



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

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

**WI CE Elective Courses A and C
Monday May 3, 2010 Instructor - Dave Sayas**

Notice With the start of the 2009-2010 biennium, all licensees must complete six Department of Regulation and Licensing (DRL)-approved courses for a total of 18 hours before December 14, 2010. Licensees must complete the four mandatory courses and two electives from the DRL-approved electives list.

Sign up today and support your local Association!

Place: Radisson Ballroom
Directions: 200 Harborview Plaza
Date: Monday May 3, 2010
Time: 8:00—8:30 Registration, rolls, and coffee
 8:30—11:30 Elective A and Exam
 11:30—12:15 Lunch Served
 12:15—3:15 Elective C 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 26, 2010

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

\$10 late fee if registering after April 26, 2010
There are no refunds for cancellations after April 26, 2010 or for No-Shows.

Elective Course A—Risk Reduction: This elective uncovers advertising administrative rules, the role of the Department of Regulation and Licensing, common closing issues and forms of ownership such as; corporations, limited liability companies, tenants in common, joint tenants, and marital property vs. survivorship marital property. Elective A includes required licensee disclosures as well as information licensees are not obligated to disclose. Additionally, Elective A addresses how to avoid liability regarding referral fees, fee splitting, affiliated business relationships, licensee self-dealing, independent practice and insurance.

Elective Course C—Condominiums: Introduces basic concepts of condominiums and contains a discussion of condominium ownership. Elective C focuses on the revised WB-4 Condominium Listing Contract including the timelines for delivery, rescission, and missing condominium disclosure documents. This course addresses other concerns, such as; licensees as recipient for delivery of the documents, reserve accounts, and the Addendum to Real Estate Condition Report. This course includes an overview of the WB-14 Condominium Offer to Purchase and general concerns with pre-construction, new construction, and existing condominiums. Also addressed are types of condominiums in today's real estate market; for example, hotel/condominiums, free standing condominium units, and parking spaces.

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 - Elective Courses A and C (WI)

NAME: _____ FIRM NAME _____

AMT. ENCLOSED: \$ _____ Check # _____

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

Please Check One: [] COURSE A ONLY (For Credit) [] COURSE C 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.