

# POST LICENSING EDUCATION

## 48 Hour Package

Monday-Thursday  
October 3rd—October 13th



\* Save up to \$80 off the price of individual classes by registering for 8 or more classes!

\*Must register with this form to receive discount

GLAR Professional Development Department

Education@louisvillerealtors.com

[www.louisvillerealtors.com](http://www.louisvillerealtors.com)

| Times        | Credit                                  | Titles                                    | DAY 1– October 3rd  | Instructor            |
|--------------|---|---|---|-----------------------|
| 9am-<br>Noon | 3 Fair Housing                          | <b>Fair Housing</b>                       | In this class you will discuss and analyze discriminatory practices, learn how to advertise in a non-discriminatory fashion, and review the importance of documenting your actions.             | <b>Dennis Stilger</b> |
| 1-4pm        | 3 Agency                                | <b>Agency Law and Disclosures</b>         | This course will cover various issues of the Kentucky license law dealing with consumer protection, including laws regarding agency creation and dissolution, designated agency and disclosure. | <b>Dennis Stilger</b> |
| Times        | Credit                                  | Titles                                    | DAY 2– October 4th  | Instructor            |
| 9am-<br>Noon | 3 License Compliance                    | <b>License Compliance</b>                 | This course provides an overview of noncompliance issues that cause cancellation of a license by the KREC. Mandatory class!   | <b>Kathy Pfeffer</b>  |
| 1-4pm        | 2 Risk and<br>1 Elective                | <b>Property Titled in Estate or Trust</b> | Know what to expect if you're the buyer's agent in a transaction where the seller is a trust or estate.   | <b>Cora Henderson</b> |
| Times        | Credit                                  | Titles                                    | DAY 3– October 5th  | Instructor            |
| 9am-<br>Noon | 3 Contracts                             | <b>Contracts: Law &amp; Theory</b>        | Agents will fully understand the necessary elements of a contract and the legal limitations of the contract. Covers e-signatures and unauthorized practice of law.                              | <b>Dennis Stilger</b> |
| 1-4pm        | 3 Advertising<br><i>Fulfills Ethics</i> | <b>Advertising Law and Ethics</b>         | This class will cover the Kentucky statutes and NAR® Ethics provisions regulation advertising. It will also help agents write compliant ads.  | <b>Dennis Stilger</b> |
| Times        | Credit                                  | Titles                                    | DAY 4– October 6th  | Instructor            |
| 9am-<br>Noon | 3 Elective                              | <b>Closing Day Success</b>                | This course will make sure you and your clients are fully prepared for the Real Estate Closing..  | <b>Mike Kemp</b>      |
| 1-4pm        | 3 Elective                              | <b>Safety in the Real Estate World</b>    | This class will train agents in situational awareness and self-defense so they may become more confident and secure in their daily lives and various work situations.                           | <b>Greg Epley</b>     |

## IMPORTANT INFORMATION

- \* **Registration & Confirmation:** GLAR does not accept phone registrations. Payment is due at the time of registration.
- \* Refunds **Cancellations:** PLE refunds are only given with **24-hours notice** of cancellation. Cancellations cannot be made online. Please email or call the Professional Development Department: [education@louisvillerealtors.com](mailto:education@louisvillerealtors.com) or 894-9860. If after business hours, please leave a voice message. **You must receive a cancellation email to ensure your refund.**
- \* **Location:** Classes are held at the GLAR Office: 12300 Sycamore Station Place, Louisville KY 40299 unless otherwise noted.
- \* **Late Arrivals:** Classes will begin on time. Students arriving 10 minutes after the official start of class will not be admitted into class.
- \* **Receiving Credit:** The KREC requires students to show photo ID, sign in, complete an evaluation form and an Affidavit of Attendance to receive PLE credit.
- \* **Cell phones, laptops, tablets and texting are NOT PERMITTED in the classroom and are grounds for expulsion from class.**

| Times                           | Credit                      | Titles   | DAY 5– October 10th   | Instructor                                   |
|---------------------------------|-----------------------------|--|---|--|
| 9am-<br>Noon                    | 3 Elective                  | <b>Landlord/Tenant<br/>Law</b>                                   | This class will help you understand the Landlord Tenant Act. You will learn the provisions relating to eviction, security deposits and more.  | <b>Dennis Stilger</b>                        |
| 1-4pm                           | 3 Contracts                 | <b>Listing &amp; Sales<br/>Contracts</b>                         | This course will help you analyze, complete and explain listing contracts, advertising rules, purchase agreements and disclosures.  | <b>Dennis Stilger</b>                        |
| Times                           | Credit                      | Titles   | DAY 6– October 11th   | Instructor                                   |
| 9am-<br>Noon                    | 3 Elective                  | <b>The Older Client<br/>and the Real<br/>Estate Agent</b>        | This law course covers issues relevant to older clients, including wills, power of attorney, guardianship, reverse mortgages and more.  | <b>Kelly Gannott</b>                         |
| 1-4pm                           | 3 Elective                  | <b>Tell All on Title<br/>Insurance</b>                           | What is Title Insurance and why do your buyer-clients need it? This class will answer all your questions including info on Liens, Encumbrances, Title Policies, Loan Policies and more.   | <b>Cora Henderson<br/>&amp; Matt Bearden</b> |
| Times                           | Credit                      | Titles   | DAY 7– October 12th   | Instructor                                   |
| 9am-<br>4pm<br>All Day<br>Class | 3 Disclosures<br>& 3 Agency | <b>Disclosures:<br/>Required,<br/>Allowed and<br/>Prohibited</b> | Topics covered include the seller's disclosure, agency disclosure, inducement form, seller initiated contract and unlicensed assistant consent forms.<br><br><u>This is a six hour class and is priced as two 3 hour classes.</u> | <b>Dennis Stilger</b>                        |
| Times                           | Credit                      | Titles   | DAY 8– October 13th   | Instructor                                   |
| 9am-<br>Noon                    | 3 Finance                   | <b>Mortgage Pitfalls</b>   | Learn how a secondary market is originated, how loans flow to the secondary market, the process the borrower goes through and potential threats to their deal.  | <b>Jeff Ratanapool</b>                       |
| 1 - 4 pm                        | 3 Technology                | <b>Using RPR</b>   | Learn how to use RPR to accurately create comparative market analyses (CMA) and sales comparison analysis reports. An in-depth review of the Mobile App for smart phones and tablets is included.                                 | <b>Steve Bagby</b>                           |

## IMPORTANT INFORMATION

- \* Taking all fifteen (15) classes/(8) days, in their entirety, will fulfill the 48 hours of required PLE credit for new licensees.
- \* Classes may be taken individually, as a package of eight (8) or more classes or in their entirety (all eight (8) days). Please note Day 7 is a 6-hour class.
- \* The individual price for 3-hour courses is \$25 for GLAR Members and \$45 for Non-Members & \$50/\$90 for Day 7.
- \* An eight (8) or more class package (pick any classes) is \$20 each for GLAR Members and \$40 each for Non-Members. \$40/\$80 for the 6-hour class on Day 7.
- \* The entire eight (8) day package is \$320 for GLAR Members and \$640 for Non-Members.
- \* Members may register for the individual classes on-line through <http://ims.lbr.org>. NO DISCOUNT
- \* To register for a package of eight (8+) or more classes, use the registration form on the back.



# REGISTRATION FORM

**Fax: 502-894-9866**

**Email: [education@louisvillerealtors.com](mailto:education@louisvillerealtors.com)**

Name: \_\_\_\_\_ GLAR Member#: \_\_\_\_\_

KY RE License # \_\_\_\_\_ Email: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State \_\_\_\_\_

Zip: \_\_\_\_\_ Phone: \_\_\_\_\_

**Check box if choosing INDIVIDUAL COURSES:**

1. Course Title: \_\_\_\_\_ Date & time: \_\_\_\_/\_\_\_\_/\_\_\_\_

2. Course Title: \_\_\_\_\_ Date & time: \_\_\_\_/\_\_\_\_/\_\_\_\_

3. Course Title: \_\_\_\_\_ Date & time: \_\_\_\_/\_\_\_\_/\_\_\_\_

4. Course Title: \_\_\_\_\_ Date & time: \_\_\_\_/\_\_\_\_/\_\_\_\_

5. Course Title: \_\_\_\_\_ Date & time: \_\_\_\_/\_\_\_\_/\_\_\_\_

6. Course Title: \_\_\_\_\_ Date & time: \_\_\_\_/\_\_\_\_/\_\_\_\_

**Check box if choosing 8 or MORE CLASSES:**

Date(s): \_\_\_\_/\_\_\_\_/\_\_\_\_ Course Titles: \_\_\_\_\_/\_\_\_\_\_

Date(s): \_\_\_\_/\_\_\_\_/\_\_\_\_ Course Titles: \_\_\_\_\_/\_\_\_\_\_

Date(s): \_\_\_\_/\_\_\_\_/\_\_\_\_ Course Titles: \_\_\_\_\_/\_\_\_\_\_

Date(s): \_\_\_\_/\_\_\_\_/\_\_\_\_ Course Titles: \_\_\_\_\_/\_\_\_\_\_

Date(s): \_\_\_\_/\_\_\_\_/\_\_\_\_ Course Titles: \_\_\_\_\_/\_\_\_\_\_

**Check box if choosing entire PLE PACKAGE :**

**Rates:** Members \$25 for individual 3hr course Non-Members \$45 for individual 3hr courses

Members 8 or more classes @ \$20 each Non-Members 8 or more classes @ \$40 each

Members \$320 for all 15 classes. Non-members \$640 for all 15 classes.

Form of Payment:(✓check one) Personal Check \_\_\_\_ Credit Card \_\_\_\_

Card Type: \_\_\_\_\_ Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Signature: \_\_\_\_\_ (Required )

For individual courses, members may register online at <http://ims.lbr.org>