

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



**2017-2018 Wisconsin Real Estate**

**Continuing Education**

**WI CE Courses 3: Wisconsin New Developments and 4: Ethics and Best Practices**

**April 5, 2018**

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

**Instructor - Atty. Jonathan Sayas**

**Soda Break Sponsored By:**



**Town n' Country Title**

"We take care of title issues before they become closing issues!"

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

**When:** April 5, 2018

**Time:** 8:00 - 8:30 Registration, Bagels & Coffee  
8:30 - 11:30 Course 3 and Exam  
11:30 - 12:15 Hot 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 - \$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 & Soda/Cookie Break

**Lunch Menu:** Pork Tenderloin Medallions, Mashed  
Potatoes, Vegetables, Rolls & Beverage

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

*There are no refunds for cancellations after March 29, 2018 or for No-Shows.\$10 late fee if registering after.*

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

**Course 3 – Wisconsin New Developments:**

- Updates licensees with the most recent changes and developments in real estate law, practices, and procedures.
- Examines changes to Wisconsin statutes, administrative code provisions, and case law.
- Provides instruction on revised forms including state forms and WRA forms.
- Covers pending and proposed legislative and regulatory changes, forms revisions, and other potential changes to licensing regulations.

**Course 4– Ethics and Best Practices:**

- Satisfies the National Association of REALTORS® Code of Ethics requirements.
- Discusses ways to improve standards of practice by focusing on communication with consumers and other agents including confidentiality, disclosure, drafting and submission of written proposals, and providing services with reasonable skill and care.
- Considers procuring cause and dispute resolution.
- Reviews rules for contacting represented sellers and buyers.
- Learn about enforcement procedures for ethics and best practices.
- Explores the new statute of limitations for actions against licensees and how that changed record keeping rules for firms.
- Topics also include fair housing and responsibilities of firms and licensees.

**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 3 ONLY  COURSE 4 ONLY  BOTH COURSES

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

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