



La Crosse Area REALTORS® Association Presents:

2009-2010 Wisconsin Real Estate Continuing Education

Course #1 and Course #2, (6 Credit Hours)

Friday, March 5, 2010 Instructor - Dave Sayas

Sign up today and support your local Association!

Place: Radisson Center
Address: Corner of 2nd & Jay St. / 1 Block South of Radisson Hotel
Date: Friday, March 5, 2010
Time: 8:00—8:30 Registration, Rolls, and coffee
 8:30—11:30 Course 1 and Exam
 11:30—12:15 Lunch Served
 12:15—3:15 Course 2 and Exam

Check-in opens 30 minutes before class. Please be on time.
 Those arriving late will not be permitted in class.

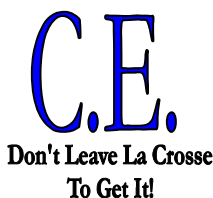
Cost: Member - \$65. Non-Member- \$75
 Includes 6 hours of CE, rolls and coffee,
 lunch, & soda/coffee break

\$10 late fee after February 26, 2010

One Course Only: Member—\$30 (No Lunch)
 Non-Member—\$35 (No Lunch)

\$10 late fee after February 26, 2010

There are no refunds for cancellations after February 26, 2010 or for No-Shows.



About the Instructor:

Dave Sayas graduated from Valparaiso University Law School in 1974 and is an attorney in private practice in Wauwatosa. He is an active member of the Greater Milwaukee Association of REALTORS® and served as a director of the Waukesha County Association of REALTORS® in 1994. He has taught numerous real estate courses and serves on the State of Wisconsin Real Estate Forms Drafting Committee. In 2000, Dave was named Instructor of the Year for the second time by the Wisconsin REALTORS® Association.

* APPROVED FOR MINNESOTA CREDIT *

Course 1- Listing Contracts: Begins by review 240.10 requirements for a valid agency agreement. The outline focuses on issues surrounding the WB-1 Residential Listing Contract such as: exclusions, incentives, extension, and termination of the listing. This course includes a broad discussion of cooperation, access to the property, offer presentation, the Real Estate Condition Report, property inspection by licensees, and open houses and individual showings. Course 1 also tackles agency relationships, client vs. customer, proper agency disclosure, use of the WB-42 Amendment and incorporation the listing questionnaire.

Course 2 - Offer to Purchase: This program includes the revisions and additions to the WB11 Residential Offer to Purchase (mandatory use date of 3/1/2010) including: the financing contingency, closing proration, delivery, appraisal contingency, and distribution of information. Course 2 provides a discussion of the inspection contingency and use of the amendment and notice. In addition the other forms used in daily practice are also included such as: WB40 Amendment, WB41 Notice, WB44 Counter-Offer, WB45 Cancellation Agreement and Mutual Release, and WB46 Multiple Counter-Proposal.

Mail/Fax/Bring form & check or credit card to: La Crosse Area REALTORS Association., 111 6th St. S., La Crosse, WI 54601, Fax 608-785-7742, Ph: 608-785-7744

REGISTRATION FORM - COURSES 1 & 2 (For Credit) (WI)

NAME: _____ FIRM NAME _____

AMT. ENCLOSED: \$ _____ Check # _____

Please Check One: **Do you need MN CE?** [] YES [] NO

Please Check One: [] COURSE 1 ONLY (For Credit) [] COURSE 2 ONLY (For Credit) [] BOTH COURSES (For Credit)

To pay by credit card, complete & sign below (We accept MasterCard, Visa, and Discover):

Card: _____ - _____ - _____ - _____ Exp: ____/____

STREET ADDRESS: _____ ZIP: _____

Signature (required for charges): _____

[] SPECIAL SERVICES. CHECK HERE IF YOU REQUIRE SPECIAL SERVICES TO ATTEND. PLEASE ATTACH A DESCRIPTION OF NEEDS.