

Continuing Education

Upcoming RASM Education Courses 2014-2015

Oct. 29, 2014

**Broker & Salesperson Module – MN Disclosure Laws-
Who, What, When and How
Fulfills the 2014-2015 Required Module**

Instructor: Brad Boyd

3.75 hour of cont. education credit

8:30 am to 12:15 pm

Before 10/22/14

\$39.00/RASM Member Non RASM Member \$44.00

After 10/22/14

\$45.00/RASM Member Non RASM Member \$50.00

Association Office Education Center, North Mankato

Topics Covered: this course will provide in depth details on numerous real estate licensee disclosure requirement issues. Curriculum also includes the proper disclosures required by sellers, including selling property “as is” and the liability sellers can incur for non-compliance.

Oct. 29, 2014

**Brokers and Salespersons Module- Financing Issues,
Earnest Money, and Trust Accounts
Fulfills the 2014-2015 Required Module, also fulfills 1 Hour
Broker Module Requirement**

Instructor: Brad Boyd

3.75 hours of cont. education credit

1:15 pm to 5:00 pm

Before 10/22/14

\$39.00/RASM Member Non RASM Member \$44.00

After 10/22/14

\$45.00/RASM Member Non RASM Member \$50.00

Association Office Education Center, North Mankato

**Please include an
additional \$5 if you
would like to have
pizza brought in for
lunch during break!**

Topics Covered: This course will help real estate licensees better understand trust account requirements and issues relating to earnest money. Information will also be shared on the mortgage Act and Practices (MAP) rule, the Real Estate Settlement and Procedures act (RESPA) and the Consumer Financial Protection Board (CFPB). Financing topics covered include Contract for Deed sales and new FHA loan limitations.

Jan. 21, 2015

**Broker & Salesperson Module – MN Disclosure Laws-
Who, What, When and How
Fulfills the 2014-2015 Required Module**

Instructor: Lynn Leegard

3.75 hour of cont. education credit

8:30 am to 12:15 pm

Before 1/14/15

\$39.00/RASM Member Non RASM Member \$44.00

After 1/14/15

\$45.00/RASM Member Non RASM Member \$50.00

Association Office Education Center, North Mankato

Topics Covered: this course will provide in depth details on numerous real estate licensee disclosure requirement issues. Curriculum also includes the proper disclosures required by sellers, including selling property “as is” and the liability sellers can incur for non-compliance.

Jan. 21, 2015

**Brokers and Salespersons Module- Financing Issues,
Earnest Money, and Trust Accounts
Fulfills the 2014-2015 Required Module, also fulfills 1 Hour
Broker Module Requirement**

Instructor: Lynn Leegard

3.75 hours of cont. education credit

1:15 pm to 5:00 pm

Before 1/14/15

\$39.00/RASM Member Non RASM Member \$44.00

After 1/14/15

\$45.00/RASM Member Non RASM Member \$50.00

Association Office Education Center, North Mankato

**Please include an
additional \$5 if you
would like to have
pizza brought in for
lunch during break!**

Topics Covered: This course will help real estate licensees better understand trust account requirements and issues relating to earnest money. Information will also be shared on the mortgage Act and Practices (MAP) rule, the Real Estate Settlement and Procedures act (RESPA) and the Consumer Financial Protection Board (CFPB). Financing topics covered include Contract for Deed sales and new FHA loan limitations.

Feb. 11, 2015

Negotiate with Confidence and Power: Fundamentals

***This class will apply to GRI designation**

Instructor: Deb Greene

3.0 hours of cont. education credit

9:00 am to 12:00 pm

Before 2/4/15

\$39.00/RASM Member Non RASM Member \$44.00

After 2/4/15

\$45.00/RASM Member Non RASM Member \$50.00

Association Office Education Center, North Mankato

Topics Covered: This course will help real estate professionals understand the practices of negotiating on behalf of, and in the best interests of, their real estate clients in the purchase, sale or lease of real property. Students will learn how to understand the needs, concerns, priorities and motivations of parties to the negotiation in order to better serve the interests of their clients.

March 25, 2015

Business and Communication Technology

***This class will apply to GRI designation**

Instructor: Rob Mehta

3.0 hour of cont. education credit

9:00 am to 12:00 pm

Before 3/18/15

\$39.00/RASM Member Non RASM Member \$44.00

After 3/18/15

\$45.00/RASM Member Non RASM Member \$50.00

Association Office Education Center, North Mankato

Topics Covered: Are you thinking about buying technology devices, software or apps to improve your real estate business but don't know where to start? Are you struggling to reach consumers because you don't know which communication methods are the most effective ones to utilize? Do you have concerns about data security, virus protection, legal issues, etiquette and personal safety in using these tools? By attending this course you will learn how to run your real estate business safely in the most cost & time efficient manner by leveraging technology.

April 8, 2015

Code of Ethics *Meets NAR requirements of Code of Ethics

Instructor: Lynn Leegard

2.5 hours of cont. education credit

9:00 am to 11:30 am

Before 4/1/15

\$25.00/RASM Member Non RASM Member \$31.00

After 4/1/15

\$.00/RASM Member Non RASM Member \$40.00

Association Office Education Center, North Mankato

Topics Covered: This class will explore ethical duties and obligation as prescribed by the Code of Ethics and MN Statutes, when working with buyers and sellers. Examples and case studies will be cited to help agents identify problems and recommendation to avoid conflict and correct problems.

April 8, 2015

Agency and Fair Housing

***Meets Agency and Fair Housing cont. ed requirements**

Instructor: Lynn Leegard

2.0 hours of cont. education credit

12:30 pm to 2:30 pm

Before 4/1/15

\$25.00/RASM Member Non RASM Member \$31.00

After 4/1/15

\$31.00/RASM Member Non RASM Member \$40.00

Association Office Education Center, North Mankato

Topics Covered: This class will help real estate practitioner's understand the duties and responsibilities required by fair housing and anti-discrimination laws and MN agency requirements. .

April 29, 2015

**Broker & Salesperson Module – MN Disclosure Laws-
Who, What, When and How
Fulfills the 2014-2015 Required Module**

Instructor: Don Smith

3.75 hour of cont. education credit

8:30 am to 12:15 pm

Before 4/22/15

\$39.00/RASM Member Non RASM Member \$44.00

After 4/22/15

\$45.00/RASM Member Non RASM Member \$50.00

Association Office Education Center, North Mankato

Topics Covered: this course will provide in depth details on numerous real estate licensee disclosure requirement issues. Curriculum also includes the proper disclosures required by sellers, including selling property “as is” and the liability sellers can incur for non-compliance.

April 30, 2015

**Brokers and Salespersons Module- Financing Issues,
Earnest Money and Trust Accounts
Fulfills the 2014-2015 Required Module, also fulfills 1 Hour
Broker Module Requirement**

Instructor: Don Smith

3.75 hours of cont. education credit

8:30 am to 12:15 pm

Before 4/23/15

\$39.00/RASM Member Non RASM Member \$44.00

After 4/23/15

\$45.00/RASM Member Non RASM Member \$50.00

Association Office Education Center, North Mankato

Topics Covered: This course will help real estate licensees better understand trust account requirements and issues relating to earnest money. Information will also be shared on the mortgage Act and Practices (MAP) rule, the Real Estate Settlement and Procedures act (RESPA) and the Consumer Financial Protection Board (CFPB). Financing topics covered include Contract for Deed sales and new FHA loan limitations.

The 2014-15 DOC Required Module consists of:

- **3.75 hour MN Disclosure Laws Class AND**
- **3.75 Financing Issues Class**

Attendance and passing a written examination on BOTH components is required to satisfy the modules.



REALTOR® ASSOCIATION OF SOUTHERN MINNESOTA

- October 22, 2014 **New Member Orientation** – Requirement for all new members
9:00-12:30, 3.5 hours Continuing Education Credit-
Association Office Education Center, North Mankato
- January 15, 2015 **New Member Orientation** – Requirement for all new members
9:00-12:30, 3.5 hours Continuing Education Credit-
Association Office Education Center, North Mankato
- April 16, 2015 **New Member Orientation** – Requirement for all new members
9:00-12:30, 3.5 hours Continuing Education Credit-
Association Office Education Center, North Mankato
- July 16, 2015 **New Member Orientation** – Requirement for all new members
9:00-12:30, 3.5 hours Continuing Education Credit-
Association Office Education Center, North Mankato

*You must arrive on time and attend the entire session to be given credit for the class per the Department of Commerce

*Classes may be cancelled due to lack of registrants

*No refunds unless you call 24 hours in advance to cancel your registration

Watch for additional information and registration forms in your newsletter. Education schedule also available on the website at www.rasminfo.com

Who do you contact?

For registration or course information contact Brittini at
brittini@rasminfo.com

RASM Phone Number: 507-345-6018

RASM Fax Number: 507-345-5225

RASM Website: www.rasminfo.com

Classroom Location:

RASM

2115 Rolling Green Lane

North Mankato, MN 56003

MN Department of Commerce

All real estate education is regulated by the Minnesota Department of Commerce. All courses offering continuing education credit must first be approved by the department and re-approved each year. Some other important facts to remember regarding education and Department of Commerce regulations include:

On-time Arrival

As a provider of continuing education, we are not allowed to admit a student after class has started.

Renewal – New Agent

As a new agent, you are required to complete 30 hours of continuing education before your license renewal deadline.

Renewal – All Other Agents

You are required to complete a minimum of 15 hours by June 30, 2015 and the remaining hours by your renewal date of June 30, 2016.

“Review your Transcript” of continuing education credits at

www.pulseportal.com.

RASM offers Online Education!!

To access the information go to www.rasminfo.com
Click on the Education tab on the left hand side

The screenshot shows the RASM Education Calendar website. On the left is a navigation menu with options: FIND A HOME, CONTACT US, REALTORS® GIVE BACK, MEMBERS ONLY, AFFILIATE MEMBERS, EDUCATION, INDUSTRY NEWS, and LINKS. The main content area features a calendar for October 2010, with the 29th highlighted. Below the calendar is a list of classes for Tuesday, October 29th:

- Code of Ethics**
Location: [blank]
Times: 8:30-11:00
Credits: [blank]
Non-Member Cost: [blank]
Member Cost: [blank]
- Forms Update**
Location: [blank]
Times: 12:00-2:30
Credits: [blank]
Non-Member Cost: [blank]
Member Cost: [blank]
- How Disclosure Requirements, Waiver and As-Is all work together**
Location: [blank]
Times: 2:30-4:30
Credits: [blank]
Non-Member Cost: [blank]
Member Cost: [blank]

Below the class list are several promotional banners and logos, all enclosed in a red circle:

- 360training.com®**
- Online Real Estate Continuing Education** (MN Real Estate CE)
- Online Real Estate Classes** (MN Title Insurance and Escrow CE)
- The CE Shop** (Continuing Education made easy)
- SPOOKTACULAR SAVINGS** (Online Continuing Education, Save 20% on your enrollment, Enroll Today!, Promo Code: OCT20)

At the bottom of the page, there is a copyright notice: Copyright © 2010, REALTOR® Association of Southern Minnesota. All Rights Reserved. and a link to Read our disclaimer | Find Us on Facebook.



REALTOR® ASSOCIATION OF SOUTHERN MINNESOTA

Continuing Education Checklist

Please register me for the following classes:

- Oct. 29, 2014** – Broker/Salesperson Required Module – MN Disclosure Law
3.75 hours of CE
- Oct. 29, 2014** – Broker/Salesperson Required Module- Financing Issues
3.75 hours of CE
- Jan. 21, 2015** – Broker/Salesperson Required Module- MN Disclosure Law
3.75 hours of CE
- Jan. 21, 2015** – Broker/Salesperson Required Module- Financing Issues
3.75 hours of CE
- Feb.11, 2015** – Negotiate with Confidence and Power Fundamentals
3.0 hours of CE
- March 25,2015** – Business and Communication Technology
3.0 hours of CE
- April 8, 2015** – Code of Ethics
2.5 hours of CE
- April 8, 2015** – Agency and Fair Housing
2.0 hour of CE
- April 29, 2015** – Broker/Salesperson Required Module- MN Disclosure
Law
3.75 hours of CE
- April 30, 2015** – Broker/Salesperson Required Module- Financing Issues
3.75 hours of CE

