, the course explains escrow and HUD-1 costs.

\$20.00 members

\$30.00 non-members

Tuesday, September 13, 2011 - 24CE

1:00 pm - 4:00 pm

Helping Clients/Customers Facing Financial Difficulties

CE.3929000-RE for 3 General Credit Hours

This is a class ideal for these times and for well into the future. Real estate licensees have many customers/ clients who contact them and express their financial difficulties. This class is structured so licensees can be of assistance. The known approaches are first listed: short sale, bankruptcy, wrap around mortgages, and foreclosure. Each of these can be explained, without giving advice, to the client. Next, two mortgage/housing bills are provided. The agent can provide this valuable information to the client/customer. The third section comes directly from HUD. It provides considerable information on the numbers of programs HUD has for homeowners facing financial difficulties. The fourth section explains credit scored valuable information on how FICO scores works is included.

\$20.00 members

\$30.00 non-members

Tuesday, September 13, 2011 - 24CE

5:30 pm - 8:30 pm

Expect Ethics

CE.3503000-RE for 3 Ethic Credit Hours

Review the Realtor Code of Ethics. Identify what the Mortgage Trends have been through the ages, understand the cycles. Discuss current fraudulent activity discovered by FBI Identify hidden fraud schemes.

Understand the Mortgage Industry s Laws and regulations that dictate what is fraudulent.

Identify simple program changes that make tiny white lies unnecessary to get a buyer approved.

Why increase the investigations recent case law. Penalties, fines and imprisonment examples from the industry.

Protect your license, your clients & your reputation. Update on current Legislation

\$20.00 members

\$30.00 non-members

Wednesday, September 14, 2011 - 24CE

9:00 am - 12:00 pm

2009 Legislative Update

CE.4065000-RE for 3 Legislative Law Credit Hours

Clearly define the process a bill goes through to become law from draft to signing. Identify the tenant's rights if the property is in the process of being foreclosed upon. List the items required in Nevada wherein the court will not award a deficiency judgment on the foreclosure of a single family home. Define the amount of notice time which must be provided to a tenant on a property which is in the foreclosure process. List the three items which must now be included in the notice of default to an owner occupant. List several changes in regard to the NRS116 laws which govern Common Interest Communities in Nevada. Name the number of months that a super priority lien for monthly fees in a CIC has merit once a bank or other lending institution forecloses on the property. Describe when a county health department is allowed order work be completed on a clean-up or repair and lien a property for the cost. Explain the new license length of renewal effective July 1, 2011.

\$20.00 members

\$30.00 non-members

Wednesday, September 14, 2011 - 24CE

1:00 pm - 4:00 pm

How to Write a Proper HUD Contract

CE.5176000-RE for 3 Contract Credit Hours

Learn how to properly write a HUD contract under the new HUD rules and regulations that came into effect in November 2010.

\$20.00 members

\$30.00 non-members

Thursday, September 15, 2011

9:00 am - 12:00 pm

Property Management Contracts

CE.3895000-RE for 3 Property Management Credit Hours

The practice of Property Management in Nevada has evolved in recent years to become one of the real estate industry's most challenging and lucrative specialties.

As our communities grow, often with investor-owned properties, the need for competent Property Managers steadily increases. The recent "foreclosure crisis" has added even more inventory to the region's Property Management portfolio.

The bottom line in any successful property management business is the implementation of systems and procedures. Without standardization of daily business practices, important tasks and deadlines are likely to fall through the cracks, in favor of the crisis of the moment - a common occurrence in this business.

\$20.00 members

\$30.00 non-members

Thursday, September 15, 2011

1:00 pm - 4:00 pm

Broker Management - Rules, Management & Future

CE.3811000-RE for 3 Broker Management Credit Hours

This class, as the title suggests, provides broker management instruction on three important levels. The first level is the rules of broker management. Included are the applicable NRS and NAC sections. The second level discusses the disciplines of broker management. The subjects of leadership, management, manager, risk management, motivation and training are included. The last level, the future, is interesting and is designed to at least have the student think carefully from industry authors and NAR are contained as is a description of the numerous business models that exist or are being introduced.

\$20.00 members

\$30.00 non-members

Wednesday, September 21, 2011

1:00 pm - 4:00 pm

Short Sale & Foreclosure: The Contract Process

CE.5174000-RE for 3 Contract Credit Hours

\$20.00 members

\$30.00 non-members

Thursday, September 22, 2011

1:00 pm - 4:00 pm

Mortgage Fraud: A Growing Epidemic 

CE.3579000-RE for 3 General Credit Hours

Understand mortgage fraud and the serious consequences of committing mortgage fraud.

Understand how to identify mortgage fraud and the statistics of mortgage fraud. Member pricing is for members of RRG. GLVAR members that are not RRG members will be subject to the non-member price for this course. To learn more about the benefits of RRG membership, please contact the RRG Coordinator at 784-5004.

\$55.00 RRG members

\$70.00 non RRG members

\$90.00 non-members

Monday, September 26, 2011

1:00 pm - 5:00 pm

Single Family Investment Strategies

CE.3792000-RE for 3 General Credit Hours

Question: If investors wanted your help, could you complete a cash flow statement (an APOD) for them? Can you speak the language? This course will teach you what to say and how to say it - the terminology for working with investors, either first timers or seasoned. You will learn how to "do the numbers" using a real "case study". Come prepared to work and have fun. "Bring a CALCULATOR and plenty of enthusiasm"

\$20.00 members

\$30.00 non-members

Tuesday, September 27, 2011

1:00 pm - 4:00 pm

Contracts, More Than Forms

CE.3690000-RE for 3 Contract Credit Hours

Students should learn the following: History of Contracts, development of Real Estate Contract Law, A better understanding of Sales Contracts, Preparing and Presenting Sales Contracts, NRS provisions and NAC provision.

\$20.00 members

\$30.00 non-members

Tuesday, September 27, 2011

5:30 pm - 8:30 pm

Understanding the Escrow Process & Prelims

CE.2933000-RE for 3 General Credit Hours

Overview of escrow, the escrow & closing process. Review a Preliminary title report.

\$20.00 members

\$30.00 non-members

Wednesday, September 28, 2011

1:00 pm - 4:00 pm

Real Estate Update

CE4064000-RE for 3 Legislative Law Credit Hours

Clearly define the process a bill goes through to become law from draft to signing. Explain how long a person being foreclosed upon has to cure the default under new Nevada Law. Identify when the tenant of a residential property must be notified if the property is in the process of being foreclosed upon. Define the amount of time that a tenant has to leave a property which is in the foreclosure process and/or what their other options may be. List the three items which must now be included in the notice of default to an owner occupant. Name the four items required for the State of Nevada to not issue a deficiency judgment on the foreclosure of a single family home.

List several changes in regard to the NRS116 laws which govern Common Interest Communities in Nevada. Name the number of months that a super priority lien for monthly fees in a CIC has merit once a bank or other lending institution forecloses on the property. Describe when a county health department could address a nuisance and lien a property for the cost to remedy such nuisance. Explain the new license length of renewal effective July 1, 2011.

\$20.00 members

\$30.00 non-members

Thursday, September 29, 2011

1:00 pm - 4:00 pm

Ethics: Reasons, Cases, Rules

CE.3831000-RE for 3 Ethic Credit Hours

It starts with alarming ranking figures for the real estate profession. Various definitions are then given as are guidelines and tips on how to be more ethical. The second part of the course is the nuts and bolts - NRS statutes and NAC regulations. In this section, three cases from the Real Estate Division of another state are presented and the student asked to apply Nevada rules. The last section concentrates on the elements of ethics and lists many reasons people elect not to be ethical.

\$20.00 members

\$30.00 non-members

OCTOBER

Monday, October 3, 2011

1:00 pm - 4:00 pm

HUD Closing Process & Special Financing Techniques

CE.5177000-RE for 3 General Credit Hours

Learn about the new rules and procedures involved in the HUD closing and escrow process that came into effect in November 2010. Also learn about the FHA financing and other financing commonly used on HUD Home transactions

\$20.00 members

\$30.00 non-members

Monday, October 3, 2011

9:00 am - 4:00 pm

Conquering Contracts I - Understanding Basic Contract Law and Offer & Acceptance Forms.

CE.3119000 for 6 Contract Credit Hours

The objective of the course is to help licensees understand the pre-contract challenges to avoid potential litigation, and to protect the licensee's commission by utilization of local and GLVAR(r) forms.

\$100.00 members or non-members

Thursday, October 6, 2011

1:00 pm - 4:00 pm

Real Estate Exchange - 1031 Advanced

CE.2802000-RE for 3 General

Basic Law, Structure & History; Benefits & Liabilities; Myth Busters & Documents.

Learn the ins and outs, dos and don'ts of this incredible tax tool! Presented by Kandas Myer, Realtor, National Instructor and Certified Exchange Specialist by the National Federation of Exchange Accommodators.

\$20.00 members

\$30.00 non-members

Monday, October 10, 2011 - 24CE

9:00 am - 12:00 pm

Real Estate Agents and the Financial Markets

CE.3943000-RE for 3 General Credit Hours

This class discusses what did happen; financial markets and the financial crisis are explained. Subjects such as housing market sub-prime crisis, causes of the turndown, asset mismatch and others are included.

\$20.00 members

\$30.00 non-members

Monday, October 10, 2011- 24CE

1:00 pm - 4:00 pm

Procuring Cause "Show Me the Money"

CE.3640000-RE for 3 Ethic Credit Hours

Who gets the commission? What actually happens when two agents both think 'That is MY buyer - and MY commission'? This course looks at issues involved in Arbitrations and Commission Disputes between Brokers. Using case studies, and, a Moot Court hearing, participants will examine what gets looked at and how much weight is placed on each 'piece of the puzzle'.

\$20.00 members

\$30.00 non-members

Monday, October 10, 2011 - 24CE

5:30 pm - 8:30 pm

Agency, Are You A Knowledgeable Competent Real Estate Agent

CE.3809000-RE for 3 Agency Credit Hours

This is an agency course which goes beyond just agency law. It covers all those areas required of a real estate licensee / agent to be a knowledgeable, competent agent. The first part of the course discusses fair housing and anti-trust. The fair housing protected classes and elements of anti-trust are included. The second and main portion of the course is agency. The history is contained leading up to current changes. The duties are detailed and explained. Mandatory forms are also included. Section three contains the other related agency NRS and NAC sections. Included are agent rules and what misconduct is.

\$20.00 members

\$30.00 non-members

Tuesday, October 11, 2011 - 24CE

9:00 am - 12:00 pm

203K Financing Simplified

CE.5175000-RE for 3 General Credit Hours

This course will help you understand the FHA loan programs, purchase and financing certain repairs & upgrades, qualifying as any FHA loan, how to work with a HUD consultant.

\$20.00 members

\$30.00 non-members

Tuesday, October 11, 2011 - 24CE

1:00 pm - 4:00 pm

Real Estate Next 20 Years

CE.3680000-RE for 3 General Credit Hours

This course will help you understand the past and future of real estate, understand the projected future Nevada growth, understand possible future business models, understand how services may be performed in future years, understand projected real estate services future trends

\$20.00 members

\$30.00 non-members

Tuesday, October 11, 2011 - 24CE

5:30 pm - 8:30 pm

The Listing Contract

CE.3602000-RE for 3 Contract General Credit Hours

Review of a basic listing process, contract preparations, and commonly used disclosures

\$20.00 members

\$30.00 non-members

Wednesday, October 12, 2011 - 24CE

1:00 pm - 4:00 pm

Pre & Post Foreclosures: Tenants, Owners & Property Managers Rights

CE.5216000-RE for 3 Property Management Credit Hours

This course addresses issues that property managers may encounter when properties they manage go into foreclosure or when they manage properties which have already been foreclosed. We will examine tenants' rights as they relate to payment of rent and terminating their lease as well as ethical issues faced by property managers in dealing with foreclosed properties.

\$20.00 members

\$30.00 non-members

Wednesday, October 12, 2011 - 24CE

5:30 pm - 8:30 pm

2009 Legislative Update

CE.4065000-RE for 3 Legislative Law Credit Hours

Clearly define the process a bill goes through to become law from draft to signing. Identify the tenant's rights if the property is in the process of being foreclosed upon. List the items required in Nevada wherein the court will not award a deficiency judgment on the foreclosure of a single family home. Define the amount of notice time which must be provided to a tenant on a property which is in the foreclosure process. List the three items which must now be included in the notice of default to an owner occupant. List several changes in regard to the NRS116 laws which govern Common Interest Communities in Nevada. Name the number of months that a super priority lien for monthly fees in a CIC has merit once a bank or other lending institution forecloses on the property. Describe when a county health department is allowed order work be completed on a clean-up or repair and lien a property for the cost. Explain the new license length of renewal effective July 1, 2011.

\$20.00 members

\$30.00 non-members

Thursday, October 13, 2011

1:00 pm - 4:00 pm

New Brokerage Office: Managing & Operating the Office

CE.3808000-RE for 3 Broker Management Credit Hours

Real estate brokerages fail, as do agents and it is hoped that the student will acknowledge these failure percentages, be determined not to fail and appreciate the need and importance of the information in this class.

This class emphasizes that the business broker/owner is an entrepreneur, lender and manger. Each of these terms are carefully explained.

Next, the class discusses leadership. Numerous tips/ideas of How to Lead are contained in this section. Management and the qualities of a good manager follow. Numerous concepts and ideas are included.

\$25.00 members

\$35.00 non-members

Friday, October 14, 2011

9:00 am - 4:00 pm

Conquering Contracts II - Understanding Basic Contract Law and Listing and Buying Procedures 

CE.3118000-RE for 6 Contract Credit Hours

The objective of the course is to help licensees understand the pre-contract challenges to avoid potential litigation, and to protect the licensee's commission by utilization of local and GLVAR(r) forms.

\$100.00 members or non-members

Friday, October 14, 2011

1:00 pm - 4:00 pm

SBA Financing for Commercial & Business Opportunity Sales

CE.3829000-RE for 3 General Credit Hours

Identify the difference between conventional commercial lending and SBA lending. Understand the SBA loan programs and guidelines. Review and clarify the appropriate uses of 7a and 504 loans for commercial and business opportunity transactions.

\$20.00 members

\$30.00 non-members

Tuesday, October 18, 2011

5:30 pm - 8:30 pm

Understanding Net Sheets & the HUD

CE.3189000-RE for 3 General Credit Hours

Review Title Rate book, title discounts, closing costs, FHA & VA cost, preparation of Seller and Buyer Net sheets, review structure and how to read the HUD-1

\$20.00 members

\$30.00 non-members

Tuesday, October 25, 2011

1:00 pm - 5:00 pm

Fundamentals of Commercial Real Estate

CE.2708000-RE for 4 General Credit Hours

Net Operating Income and Annual Property Data Worksheets

\$20.00 members

\$30.00 non-members

Wednesday, October 26, 2011

1:00 pm - 4:00 pm

That's Not What I Agreed To

CE.4048000 for 4 Contract Credit Hours

\$20.00 members

\$30.00 non-members

Thursday, October 27, 2011

9:00 am - 4:00 pm

Conquering Contracts III - Understanding Property Management and Landlord-Tenant Law 

CE.3120001-RE for 6 Contract/Property Management Credit Hours

The objective of the course is to help licensees understand the pre-contract challenges to avoid potential litigation, and to protect the licensee's commission by utilization of local and GLVAR(r) forms.

\$100.00 members or non-members

NOVEMBER

Thursday, November 3, 2011

1:00 pm - 5:00 pm

That's Not What I Agreed To

CE.4048000-RE for 4 Contract Credit Hours

\$20.00 members

\$30.00 non-members

Friday, November 4, 2011

9:00 am - 12:00 pm

Intervention By the Courts

CE.5117000-RE for 3 General Credit Hours

Students should be able to obtain a basic understanding of specific performance actions, what to do in the event that a Notice of Lis pendens is recorded against property and how to protect both their clients and their own interests should a party to a real estate transaction file for bankruptcy. Member pricing is for members of RRG. GLVAR members that are not RRG members will be subject to the non-member price for this course. To learn more about the benefits of RRG membership, please contact the RRG Coordinator at 784-5004.

\$55.00 RRG members

\$70.00 non RRG members

\$90.00 non-members

Friday, November 4, 2011

1:00 pm - 5:00 pm

Commercial Sales Contracts & IRC 1031 Exchange Issues

CE.3754000-RE for 4 Contract Credit Hours

The class explores the basic elements of a commercial contract and identifies problem areas for a 1031 exchange client. Emphasis is on educating the commercial practitioner to assist in writing a contract supportive of IRC1031 tax deferred exchange treatment.

\$20.00 members

\$30.00 non-members

Monday, November 7, 2011

9:00 am - 12:00 pm

RESPA, HUD & A Thing of Value

CE.3479000-RE for 3 General Credit Hours

Obtain a clear understanding of RESPA laws governing "kickbacks", settlement services and disclosure. Define entities that are governed by RESPA. Why has HUD been increasing the investigations-recent case law? Who enforces RESPA conformity? Gain an understanding of the roll of The US Department of Housing and Urban Development. Prohibitions and Exceptions Accepted per RESPA. Penalties, fines and imprisonment examples from the industry. Define a "Thing of Value". Protect your license & avoid potential lawsuits. Conduct business, creating healthy team guidelines within which service industries can lawfully serve the best interests of you and your clients. Affiliated Business Arrangements. Update on current Legislation.

\$20.00 members

\$30.00 non-members

Monday, November 7, 2011

1:00 pm - 4:00 pm

Understanding Short Sales - A Guide to Selling Short Sale Homes

CE.5178000-RE for 3 Contract Credit Hours

This course will educate and familiarize students with contractual issues on a short sale transaction, consequences to discuss with the seller, government programs available to help the homeowner, submitting the short sale package to the loss mitigation department, overcoming issues, obtaining short sale approval and a release of deficiency, mortgage fraud and prospecting for short sale listings.

\$20.00 members

\$30.00 non-members

Tuesday, November 8, 2011

1:00 pm - 4:00 pm

Technology & Real Estate

CE.3598000-RE for 3 General Credit Hours

\$20.00 members

\$30.00 non-members

Tuesday, November 8, 2011

5:30 pm - 8:30 pm

Let's Talk Agency

CE.5137000-RE for 3 Agency Credit Hours

Introduce the concept, definition and application of Agency in Nevada; what is and is not an agent's responsibility; Agency and Fraud; meeting the "Feasance" Bothers; how to terminate agency.

\$20.00 members

\$30.00 non-members

Monday, November 14, 2011 - 24CE

9:00 am - 12:00 pm

FHA Made Easy

CE.3665000-RE for 3 General Credit Hours

Simplify your FHA transactions and learn the Do's and Don'ts when writing an FHA Offer or financing an FHA loan. Attendants will learn how to understand the FHA process and calculations for your FHA loans.

Please bring a simple calculator

\$25.00 members

\$35.00 non-members

Monday, November 14, 2011 - 24CE

1:00 pm - 4:00 pm

The Life of a Conventional Loan

CE.3345001-RE for 3 General Credit Hours

Since over 90% of loans are Conventional FNMA, what is this course will cover their regulations. At the close of this course you will be certain of these flight patterns: understand the buyer prequalification and loan application process; understand how a lender chooses a loan program to suit your buyer's needs; become familiar with the actual process of the life of a loan; learn the glossary of mortgage related terminology, and much more!

\$20.00 members

\$30.00 non-members

Monday, November 14, 2011 - 24CE

5:30 pm - 8:30 pm

Agency for Real Estate Licensees in Nevada

CE.3527000-RE for 3 Agency Credit Hours

Explain the types of agency relationships allowed in Nevada. Distinguish the difference between single agency, Dual Agency and Assigned Agency. Identify the parties and the duties to each. Identify the parties and the duties to each. Recognize the effects of dual and assigned agency. Choose good business practices in representing clients.

Demonstrate and explain the Consent to Act and Duties Owed forms. Recognize agency conflicts. Identify clients to avoid. Recognize penalties for breach of duties

\$20.00 members

\$30.00 non-members

Tuesday, November 15, 2011 - 24CE

9:00 am - 12:00 pm

Helping Clients/Customers Facing Financial Difficulties

CE.3929000-RE for 3 General Credit Hours

This is a class ideal for these times and for well into the future. Real estate licensees have many customers/ clients who contact them and express their financial difficulties. This class is structured so licensees can be of assistance. The known approaches are first listed: short sale, bankruptcy, wrap around mortgages, and foreclosure. Each of these can be explained, without giving advice, to the client. Next, two mortgage/housing bills are provided. The agent can provide this valuable information to the client/customer. The third section comes directly from HUD. It provides considerable information on the numbers of programs HUD has for homeowners facing financial difficulties. The fourth section explains credit scored valuable information on how FICO scores works is included.

\$20.00 members

\$30.00 non-members

Tuesday, November 15, 2011 - 24CE

1:00 pm - 4:00 pm

Fair Housing - Laws, Situations, Cases

CE.3681000-RE for 3 Ethic Credit Hours

Fair housing continues to be a major issue area for real estate agents. Federal, state, and other agencies actively pursue compliance and non-compliance. This class carefully defines Fair Housing, the protected classes and prohibitions. It then uses a number of situations and cases to apply fair housing facts to the rules and laws of fair housing. NRS statutes are also included.

\$20.00 members

\$30.00 non-members

Tuesday, November 15, 2011 - 24CE

5:30 pm - 8:30 pm

Writing the Purchase Agreement

CE.4082000-RE for 3 Contract Credit Hours

Review of Contract Law; discuss preparation of the purchase agreement contract and briefly review some of the most commonly used disclosures.

\$20.00 members

\$30.00 non-members

Wednesday, November 16, 2011 - 24CE

9:00 am - 12:00 pm

Essentials of Our Profession

CE.3526000-RE for 3 General Credit Hours

Understanding key definitions of who we are and what we do; understanding the specific areas of, Antitrust, Civil Rights and Fair Housing; understanding property management requirements. Review the Nevada mandated forms. Have a better understanding of the Real Estate Division. Learn the Key NAC sections and the key NRS sections along with an understanding of ethics and the Code of Ethics.

\$20.00 members

\$30.00 non-members

Wednesday, November 16, 2011 - 24CE

1:00 pm - 4:00 pm

Real Estate Update

CE.4064000-RE for 3 Legislative Law

Clearly define the process a bill goes through to become law from draft to signing. Explain how long a person being foreclosed upon has to cure the default under new Nevada Law. Identify when the tenant of a residential property must be notified if the property is in the process of being foreclosed upon. Define the amount of time that a tenant has to leave a property which is in the foreclosure process and/or what their other options may be. List the three items which must now be included in the notice of default to an owner occupant. Name the four items required for the State of Nevada to not issue a deficiency judgment on the foreclosure of a single family home.

List several changes in regard to the NRS116 laws which govern Common Interest Communities in Nevada. Name the number of months that a super priority lien for monthly fees in a CIC has merit once a bank or other lending institution forecloses on the property. Describe when a county health department could address a nuisance and lien a property for the cost to remedy such nuisance. Explain the new license length of renewal effective July 1, 2011.

\$20.00 members

\$30.00 non-members

Thursday, November 17, 2011

9:00 am - 12:00 pm

NBO: Rules, Laws, Statutes & Regulations

CE.3807000-RE for 3 Broker Management Credit Hours

This class first gives a number of important definitions - agent, statutes, laws, regulations, ethics and fiduciary. Next, the class outlines those special areas - fair housing and anti-trust. It then discusses ethics and includes the Code of Ethics.

The 5 mandatory state disclosure forms are then included. Last, the class provides state, local, NAC, NRS provisions that should be known and followed by the new brokerage.

\$20.00 members

\$30.00 non-members

Thursday, November 17, 2011

1:00 pm - 4:00 pm

Post Tenancy Issues: Tenant Gone, Problems Remain

CE.5156000-RE for 3 Property Management Credit Hours

This course addresses issues arising once the tenant has vacated the rental unit. It includes determining whether the property is "abandoned", handling personal property left on premises, security deposits and taking the former tenant to small claims court.

\$20.00 members

\$30.00 non-members

Monday, November 28, 2011

1:00 pm - 4:00 pm

Business Broker - Terms, Laws & Regulations Techniques & Risks

CE.3869000-RE for 3 Business Broker Credit Hours

The first part defines a business broker, list business broker associations, provides business sale strategies, gives a glossary of terms and then provides the associated Real Estate Division, NRS and NAC provisions associated with business broker.

The second part defined as techniques discusses asset vs. stock sale, franchise sales, capital gains, 1031s, valuing a business, recasting a financial statement and more.

The last section is risk management which, naturally, is important to business brokers. Included are: what is risk management, identifying and monitoring risks, creating a risk management plan and risk assessment.

\$20.00 members

\$30.00 non-members

Tuesday, November 29, 2011

9:00 am - 12:00 pm

Buyer & Seller Agency in Nevada

CE.3409000-RE for 3 Agency Credit Hours

After completing this course you will be able to: Distinguish the changes that have occurred in real estate agency in the past 50 years, Recognize the need for representation, Explain the types of agency relationships allowed in Nevada, Identify the parties and duties of each, Recognize the effects of dual and assigned agency, Choose good business practices in representing clients, and Demonstrate the forms used in Nevada.

\$20.00 members

\$30.00 non-members

Tuesday, November 29, 2011

1:00 pm - 4:00 pm

2009 Legislative Update

CE.4065000-RE for 3 Legislative Law

Clearly define the process a bill goes through to become law from draft to signing. Identify the tenant's rights if the property is in the process of being foreclosed upon. List the items required in Nevada wherein the court will not award a deficiency judgment on the foreclosure of a single family home. Define the amount of notice time which must be provided to a tenant on a property which is in the foreclosure process. List the three items which must now be included in the notice of default to an owner occupant. List several changes in regard to the NRS116 laws which govern Common Interest Communities in Nevada. Name the number of months that a super priority lien for monthly fees in a CIC has merit once a bank or other lending institution forecloses on the property. Describe when a county health department is allowed order work be completed on a clean-up or repair and lien a property for the cost. Explain the new license length of renewal effective July 1, 2011.

\$20.00 members

\$30.00 non-members

DECEMBER

Thursday, December 1, 2011

1:00 pm - 5:00 pm

The Attorney General Is On the Line

CE.3976000-RE for 4 Ethic Credit Hours

If you were ARRESTED and charged with a real estate crime - would a "Jury of Your Peers" send you up the river?

\$20.00 members

\$30.00 non-members

Friday, December 2, 2011

1:00 pm - 4:00 pm

Expect Ethics

CE.3503000-RE for 3 Ethic Credit Hours

Review the Realtor Code of Ethics. Identify what the Mortgage Trends have been through the ages, understand the cycles. Discuss current fraudulent activity discovered by FBI Identify hidden fraud schemes. Understand the Mortgage Industry's Laws and regulations that dictate what is fraudulent.

Identify simple program changes that make tiny white lies unnecessary to get a buyer approved. Why increase the investigations recent case law. Penalties, fines and imprisonment examples from the industry; Protect your license, your clients & your reputation; and an Update on current Legislation.

\$20.00 members

\$30.00 non-members

Monday, December 5, 2011

9:00 am - 12:00 pm

Short Sale Foreclosure: The Contract Process

CE.5174000-RE for 3 Contract Credit Hours

\$20.00 members

\$30.00 non-members

Monday, December 5, 2011

1:00 pm - 5:00 pm

Single Family Investment Strategies

CE.3792000-RE for 3 General Credit Hours

Question: If investors wanted your help, could you complete a cash flow statement (an APOD) for them? Can you speak the language? This course will teach you what to say and how to say it - the terminology for working with investors, either first timers or seasoned. You will learn how to "do the numbers" using a real "case study". Come prepared to work and have fun. "Bring a CALCULATOR and plenty of enthusiasm"

\$20.00 members

\$30.00 non-members

Thursday, December 8, 2011

9:00 am - 12:00 pm

Pre & Post Foreclosures - Tenants, Owners & Property Management

CE.5216000-RE for 3 Property Management Credit Hours

This course addresses issues that property managers may encounter when properties they manage go into foreclosure or when they manage properties which have already been foreclosed. We will examine tenants' rights as they relate to payment of rent and terminating their lease as well as ethical issues faced by property managers in dealing with foreclosed properties.

\$20.00 members

\$30.00 non-members

Thursday, December 8, 2011

1:00 pm - 4:00 pm

Disciplines, Challenges & Rules of Broker Management

CE.3580000-RE for 3 Broker Management Credit Hours

The class carefully looked at broker management from numerous directions. First, it defines broker and management; it then provides a short history of management. Next, the class identifies and examines the numerous functions of management, from human resources to marketing to finance and more.

\$20.00 members

\$30.00 non-members

Friday, December 9, 2011 - 24CE

9:00 am - 12:00 pm

HABA, Short Sale & Equator

CE.5184000-RE for 3 General Credit Hours

\$20.00 members

\$30.00 non-members

Friday, December 9, 2011 - 24CE

1:00 pm - 4:00 pm

Contracts: Ready, Prepare, Present

CE.3832000-RE for 3 Contract Credit Hours

This is a detailed contracts class. First, the class contains the appropriate contract definitions, elements of a contract, and different contract forms are provided. Next, a section is contained on how to secure an offer. A contract form is then provided with the purpose being to go over each of the terms of the contract. The next section addresses negotiating the contract. Different tips and theories about negotiating are included as are related Code of Ethics provisions. The last section provides actual contract court cases.

\$20.00 members

\$30.00 non-members

Monday, December 12, 2011 - 24CE

9:00 am - 12:00 pm

Agency A-Z

CE.3395001-RE for 3 Agency Credit Hours

This class tries to put the subject in an easy to understand chronological format. First, the course asks and answers the question why agency is a big deal. It then gives basic definitions and explains how agencies are created and terminated. Next, the course traces the history of agency. It then explains the three types of agencies in Nevada and how each is formed and operates. The course then explains, with a fair amount of detail, the various disclosure requirements. The course after explaining history, types and operations goes directly into the forms and related NRS Sections. It is believed the details are important to have the student fully understand this subject and its' requirements.

\$20.00 members

\$30.00 non-members

Monday, December 12, 2011 - 24CE

1:00 pm - 4:00 pm

203K Financing Simplified

CE.5175000-RE for 3 General Credit Hours

\$20.00 members

\$30.00 non-members

Monday, December 12 - 24CE

5:30 pm - 8:30 pm

Ethics University

CE.3347000-RE for 3 Ethic Credit Hours

Discuss core of ethics and their application to real estate. "Work shop" a situation.

\$20.00 members

\$30.00 non-members

Tuesday, December 13, 2011 - 24CE

9:00 am - 12:00 pm

HUD Closing Process & Special Financing Techniques

CE.5177000-RE for 3 General Credit Hours

Learn about the new rules and procedures involved in the HUD closing and escrow process that came into effect in November 2010. Also learn about the FHA financing and other financing commonly used on HUD Home transactions

\$20.00 members

\$30.00 non-members

Tuesday, December 13, 2011 - 24CE

1:00 pm - 4:00 pm

Real Estate Update

CE.4064000-RE for 3 Legislative Law

Clearly define the process a bill goes through to become law from draft to signing. Explain how long a person being foreclosed upon has to cure the default under new Nevada Law. Identify when the tenant of a residential property must be notified if the property is in the process of being foreclosed upon. Define the amount of time that a tenant has to leave a property which is in the foreclosure process and/or what their other options may be. List the three items which must now be included in the notice of default to an owner occupant. Name the four items required for the State of Nevada to not issue a deficiency judgment on the foreclosure of a single family home.

List several changes in regard to the NRS116 laws which govern Common Interest Communities in Nevada. Name the number of months that a super priority lien for monthly fees in a CIC has merit once a bank or other lending institution forecloses on the property. Describe when a county health department could address a nuisance and lien a property for the cost to remedy such nuisance. Explain the new license length of renewal effective July 1, 2011.

\$20.00 members

\$30.00 non-members

Tuesday, December 13, 2011 - 24CE

5:30 pm - 8:30 pm

Understanding the Escrow Process & Prelims

CE.2933000-RE for 3 General Credit Hours

Overview of escrow, the escrow & closing process. Review a Preliminary title report.

\$20.00 members

\$30.00 non-members

Wednesday, December 28, 2011

9:00 am - 12:00 pm

How to Write a Proper HUD Contract

CE.5176000-RE for 3 Contract Credit Hours

Learn how to properly write a HUD contract under the new HUD rules and regulations that came into effect in November 2010.

\$20.00 members

\$30.00 non-members

Wednesday, December 28, 2011

1:00 pm - 4:00 pm

SBA Financing for Commercial & Business Opportunity Sales

CE.3829000-RE for 3 General Credit Hours

Identify the difference between conventional commercial lending and SBA lending. Understand the SBA loan programs and guidelines. Review and clarify the appropriate uses of 7a and 504 loans for commercial and business opportunity transactions.

\$20.00 members

\$30.00 non-members