



Lexington-Bluegrass Association of REALTORS®

Education Class Schedule

UPDATED 10-19-18



TO VERIFY YOUR EDUCATION REQUIREMENTS, PLEASE GO TO WWW.KREC.KY.GOV.

CE = Continuing Education / PLE = Post License Education

Date	Hours	Course	Description	Cost	Instructor	Credit Hours
Tuesday October 23 Education Center	9:00am to 12:00pm	Real Estate Mortgage Fraud	In this course you will learn to recognize a suspicious property transaction, develop a credible "Brokers Price Opinion", distinguish between price and value and recognize a legal flip versus an illegal flip.	No cost to members \$35 for non-members	Larry Disney	CE: 3 Hours Legal/Law PLE: 3 Hrs Finance
Tuesday October 23 Education Center	1:00pm to 4:00pm	Competitive Market Analysis 102	CMA Preparation – practical application in CMA construction, comparable and competitive selection, adjustments methodology and reporting alternatives.	No cost to members \$35 for non-members	Woodrow Wilson	CE: 3 Hours Elective PLE: 3 Hours Agency
Wednesday October 24 Education Center	9:00am to 12:00pm	Agents, ETHICS and the Law (ETHICS)	"Companies that are dedicated to doing the right thing have a written commitment to social responsibility, and act on it consistently are more profitable than those who do not." A refreshing, new and different look at the "Code of Ethics". There is no such thing as "real estate" ethics. Ethics are ethics. You will learn about the grievance process from start to finish. The correlation between the Code and the KREC License Law. You will also look at the arbitration process and take a look at the most violated codes. This class satisfies the NAR 2017-2018 requirement for ethics.	No cost to members \$35 for non-members	Jonah Mitchell	CE: 3 Hours Legal/law PLE: 2 Hours Risk Mgmt 1 Hour Elective
Wednesday October 24 Education Center	1:00pm to 4:00pm	Closing Time Hazards	NEW CLASS! This class will offer information regarding consumer protection from unwanted financial consequences by resolving issues that arise before, during and after closing. Will identify the most disruptive closing issues and initiate standard operating procedures to prevent closing delays.	No cost to members \$35 for non-members	Jonah Mitchell	CE: PENDING PLE: PENDING
Thursday October 25 Education Center	1:00pm to 4:00pm	Finance 101	GET UPDATED! Updates on changes in government financing, pitfalls for qualifying buyers for FHA/VA and property issues with government loans are some of the topics that will be covered.	No cost to members \$35 for non-members	Bryan May	CE: 3 Hours Elective PLE: PENDING

Friday October 26	9:00am to 12:00pm	Managing Online Transactions - DOTLOOP	Become an expert looper. At DotLoop class, you will learn document editing, eSignatures, tasks, third party collaboration, and more. Improve client experience, drive savings and productivity by getting the most out of DotLoop. DotLoop replaces your form creation, e-sign, and real estate transaction management systems with a single end-to-end solution, while helping you streamline your business with real-time visibility into your transactions. Say goodbye to the security risks and hiccups that come with linking together multiple solutions. Compliance and storage made easy. Stay on top of reviews with workflow tools, breathe easy with automated audit trails and storage. Gain real-time visibility into your business, coach team members, and increase productivity. Sign up today, spots are limited!	No cost to members \$35 for non-members	DotLoop Hunter Morgan	CE: 3 Hours Elective PLE: 3 Hours Technology & Data Security
Monday & Tuesday October 29 & 30	9:00am to 5:00pm	ABR – Accredited Buyers Representative Designation	The ABR Designation is designed for real estate buyer agents who focus on working directly with buyer-clients. The ABR elevates your skills and knowledge in the eyes of the homebuyers. Ongoing specialized information, programs and updates that help you stay on top of the issues and trends in successfully representing homebuyers. The ABR is the benchmark of excellence in buyer representation. The overall goals are to educate and prepare buyer's reps to provide the kind of service and fidelity to buyers that sellers have always enjoyed, and to offer methods for building your buyer representation business. You will examine the evolution of buyer representation, agency, relationships, building and maintaining a buyer representation business, office policy, disclosure and informed consent, conflicts of interest, reducing liability and negotiating. Together this information creates a comprehensive guide to help you become an effective, efficient and profitable buyer's representative. Yearly dues are \$110. <i>You need this ABR Designation Course and an ABR Elective Course to complete all education needed for the ABR Designation</i>	\$175 for LBAR Members payable at registration \$200 for non-members payable at registration	Sandy Huwel	CE: 6 Hours Legal/law PLE: 6 Hours Elective 16 Broker Hours
Thursday November 1	8:00am to 5:00pm	GRI 100 Ethics & Law	Utilizing the REALTOR® Code of Ethics and Standards of Practice, the course examines your responsibilities to clients, to customers, to the public and to fellow real estate professionals. Procuring cause and the enforcement process in regards to arbitration and mediation when a violation occurs is discussed. The course also covers Pathways to Professionalism dealing with the public, property and your peers. TO REGISTER: www.kyrealtors.com or call 859-263-7377.	Register by 10/18/18 to pay the EARLYBIRD PRICE of \$79. After 10/18/18 the cost is \$99.	Jason Vaughn	CE: 3 Legal & 3 Elective PLE: 3 Compliance/ 2 Agency/ 3 Elective 8 Broker Hours
Tuesday November 6	9:00am to 12:00pm	Code of ETHICS vs. License Law (ETHICS)	This class, which has been approved by the KREC for law credit, gives the licensee a chance to compare the similarities and differences in the code of ethics and the license law. An additional section shows that in many instances the code and law are, in fact, complementary. This class satisfies the NAR 2017-2018 requirement for ethics.	No cost to members \$35 for non-members	Ginny Lawson	CE: 3 Hours Legal/law PLE: 2 Hours Risk Mgmt 1 Hour Elective
Tuesday November 6	1:00pm to 4:00pm	License Compliance	KREC mandated New Licensee Compliance Course.	No cost to members \$35 for non-members	Ginny Lawson	CE: 3 Hours Legal/Law PLE: 3 Hours Compliance

Wednesday November 7	9:00am to 4:00pm	Kentucky CORE Course	The mandatory KREC required CORE course that is required every 4 years. License Law, Fair Housing, Disclosure, Agency, Property Management and Contracts are the topics of this course. This class is required every 4 years from when you had it last.	\$40 for members payable at registration \$60 member walk-ins <hr/> \$75 for non-members	Jonah Mitchell	CE: 6 Hours Legal/law
Thursday November 8	9:00am to 12:00pm	Seller Forms	This class teaches new members how to use all the forms designed for the listing process AND gives seasoned agents a great refresher!	No cost to members <hr/> \$35 for non-members	Maria Gnas	CE: 3 Hours Legal/law <hr/> PLE: 3 Hours Contracts
Thursday November 8	1:00pm to 4:00pm	Safety in the Real Estate World	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. Includes Real Estate Agent specific self-defense and case studies on REALTOR assaults.	No cost to members <hr/> \$35 for non-members	Greg Epley	CE: 3 Hours Elective <hr/> PLE: 3 Hours Elective
Friday November 9	9:00am to 12:00pm	Managing Online Transactions - DOTLOOP	Become an expert looper. At DotLoop class, you will learn document editing, eSignatures, tasks, third party collaboration, and more. Improve client experience, drive savings and productivity by getting the most out of DotLoop. DotLoop replaces your form creation, e-sign, and real estate transaction management systems with a single end-to-end solution, while helping you streamline your business with real-time visibility into your transactions. Say goodbye to the security risks and hiccups that come with linking together multiple solutions. Compliance and storage made easy. Stay on top of reviews with workflow tools, breathe easy with automated audit trails and storage. Gain real-time visibility into your business, coach team members, and increase productivity. Sign up today, spots are limited!	No cost to members <hr/> \$35 for non-members	DotLoop Hunter Morgan	CE: 3 Hours Elective <hr/> PLE: 3 Hours Technology & Data Security
Friday November 9	1:00pm to 4:00pm	Commercial Real Estate Issues	Get a better understanding of commercial real estate issues. Some topics covered: Letters of intent, CAMs, subletting/assignment, signage, expansion, leases, purchase contracts, safety/security issues, non-traditional uses, KY law changes of interest, recent court decision of interest and more!	No cost to members <hr/> \$35 for non-members	Tandy Patrick	CE: 3 Hours Legal/Law <hr/> PLE: 3 Hours Elective
Monday November 12	9:00am to 12:00pm	Real Estate Advertising 101	Understand the importance of advertising as it pertains to helping your customers/clients in selling and buying properties. The class will cover internet advertising and its necessity in our industry today. Learn how to make a social media presence and understand the role of Facebook, etc.	No cost to members <hr/> \$35 for non-members	Tara Smith	CE: 3 Hours Elective <hr/> PLE: 3 Hours Advertising

Monday November 12 Education Center	1:00pm to 4:00pm	Opportunities & Advantages of Home Warranty Disclosure	You help your clients make smart choices every day. Saving money and running a household is no small task. A home warranty is a great way to save your buyers from the unexpected expense of home system and appliance breakdowns. It can also help your sellers reduce the risk of home repairs before, during, and after the sale. Learn everything you need to know about offering a Home Warranty.	No cost to members <u>\$35 for non-members</u>	Kelley DeGeorge First American Home Warranty	CE: 3 Hours Elective PLE: 3 Hours Elective
Tuesday November 13 Education Center	9:00am to 12:00pm	NEW MEMBERS ORIENTATION Association Services & Financing	NEW MEMBERS ORIENTATION! Learn what your association will do for you. Also get basic financing information.	No cost to members <u>Not offered to non-members</u>	Justin Landon & Jesse Hardin	No CE / PLE Credit LBAR Orientation
Tuesday November 13 Education Center	1:00pm to 4:00pm	MLS Rapattoni Training	If you can't compute, you can't compete! Learn how to maneuver in the MLS system. Learn to use a variety of powerful searches to find listings efficiently. Build a database of contacts and save multiple sets of search criteria for your prospects. Track contact info, dates and comments on properties shown and even tasks and appointments. Plot a radius search. Select from several CMA options. Learn hot sheets, to load pictures and attached documents and so much more!	No cost to members <u>\$35 for non-members</u>	Debbie Hamilton	CE: 3 Hours Elective PLE: 3 Hours Technology & Data Security
Wednesday November 14 Education Center	9:00am to 12:00pm	Master Commissioner Sales	The title says it all – Be aware of the current master commissioner laws, the hottest issues and the most common problems.	No cost to members <u>\$35 for non-members</u>	Jonah Mitchell & James Frazier	CE: 3 Hours Legal/Law PLE: 3 Hours Finance
Wednesday November 14 Education Center	1:00pm to 4:00pm	Latest Do's and Don'ts: Drones/Scams/Tenant Rights	Get the latest do's and don'ts regarding Drones – Scams – Tenant Rights.	No cost to members <u>\$35 for non-members</u>	Jonah Mitchell	CE: 3 Hours Legal/law PLE: 3 Hours Elective
Thursday November 15 Education Center	9:00am to 12:00pm	Home Inspections: What You Need To Know	This class will familiarize you with what a home inspection is trying to accomplish, help you understand what a home inspection is NOT intended to be and advise you on how to choose a competent home inspector.	No cost to members <u>\$35 for non-members</u>	Steve Pruitt	CE: 3 Hours Elective PLE: 3 Hours Elective
Monday November 19 Education Center	9:00am to 12:00pm	Property Management	Are you interested in Property Management? Become advised of and trained in the Federal, State and Local statutes and regulations pertaining to Property Management.	No cost to members <u>\$35 for non-members</u>	Jonah Mitchell	CE: 3 Hours Legal/Law PLE: 3 Hours Elective

Monday November 19	1:00pm to 4:00pm	Agents, ETHICS and the Law (ETHICS)	“Companies that are dedicated to doing the right thing have a written commitment to social responsibility, and act on it consistently are more profitable than those who do not.” A refreshing, new and different look at the “Code of Ethics”. There is no such thing as “real estate” ethics. Ethics are ethics. You will learn about the grievance process from start to finish. The correlation between the Code and the KREC License Law. You will also look at the arbitration process and take a look at the most violated codes. This class satisfies the NAR 2017-2018 requirement for ethics.	No cost to members <hr/> \$35 for non-members	Jonah Mitchell	CE: 3 Hours Legal/law <hr/> PLE: 2 Hours Risk Mgmt 1 Hour Elective
Tuesday November 20	9:00am to 12:00pm	ANSI, Residential Measuring Standards	Designed to prepare the real estate professional to measure and report the square footage of a single family residence in compliance with the American National Standards Institute. Recognized and developed by the Employee Relocation Council, HUD, FannieMae, VA, and NAR, it is the only published, nationally recognized method for measuring houses.	No cost to members <hr/> \$35 for non-members	Woodrow Wilson	CE: 3 Hours Legal/Law <hr/> PLE: 3 Hours Elective
Tuesday November 20	1:00pm to 4:00pm	Becoming A Skilled Real Estate Negotiator	Any successful negotiating creates a “win-win” for all the parties involved. Of course your primary goal in the transaction is to create a happy customer, a “customer for life”. But, like any real estate agent, you want to get paid. It can be a challenging line to walk, especially in a state of presumptive Transaction Brokerage, and it can be difficult to get all parties to agree to a single outcome. But at the end of the day, when you put your customer first, you will end up ahead as well! This course talks about understanding not only the basic negotiating principles, but understanding your customer, and where he/she is coming from. Once we define our customers’ needs/wants, it helps us reach a common goal – a closing!	No cost to members <hr/> \$35 for non-members	Mary Anne Simmons	CE: 3 Hours Elective <hr/> PLE: 3 Hours Elective
Monday November 26	9:00am to 4:00pm	BROKER CORE Risk Management for BROKERS	Risk Management Course for Brokers. This course was designed specifically for Brokers and provides risk management and best practice tips, along with case studies to illustrate problem areas. Here are just a few of the topics that will be covered in this six-hour program: contract and agency issues, handling your escrow account, KREC complaint and licensing information for Brokers, foreclosures, mortgage fraud, antitrust, office policy and business plan information. This course can take the place of the mandatory required Kentucky CORE Course for Brokers that is required every 4 years from when you had it last. Space is limited to 40.	\$40 for members payable at registration \$60 member walk-ins <hr/> \$75 for non-members	Ginny Lawson	CE: 6 Hours Legal/law
Tuesday November 27	9:00am to 12:00pm	Death, Divorce & Taxes	Death, Divorce and Taxes discusses how to handle deceased sellers and their estates, who the agent needs to get documents signed by, whether the seller has the power to sell the real estate, etc.; how to handle buyers and sellers who are in the middle of a divorce so they can buy and/or sell real estate; and tax implications associated with owning, buying and selling real estate, including long and short term capital gains, depreciation, 1031 exchanges, 3.8% Affordable Care Act tax.	No cost to members <hr/> \$35 for non-members	Jennifer Fields	CE: 3 Hours Legal/law
Tuesday November 27	1:00pm to 4:00pm	KREC Top 10 Complaints Against Agents	KREC Top 10 addresses the top Hotline questions asked of the commission, the top complaints filed against agents, the top violations by agents and thorough discussion of how to avoid the complaints.	No cost to members <hr/> \$35 for non-members	Jennifer Fields	CE: 3 Hours Legal/law
Wednesday November 28	9:00am to 12:00pm	Renovation Mortgages	Grow your business, sell more homes and make more money by learning how Renovation Loans can help you move your “hard to sell” listings in addition to giving your buyers an opportunity to borrow the money they need for repairs, upgrades and other home improvements...based on the future-value of the property. Seating is limited!	No cost to members <hr/> \$35 for non-members	Joe Daly w/Stockton Mortgage	CE: 3 Hours Elective <hr/> PLE: 3 Hours Finance

Thursday November 29 Education Center	9:00am to 12:00pm	Expireds – Like Catching Fish in a Barrel	The agent will learn how to communicate with, and console, the seller of an expired listing; and assist them in re-entering the market in a better position to achieve a successful transaction.	No cost to members <hr/> \$35 for non-members	Doug Myers	CE: 3 Hours Elective <hr/> PLE: 3 Hours Elective
Thursday November 29 Education Center	1:00pm to 4:00pm	Bad Boys Whatcha Gonna Do	Agents will better serve consumers by learning the applicable laws and ethics for dealing with complicated issues that have recently resulted in real estate licensees being sued and prosecuted.	No cost to members <hr/> \$35 for non-members	Doug Myers	CE: 3 Hours Legal/Law <hr/> PLE: 3 Hours Disclosure
Tuesday December 4 Education Center	9:00am to 4:00pm	Kentucky CORE Course	The mandatory KREC required CORE course that is required every 4 years. License Law, Fair Housing, Disclosure, Agency, Property Management and Contracts are the topics of this course. This class is required every 4 years from when you had it last.	\$40 for members payable at registration \$60 member walk-ins <hr/>\$75 for non-members	Virginia Lawson	CE: 6 Hours Legal/law
Wednesday December 5 Education Center	9:00am to 12:00pm	Finance 102	GET UPDATED! Learn to distinguish between a conventional and non-conventional loan, understand the dynamics of private mortgage insurance and understand a mortgage payment and the costs of a closed loan transaction.	No cost to members <hr/> \$35 for non-members	Bryan May	CE: 3 Hours Elective <hr/> PLE: 3 Hours Finance
Wednesday December 5 Education Center	1:00pm to 4:00pm	Ten Things A Closing Attorney Wished Every Agent Knew Before Closing	This class will better prepare agents to participate in closings. When agents know and understand the entire closing process from the beginning this will provide for a smoother closing and no delays due to unresolved issues.	No cost to members <hr/> \$35 for non-members	Brian Gardner	CE: 3 Hours Legal/law <hr/> PLE: 3 Hours Elective
Thursday December 6 Education Center	9:00am to 12:00pm	Keep Your Contracts From Exploding... Before, During and After the Closing!	Keep Your Contracts From Exploding...Before, During and After the Closing! This class is a practical review of issues relating to contract law, license law, contract preparation and interpretation, which leads to contracts either not closing or “exploding” once they do close. There will be an opportunity in class for students to ask specific questions relating to the contract forms used in their offices.	No cost to members <hr/> \$35 for non- members	Ginny Lawson	CE: 3 Hours Legal/Law <hr/> PLE: 3 Hours Contracts
Thursday December 6 Education Center	1:00pm to 4:00pm	Code of ETHICS vs. License Law (ETHICS)	This class, which has been approved by the KREC for law credit, gives the licensee a chance to compare the similarities and differences in the code of ethics and the license law. An additional section shows that in many instances the code and law are, in fact, complementary. This class satisfies the NAR 2017-2018 requirement for ethics.	No cost to members <hr/> \$35 for non-members	Ginny Lawson	CE: 3 Hours Legal/law <hr/> PLE: 2 Hours Risk Mgmt 1 Hour Elective

Friday December 7 Education Center	9:00am to 12:00pm	HUD Contracts – Successfully Selling HUD Homes	Be In The KNOW! HUD is constantly changing - Learn the process on how to bid deadlines, bid submission and accessing properties. Attend this informative class to make selling a HUD listing part of your business plan as HUD listings are expected to double.	No cost to members <hr/> \$35 for non-members	Cindy Crutcher	CE: 3 Hours Legal/law <hr/> PLE: 3 Hours Elective
Friday December 7 Education Center	1:00pm to 4:00pm	Business Building By Prospecting	Understand the different types of prospecting to be able to build your business! Network to generate leads to grow!	No cost to members <hr/> \$35 for non-members	Cindy Crutcher	CE: 3 Hours Elective <hr/> PLE: 3 Hours Elective
Tuesday December 11 Education Center	9:00am to 12:00pm	MLS Rapattoni Training	If you can't compute, you can't compete! Learn how to maneuver in the MLS system. Learn to use a variety of powerful searches to find listings efficiently. Build a database of contacts and save multiple sets of search criteria for your prospects. Track contact info, dates and comments on properties shown and even tasks and appointments. Plot a radius search. Select from several CMA options. Learn hot sheets, to load pictures and attached documents and so much more!	No cost to members <hr/> \$35 for non-members	Debbie Hamilton	CE: 3 Hours Elective <hr/> PLE: 3 Hours Technology & Data Security
Tuesday December 11 Education Center	1:00pm to 4:00pm	Buyer Forms	This class teaches new members how to use all the forms designed for the buying process AND gives seasoned agents a great refresher!	No cost to members <hr/> \$35 for non-members	Carole Schoo	CE: 3 Hours Legal/law <hr/> PLE: 3 Hours Contracts
Wednesday December 12 Education Center	9:00am to 12:00pm	Fair Housing	Do you think you know all there is to Fair Housing? This course deals with the legal issues of Fair Housing. Upon completion, the agent will understand the conduct prohibited by the federal fair housing laws and be able to conduct their real estate practice in compliance with these laws. Fair Housing means every person has the same opportunities to purchase, lease, or occupy residential real property.	No cost to members <hr/> \$35 for non-members	Jonah Mitchell	CE: 3 Hours Legal/law <hr/> PLE: 3 Hours Fair Housing
Wednesday December 12 Education Center	1:00pm to 4:00pm	Breaking News	The goals of this class are to review the most problematic legal breaches, to be aware of the latest law changes and to strengthen your risk management/reductions.	No cost to members <hr/> \$35 for non-members	Jonah Mitchell	CE: 3 Hours Legal/law <hr/> PLE: 2 Hours Risk Mgmt & 1 Hour Elective
Thursday December 13 Education Center	9:00am to 12:00pm	The Money Pit	The listing destined to devour someone's life savings! A fast forward through-the-years of experience with homes that are considerably less than perfect. Liability concerns and practical solutions are emphasized, within the appropriate scope of work for licensees.	No cost to members <hr/> \$35 for non-members	Woodrow Wilson	CE: 3 Hours Legal/Law <hr/> PLE: 3 Hours Elective

Thursday December 13	1:00pm to 4:00pm	Managing Online Transactions - DOTLOOP	Become an expert looper. At DotLoop class, you will learn document editing, eSignatures, tasks, third party collaboration, and more. Improve client experience, drive savings and productivity by getting the most out of DotLoop. DotLoop replaces your form creation, e-sign, and real estate transaction management systems with a single end-to-end solution, while helping you streamline your business with real-time visibility into your transactions. Say goodbye to the security risks and hiccups that come with linking together multiple solutions. Compliance and storage made easy. Stay on top of reviews with workflow tools, breathe easy with automated audit trails and storage. Gain real-time visibility into your business, coach team members, and increase productivity. Sign up today, spots are limited!	No cost to members <u>\$35 for non-members</u>	DotLoop Hunter Morgan	CE: 3 Hours Elective PLE: 3 Hours Technology & Data Security
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Friday December 14	1:00pm to 4:00pm	Oh No! What Did I Do Wrong This Time!	This class will discuss license law violations that lead to KREC sanctions. Explain why certain actions violate the license law. List sanctions that can be imposed by KREC. Avoid violating the license law.	No cost to members <u>\$35 for non-members</u>	Ginny Lawson	CE: 3 Hours Legal/Law PLE: 3 Hours Agency
Monday December 17	9:00am to 4:00pm	Kentucky CORE Course	The mandatory KREC required CORE course that is required every 4 years. License Law, Fair Housing, Disclosure, Agency, Property Management and Contracts are the topics of this course. This class is required every 4 years from when you had it last.	\$40 for members payable at registration \$60 member walk-ins <u>\$75 for non-members</u>	Jonah Mitchell	CE: 6 Hours Legal/law
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To Register: To register for courses, seminars or for more information on courses, please register online under education/events or call the Association at (859) 276-3503 or 1-800-755-2013. You can also register through Janice Yonts at 859-276-3503, email janice@lbar.com or email education@lbar.com. **** A student is not permitted to miss more than ten (10) minutes in any three hour continuing education session. You will not be admitted into the class if you are ten (10) minutes late.**

For ALL courses with a fee, payment is required at the time of registration.

Cancellation Policy: Should any CE class need to be cancelled due to inclement weather or emergency, LBAR staff will notify attendees as soon as possible by email, on LBAR.com, MLS message board and/or LBAR's voice mail greeting. To cancel for all National Speakers, Designation and CORE courses a full refund two (2) weeks prior to course date. No refund if less than two weeks notice to cancel. If not able to attend, a substitute may take your registration upon notification to the Education Director. LBAR reserves the right to cancel courses due to lack of registration to cover course costs – Must have at least 25 in most classes.

No Show Policy: There is a twenty dollar (\$20) no-show fee charged to members who have registered for free education offerings & do not attend the course, nor call LBAR **twenty-four (24) hours in advance** to cancel. Call 859-276-3503 or email education@lbar.com or janice@lbar.com to cancel your registration for a course. **The no-show fee is NOT waived due to inclement weather – if the instructor can make it, LBAR will hold class.**

Payment Options: LBAR accepts cash, check and Visa, MasterCard, American Express or Discover.

Parking: Overflow parking is available across Regency Road. **PLEASE DO NOT PARK IN FRONT OF ANY OF THE OFFICES BEHIND LBAR'S BUILDING.**

KENTUCKY REAL ESTATE COMMISSION CE / PLE INFORMATION

LICENSEES WHO ARE REQUIRED TO COMPLETE CONTINUING EDUCATION:

- All Active Licensees, originally licensed in Kentucky after June 19, 1976 to the present time.
- All Active Licensees obtaining a real estate license AFTER JANUARY 1, 2016, are required to complete a forty-eight (48) hour education program within two (2) years consisting of the following;
 - a) Thirty-Two (32) Hours in the following topics: Three (3) Hours Commission Licensee Compliance course; Six (6) Hours in Agency; Six (6) Hours in Contracts; Three (3) Hours in Finance; Three (3) Hours in Advertising; Three (3) Hours in Disclosure; Three (3) Hours in Fair Housing; Three (3) Hours in Technology & Data Security, Two (2) Hours in Risk Management.
 - b) Sixteen (16) Hours in elective topics approved PLE Elective by KREC and chosen by the licensee from this Elective List:
RE Auctions; Anti-Trust; Appraisals & Home Inspections; Land Use; Property Rights; Property Mgmt; RE Investments; and Business Planning
- **Reinstated Licensees.** (If you held a Kentucky license, allowed it to cancel, reinstated it, then you are **NOT** considered a first-time licensee. You will be required to meet the continuing education requirement by December 31 of the year you are reinstated.)

CONTINUING EDUCATION REQUIREMENTS:

- 6 hours of continuing education is required every calendar year.
- 3 hours of the 6 hours must be in an approved legal topic such as: Agency, ANSI, Anti-Trust, Environmental Law, Fair Housing, HUD Settlement Statement, Land Planning & Zoning, Landlord-Tenant Law, Misrepresentation, 1031 Tax Exchanges, & Contract Law (as long as the contract law is not state specific).
- The continuing education calendar year is January 1-December 31.
- The Kentucky Core Course is required once every 4 years.
- NAR requires all active Realtors to take an ETHICS class once every 2 years.

FIRST TIME CORE REQUIREMENT: KREC will be adhering to the regulation regarding 1ST TIME Core course due dates. The regulation states that a licensee must take the 6 hour KY Core course by the fourth anniversary of their **INITIAL** licensing date. Meaning, NEW licensees will no longer have until 12/31 of their fourth year to take the Core. **This will only affect licensees taking the Core course for the first time.** After their first Core cycle, they will have the regular 12/31 due date as normal.

LBAR APPROVED ONLINE CE - NEED CE? IF this schedule doesn't work for you - we have great ONLINE options for YOU! You can access online continuing education courses, which are KREC approved & 100% accredited. Go to www.lbar.com, click on education, and follow the prompts.