

June - December 2010

KENTUCKY CORE LAW OFFERINGS

All topics, dates and instructors are subject to change. Please watch for changes.

Date	Day	Time	Hrs	Topic	Course #	Location	Instructor
Oct 6	W	9am-4pm	6 law	CORE	CL08-10	MSU Curris Center, The Barkley Room Murray State University, Murray, KY	Doug Myers
Oct 21	Thq	9am-4pm	6 law	CORE	CL09-10	Jenny Wiley State Resort Park 75 Theatre Court, Prestonsburg, KY	Don Sullivan
Oct 28	Th	9am-4pm	6 law	Broker CORE	CL06-10	Owensboro Board of REALTORS® 2850 Farrel Crescent, Owensboro, KY	Virginia Lawson
Nov 3	W	9am-4pm	6 law	CORE	CL10-10	Homewood Suites, 1090 Vandercar Florence, KY	Doug Myers
Nov 17	W	9am-4pm	6 law	CORE	CL11-10	Ramada Inn, 2044 US HWY 41 Henderson, KY	Kathy McGann
Dec 17	F	9am-4pm	6 law	CORE	CL12-10	Hilton Garden Inn, 1973 Plaudit Place Lexington, KY	Don Sullivan
Dec 21	T	9am-4pm	6 law	CORE	CL13-10	Park Inn, 1903 Embassy Square Blvd Louisville, KY	Doug Myers

Core Law Course Description

- KREC regulates CORE law courses with seating limited to 75. The courses are open to licensees with birth dates of April, May, June. These licensees are registered first followed by those reactivating their escrowed license. If additional seating is available, names will be taken in the order they are received. There are no refunds for this course. Must be taken by active licensees every four (4) years depending on birth date. Cycle for four years is as follows:

2010	October, November, December
2011	January, February, March
2012	April, May, June
2013	July, August, September

Registration and course information:

- Walk-in attendees will be seated only after all pre-paid attendees have been registered and seated.
- Course transfer requests will be accepted up to three (3) days prior to the original class date. Requests must be in writing with the reason for transfer being clearly stated.
- The Kentucky Real Estate Education Foundation (KREEF) reserves the right to cancel a course if participation will not cover costs. Confirmation of a cancellation will be by telephone or email using the numbers and email address you provide on your registration form. Please update your Personal Information by going to www.kar.com and clicking Members Only.
- KREEF confirms course registration for registering online, please print your confirmation for your records. If you did not register online and would like to verify your registration contact KREEF by calling 800.264.2185 or 859-263-7377.
- The Kentucky Real Estate Commission (KREC) requires a full 3 or 6 hour attendance for CE and 6 hour attendance for Core. There will be no entry ten (10) minutes after designated start time. Beepers or cell phones must be off. No smoking permitted.
- KREC requires KREEF to provide them with the full legal name, social security number, home address and telephone number of each licensee registered for a course
- KREC requires an evaluation form signed at the end of the course by the licensee. To receive credit for a course, you must sign in and you must complete and sign an evaluation form. Certificates are issued upon course completion.

GRADUATE, REALTOR® INSTITUTE DESIGNATION OFFERINGS

All topics, dates and instructors are subject to change. Please watch for changes.

Date	Course #	Time	Hrs	Course Title	Facility	Instructor
Mar 30	GRIS-101	8am-5pm	8 6 CE Law	Elect 1: Sales Contracts	Lake Barkley Resort 3500 St. Park Rd., Cadiz, KY	Virginia Lawson
Mar 31	GRIi-101	8am-5pm	8 3 CE Non-law	Elect 2: RE Investments Made Easy	Lake Barkley Resort 3500 St. Park Rd., Cadiz, KY	Frank Weisberg
Apr 7-8	GRI5-101	8am-5pm	16 3 CE Non-law	GRI 5: Systems for Success	Cumberland Valley Board of REALTORS 591 W. Hwy 192, London, KY	Drexanne Evers
Apr 13-14	GRI1-101	8am-5pm	16 6 CE Law	GRI 1: Professionalism in RE	Greater-Louisville Assn. of Realtors 6300 Dutchman's Pkwy, Louisville, KY	Virginia Lawson
May 6-7	GRI2-101	8am-5pm	16 3 CE Non-law	GRI 2: Smart Marketing	KY Assn. of REALTORS 161 Prosperous Place, Lexington, KY	Mike Gooch
Jun 10-11	GRI4-101	8am-5pm	16 6 CE (3 law)	GRI 4: From Offer to Contract to Closing	REALTOR Assn. of S. KY 180 W. Professional Pk, Bowling Green, KY	Gary Blume
Sep 9-10	GRI3-101	8am-5pm	16 3 CE Non-law	GRI 3: Financing the Successful Transaction	N. KY Assn. of REALTORS 7660 Turfway Rd, Ste 100, Florence KY	Jeff Ratanapool
Sep 21	CRS111	8:30am-5pm	8 3 CE Non-law	CRS111: Short Sales & Foreclosures	French Lick Springs Hotel 8670 W. State Rd 56, French Lick, IN	Robert Morris
Oct 7-8	WKYCRS	8:30am-5pm	8 GRI 3 CE Non-law	CRS200: Business Planning & Marketing	West KY Community & Technical College Lecture Hall 101, Paducah, KY	Robert Morris
Oct 13-14	GRI5-102	8am-5pm	16 3 CE Non-law	GRI 5: Systems for Success	Owensboro Board of REALTORS 2850 Farrell Crescent, Owensboro, KY	Drexanne Evers
Nov 8-9	GRI4-102	8am-5pm	16 6 CE (3 law)	GRI 4: From Offer to Contract to Closing	Eastern KY Assn. of Realtors 360 Conn St, Ste 102, Ivel, KY	Gary Blume
Nov 11	GRII-102	8am-5pm	8 3 CE Non-law	Elect 2: RE Investments Made Easy	Holiday Inn Express 13131 Slone Court, Ashland, KY	Frank Weisberg
Nov 12	GRIS-102	8am-5pm	8 6 CE Law	Elect 1: Sales Contracts	Holiday Inn Express 13131 Slone Court, Ashland, KY	Virginia Lawson

GRI Course Descriptions

A total of 96 hours is required for the GRI designation. Designation application fee is \$35. All GRI courses are applicable for Kentucky broker's license and continuing education (CE) requirement. Contact local association/board offering course as listed to the right for registration fees and information.

PLEASE REMEMBER: Effective September 2003, GRI course requirements must be completed within five years. REALTORS® enrolled in the GRI program prior to September 2003 must complete designation requirements by September 2008. Members enrolled in the GRI program as of September 2003 must complete designation requirements by September 2008. Members entering the program after September 2003 must complete their course work within five years of the first GRI course taken.

GRI 1: Professionalism in Real Estate

This two-day (16 hour) course uses the REALTOR® Code of Ethics and Standards of Practice to examine the responsibilities to clients and customers, to the public, and to fellow real estate professionals. The course covers federal and state laws relating to agency, property condition disclosure, anti-trust, fair housing, lead-based paint disclosure, errors and omissions insurance and other risk-reduction issues.

GRI 2: Smart Marketing – Your Listings and Your Services

This two-day (16 hour) course highlights communications skills, prospecting and farming strategies, competitive market analysis (CMA), more effective listing presentations, how to better prepare a property for the marketplace, new marketing tools and activities, personal promotion (in person, in print and online), target marketing, working more effectively with new home builders, time management and goal setting for results.

GRI 3: Financing the Successful Transaction

This two-day (16 hour) course covers conventional, FHA, VA, and adjustable rate mortgages, as well as credit issues that arise in the loan application process. The course extends participants' knowledge beyond the "typical" secondary money market loans. Included in this program will be a useful recap of certain RESPA rules and regulations, as well as information on tax implications of residential sale or purchase.

GRI 4: From Offer to Contracts to Closing

This two-day (16 hour) program equips you with skills needed to properly prepare offers to purchase, property-listing agreements, and other forms to protect the interests of your clients. Includes an explanation of typical contract terms and conditions for clear communication. Follow the entire negotiation process with strategies used in the original offer, in presentation and in subsequent counter offers.

GRI 5: Systems for Success

This two-day (16 hour) course is a comprehensive package of tips, checklists, and systems. Topics include: contact management; using and writing email effectively for client/customer/prospect follow-up; personal communication strategies (coping with cell phones, faxes, pagers, voice mail, email, snail mail, etc.); digital cameras; systems for better transaction management; managing yourself like a business; etc.

GRI (8-hour) Electives: Real Estate Investments and Sales Contracts

These one-day (8 hour) courses complement the quality education you receive in the GRI program and add the finishing touch to prepare you to do business as a REALTOR® on a higher level.

CRS111: Short Sales & Foreclosures

Working with buyers and sellers of distressed properties can be frustrating and time consuming, but also rewarding. The Short Sales and Foreclosures course provides REALTORS® with practical approaches to the pre-foreclosure and foreclosure processes that will result in the successful disposition of these properties. GRI & CRS elective / SFR Core / 3 hrs CE elective

CRS200: Business Planning & Marketing

A strong foundation is the key to building a successful real estate career. The Business Planning and Marketing course helps students learn the fundamentals of business planning and create a business that will withstand any market condition - while making a profit. GRI elective / CRS Core / 3 hrs CE elective

Registration and course information:

The Kentucky Real Estate Education Foundation (KREEF) reserves the right to cancel a course if participation will not cover costs. Please update your Personal Information by going to www.kar.com and clicking Members Only. This information is used for email confirmations and cancellations. All confirmations are through email for online registrations. If you did not register online and would like to verify your registration please call 800-264-2185.

The Kentucky Real Estate Commission (KREC) requires that you attend the session to receive any credit for CE or Core. There will be no entry ten (10) minutes after designated start time. Cell phones must be off and no smoking permitted.

KREC requires KREEF to provide them with the full legal name, license number, home address and telephone number of each licensee registered for a course

KREC requires an evaluation form signed at the end of the course by the licensee. To receive credit for a course, you must sign in and you must complete and sign an evaluation form.

Certificates are issued upon course completion.

KREEF Registration Form

INFORMATION

Name: _____ License #: _____ (Required by KREC)
 Company: _____
 Address: _____
 City: _____ State: _____ Zip: _____
 Phone: _____ Fax: _____ Email Address: _____

CONTINUING EDUCATION & CORE COURSE FEES

***All paper and online registrations must be received 72 hours before class time in order to be included on the sign in sheet. Any registrations not received by this time must register on-site and pay accordingly.**

	Online Registration	Paper Registration	Onsite (Includes \$15 late fee)
Continuing Education	\$15 / ½ day	\$21 / ½ day	\$36 / ½ day
	\$30 / all day	\$42 / all day	\$57 / all day

	Online Registration	Paper Registration	Onsite (Includes \$15 late fee)
Core	\$50	\$55	\$70

GRI Course Fees		
	Early Bird Registration	After Early Bird Deadline
16 hour Course	\$99	\$149
8 hour Course (elective):	\$50	\$99
**Early Bird pricing valid up to 2 weeks before the date of the class.		

COURSE REGISTRATION Course(s) for which you are registering:

COURSE NUMBER	DATE OF COURSE
_____	_____
_____	_____

PAYMENT INFORMATION

- Attach your check payable to KREEF and mail to KREEF, 161 Prosperous Place, Lexington, KY 40509.
- Visa or Master Cards are accepted by mail to above address, by fax to 859.263.7565, or online at www.kar.com

Card Number: _____ Expiration Date: _____

Signature on Card: _____

There will be **NO REFUNDS**. There will be **NO TRANSFERRING** to other classes when you are a **NO SHOW**. Transfer requests must be received in writing.

We reserve the right to change classes and/or instructors when necessary. Please email KREEF at bbaxter@kar.com or call to confirm your registration. We reserve the right to cancel courses. If the course is cancelled you will be notified. You may then transfer to another course.

Toll Free 800.264.2185 – 859.263.7377 – Fax 859.263.7565 – email: bbaxter@kar.com or visit www.kar.com

Student Signature: _____

Students must sign registration contract agreeing to the terms otherwise the Kentucky Real Estate Education Foundation CANNOT process the registration. Thank You.