



**La Crosse Area  
REALTORS®  
Association Presents:**

**2009-2010 Wisconsin Real Estate  
Continuing Education**

**Course #3 and Course #4  
Tuesday April 13, 2010  
Instructor—Dave Sayas**

**C.E.**

**Don't Leave La Crosse  
To Get It!**

**Sign up today and support your local Association!**

**Place:** Radisson Ballroom  
**Directions:** 200 Harborview Plaza  
**Date:** Tuesday April 13, 2010  
**Time:** 8:00—8:30 Registration, rolls,  
and coffee  
8:30—11:30 Course 3 and Exam  
11:30—12:15 Lunch Served  
12:15—3:15 Course 4 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, and Soda Break

\$10 late fee if registering after April 6, 2010

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

\$10 late fee if registering after April 6, 2010  
There are no refunds for cancellations after April 6, 2010 or  
for No-Shows.

**\* APPROVED FOR MINNESOTA CE CREDIT \***

**Course 3 - New Developments:** Course 3 incorporates e-mail delivery and the role of the e-commerce law as well as a comprehensive discussion of the exceedingly relevant short sales and foreclosures. This course also covers the impact of the use value assessment and land use issues including restrictions, easements, zoning, pier regulation, floodplain and FEMA remapping. Course 3 also includes the new developments in real estate case law, legislative updates and fair housing.

**Course 4 - Buyer Agency Agreements:** Includes a discussion of pre-agency, client vs. customer, role of selling agent vs. buyer's agent, Wis. Stat. 240.10 requirements for a valid agency agreement, and disclosing buyer agency status. Course 4 focuses on the WB-36 Buyer Agency/Tenant Representation Agreement, including: modifying agency authorization, excluded properties, compensation/incentives, procuring cause, agency relationships, proper agency disclosure, and termination of the agreement. This course also covers extending the agreement term and use of WB-47 Amendment to Buyer Agency Agreement.

**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.



**You Don't Have to Travel Far!**.....

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 3 & 4 (WI)**

NAME: \_\_\_\_\_ FIRM NAME \_\_\_\_\_

AMT. ENCLOSED: \$ \_\_\_\_\_ Check # \_\_\_\_\_

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

Please Check One: [ ] COURSE 3 ONLY (For Credit) [ ] COURSE 4 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.