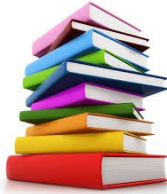


**La Crosse Area
REALTORS® Association Presents:**



2017-2018 Wisconsin Real Estate

Continuing Education

**WI CE Courses 1: Wisconsin Listing Contracts
and 2: Wisconsin Offers to Purchase**

March 12, 2018

**Total - 6 Hours WI CE Credit / 6 Hours MN CE
Credit**

Instructor - Atty. Jonathan Sayas

Soda Break Sponsored By:



Where: Cedar Creek
2600 Cedar Creek Ln.
Onalaska, WI 54650

When: March 12, 2018

Time: 8:00 - 8:30 Registration, Bagels & Coffee
8:30 - 11:30 Course 1 and Exam
11:30 - 12:15 Hot 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 - \$68.00
Non-Member- \$78.00

Includes 6 hours of WI CE (also approved for 6 HRS MN credits),
Bagels, English Muffins and Coffee.
Hot lunch (see lunch menu) & Soda/Cookie Break

Lunch Menu: Teriyaki Marinated Chicken Breast, Stir Fry
Vegetables, White Rice & Beverage

One Course Member - \$54.00 (No Lunch)
Only: Non-Member - \$64.00 (No Lunch)

*There are no refunds for cancellations after March 5, 2018 or for
No-Shows.\$10 late fee if registering after.*

Sign up today and support your local Association!

Course 1- Wisconsin Listing Contracts:

- Focuses on the new WB-1 Residential Listing Contract Exclusive Right to Sell.
- Covers agency choices including new language to describe the agency choices will be reviewed.
- Explores updated delivery methods including email as a form of delivery and how to add email to contracts where it does not already exist.
- Provides instruction on the revised Commission section in the new listing and additional ways in which a buyer can become a Protected Buyer.
- Reviews "as-is" sales and what that means for the licensee and seller.
- Examines the disclosure requirements when a licensee is also the seller.
- Topics also include cooperation with other licensees, use of amendments, and marketing and advertising.

Course 2- Wisconsin Offers to Purchase:

- Reviews use of the WB-11 Residential Offer to Purchase.
- Discusses using the financing, closing of the buyer's property, and secondary offer contingencies.
- Covers "as-is" sales and what it mean for the buyer and the licensee
- Examines pre- and post-closing occupancy agreements.
- Provides instruction on fees that can affect the transaction such as the transfer fee, homeowner's association fees, and condominium fees.
- Reviews closing documents after TILA-RESPA Integrated Disclosure (TRID).
- Examines the disclosure requirements when the buyer is a licensee.
- Topics also include safety, scams, and the insurability of a property.

About the Instructor: Jonathan M. Sayas serves as Wisconsin underwriting counsel for Stewart Title Guaranty Company. Jonathan received his Juris Doctor from Valparaiso University in Indiana and is licensed to practice before all courts in the state of Wisconsin and U.S. Federal District Court—East District of Wisconsin.

Mail/Fax/Email/ or bring form & check or credit card to: La Crosse Area REALTORS Association., 111 6th St. S., La Crosse, WI 54601,
Fax: 608-785-7742, Phone: 608-785-7744 or membershipservices@larawebsite.com

NAME: _____

FIRM NAME: _____

Please Check One: **Do you need MN CE?** [] YES [] NO Please Check One: [] COURSE 1 ONLY [] COURSE 2 ONLY [] BOTH COURSES

AMT. ENCLOSED: \$ _____ Check # _____

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

Card : _____ - _____ - _____ - _____ Exp: ____/____ CVV Number: _____

Address where credit card statement is mailed

City, State, & Zip

Signature (required for charges): _____

[] Please check here if you require special services or DIETARY NEEDS. Please attach a description of needs.