



Lexington-Bluegrass Association of REALTORS[®]

Education Class Schedule

As of 11-10-16



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

Date	Hours	Course	Description	Cost	Instructor	Credit Hours
Friday November 11 2016 Education Center	9:00am to 12:00pm	Taking Off The Mask	NEW CLASS! Every buyer & seller is unique with various character traits, communication styles & personality types. Real estate agents that are able to understand their clients' personality profiles are more effective at communicating with them to ensure a smoother, safer & less stressful transaction.	No cost to members \$35 for non-members	Cindy Crutcher	3 hours Elective
Monday November 14 2016 Education Center	9:00am to 12:00pm	KHC Financing	Kentucky Housing Corporation is again certifying the Real Estate Agents that attend our 3 hour non-law continuing education course. KHC Certified agents receive benefits like: free exposure to lenders and homebuyers with their contact information posted on our website, program updates through our EGRAM registry, a certificate to display in their office, and new this year a complimentary homebuyer tax credit sign rider. We are excited to come to Lexington and give you the opportunity to partner with KHC. We need your help to spread the word to potential homebuyers about KHC's low rates, down payment assistance & homebuyer tax credit. Let's work together to put more Kentucky Families into affordable, sustainable, housing!	No cost to members \$35 for non-members	KHC Approved Instructor Cindy Bradley	3 hours Elective
Monday November 14 2016 Education Center	1:00pm to 4:00pm	CANCELLED How to Measure Anything - BOMA Commercial/Industrial/Etc.	An introduction to measurement standards for all types of buildings. Interested in learning the How-To on measuring office buildings, industrial buildings, multi-unit residential buildings, retail and more? This is the class for you!!	No cost to members \$35 for non-members	Woodrow Wilson	3 hours Elective
Tuesday November 15 2016 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 \$75 for non-members	Jonah Mitchell	6 hours Legal/law

<p>Wednesday November 16</p> <p>2016</p> <p>Education Center</p>	<p>9:00am to 12:00pm</p>	<p>DotLoop Boot Camp AM</p>	<p>DotLoop Boot Camp – DotLoop is coming to you! Join us for a half day in-depth training on how to become an expert looper. At DotLoop Boot Camp, 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. Sign up today, spots are limited!</p>	<p>No cost to members \$35 for non-members</p>	<p>DotLoop Hunter Morgan Margaux Reilly Katrina Holland</p>	<p>3 hours Elective CE Credit</p> <hr/> <p>PLE: 3 Hours Technology & Data Security</p>
<p>Wednesday November 16</p> <p>2016</p> <p>Education Center</p>	<p>1:00pm to 4:00pm</p>	<p>Finance 101</p>	<p>GET UPDATED! Government loans are covered in this course. 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.</p>	<p>No cost to members \$35 for non-members</p>	<p>Connie Gilbert</p>	<p>3 hours Elective</p>
<p>Thursday November 17</p> <p>2016</p> <p>Education Center</p>	<p>9:00am to 12:00pm</p>	<p>Bullet Proofing the Real Estate Closing</p>	<p>NEW CLASS. This course will provide the Agents with the knowledge of all items required prior to and during a closing transaction. It will also make them aware of possible issues that affect closing and how to avoid them.</p>	<p>No cost to members \$35 for non-members</p>	<p>Jennifer Fields</p>	<p>3 hours Legal/law</p>
<p>Thursday November 17</p> <p>2016</p> <p>Education Center</p>	<p>1:00pm to 4:00pm</p>	<p>Death, Divorce & Taxes</p>	<p>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.</p>	<p>No cost to members \$35 for non-members</p>	<p>Jennifer Fields</p>	<p>3 hours Legal/law</p>
<p>Tuesday November 22</p> <p>2016</p> <p>Education Center</p>	<p>9:00am to 12:00pm</p>	<p>Mishaps, Mistakes and Risk Management</p>	<p>This could be the most important and useful class being taught in Kentucky at this time. It covers A LOT! Almost a mini "core class". If you are going to be involved in a lawsuit as a real estate professional today, learn why we are sued 70% of the time; most importantly – what to do to avoid it and "God forbid" if it should happen, what will help! The gray areas of License Law – Stigmatized Properties/Megan's Law. Understand the agency forms, top to bottom and most importantly "how to" fill them out correctly.</p>	<p>No cost to members \$35 for non-members</p>	<p>Mike Gooch</p>	<p>3 hours Legal/law & Orientation Elective</p>
<p>Tuesday November 22</p> <p>2016</p> <p>Education Center</p>	<p>1:00pm to 4:00pm</p>	<p>Agents & Auctions</p>	<p>A very exciting class for a truly changing market. Foreclosures are at an all-time high. The credit crunch has not only affected the "high end" market and new construction but everybody. This session brings the world of real estate and the age old advent of auctions to a successful and resounding SOLD! You will understand key auction terminology, what it takes to legally sell real estate at auction, as well as other helpful marketing advice for a struggling market. A great class for real estate agents – period!!</p>	<p>No cost to members \$35 for non-members</p>	<p>Mike Gooch</p>	<p>3 hours Elective</p>

<p>Monday November 28 2016 Education Center</p>	<p>9:00am to 12:00pm</p>	<p>MLS Rapattoni Training</p>	<p>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!</p>	<p>No cost to members \$35 for non-members</p>	<p>Debbie Hamilton</p>	<p>3 hours Elective CE Credit</p> <hr/> <p>PLE: 3 Hours Technology & Data Security</p>
<p>Monday November 28 2016 Education Center</p>	<p>2:00pm to 3:00pm</p>	<p>Intro to Social Media Class</p>	<p>Introduction class to Social Media.</p>	<p>NO COST</p>	<p>Margaux Reilly</p>	<p>NO CE credit</p>
<p>Tuesday November 29 2016 Education Center</p>	<p>9:00am to 12:00pm</p>	<p>Real Estate Mortgage Fraud</p>	<p>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.</p>	<p>No cost to members \$35 for non-members</p>	<p>Larry Disney</p>	<p>3 hours Legal/law</p>
<p>Tuesday November 29 2016 Education Center</p>	<p>1:00pm to 4:00pm</p>	<p>Finance 102</p>	<p>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.</p>	<p>No cost to members \$35 for non-members</p>	<p>Bryan May</p>	<p>3 hours Elective</p>
<p>Wednesday November 30 2016 Education Center</p>	<p>9:00am To 12:00pm</p>	<p>Home Inspections: What You Need To Know</p>	<p>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.</p>	<p>No cost to members \$35 for non-members</p>	<p>Steve Pruitt</p>	<p>3 hours Elective & Orientation Elective</p>
<p>Thursday December 1 2016 Education Center</p>	<p>9:00am to 12:00pm</p>	<p>Code of ETHICS vs. License Law (ETHICS)</p>	<p>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. The class satisfies the NAR quadrennial requirement for ethics.</p>	<p>No cost to members \$35 for non-members</p>	<p>Ginny Lawson</p>	<p>3 hours Legal/law</p>
<p>Thursday December 1 2016 Education Center</p>	<p>1:00pm to 4:00pm</p>	<p>Get An "A" in Risk Reduction</p>	<p>This class reviews the laws dealing with advertising, anti-trust, alcohol, and agency. The advertising section includes the license law and federal laws on truth-in-lending and fair housing. NAR's anti-trust video will be shown with a discussion on anti-trust to follow. Alcohol, as it relates to serving it to clients not drinking it, will be briefly explored. Risk reduction will be included in each section.</p>	<p>No cost to members \$35 for non-members</p>	<p>Ginny Lawson</p>	<p>3 hours Legal/law</p>

Tuesday December 6 2016 Education Center	11:30am to 1:00pm	U2 CLUB	Realtors Under 2 years – Let's face it, the first 2 years of any new Realtor's career are critical. We want to help!! Every other month the YRB will sponsor the U2 Club. TOPICS WILL VARY. Lunch provided.	NO COST	YRB	NO CE credit
Wednesday December 7 2016 Education Center	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 \$35 for non-members	Woodrow Wilson	3 hours Legal/law & Orientation Elective
Wednesday December 7 2016 Education Center	1:00pm to 4:00pm	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 \$35 for non-members	John Groat	3 hours Legal/law CE Credit PLE: 3 Hours Contracts
Thursday December 8 2016 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 \$75 for non-members	Ginny Lawson	6 hours Legal/law
Friday December 9 2016 Education Center	9:00am to 12:00pm	HUDOPOLY – 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 \$35 for non-members	Cindy Crutcher	3 hours Elective
Tuesday December 13 2016 Education Center	9:00am to 12:00pm	Representing the Real Estate Investor	NEW CLASS. This course will educate agents so that they can expertly guide their clients on the safest way to get into investment real estate.	No cost to members \$35 for non-members	Jennifer Fields	3 hours Legal/law
Tuesday December 13 2016 Education Center	1:00pm to 4:00pm	1031 Exchanges	NEW CLASS. Imagine selling or trading business or investment property, or even land, acquiring new real estate of any type and possibly deferring all federal capital gains tax, depreciation recapture tax and, in some states, the state capital gains tax. Many investors are profiting every day simply by using the exchange process. Learn to identify transactions that could qualify for 1031 Exchanges, understand basics of time frame and financing requirements and identify common pitfalls in order to protect your customers/clients.	No cost to members \$35 for non-members	Jennifer Fields	3 hours Legal/law PLE: 3 Hours Finance

<p>Wednesday December 14 2016 Education Center</p>	<p>9:00am to 12:00pm</p>	<p>Unique Real Estate Law Situations</p>	<p>This class will cover interesting and unique real estate issues that can arise in day-to-day practice. You will receive tips and strategies to deal with these unique situations and please your clients.</p>	<p>No cost to members <hr/>\$35 for non-members</p>	<p>Lee Harris Donahue</p>	<p>3 hours Legal/law</p>
<p>Wednesday December 14 2016 Education Center</p>	<p>1:00pm to 4:00pm</p>	<p>Stump The Attorney</p>	<p>Lee will pose 8 different legal topics and ask the students to give real-life examples of scenarios they have faced. We will then decide as a group how the situation should have been handled. If the student stumps Lee, they will receive a prize!</p>	<p>No cost to members <hr/>\$35 for non-members</p>	<p>Lee Harris Donahue</p>	<p>3 hours Legal/law CE Credit</p> <hr/> <p>PLE: 3 Hours Agency</p>
<p>Thursday December 15 2016 Education Center</p>	<p>9:00am to 12:00pm</p>	<p>Master Commissioner Sales</p>	<p>The title says it all – Be aware of the current master commissioner laws, the hottest issues and the most common problems.</p>	<p>No cost to members <hr/>\$35 for non-members</p>	<p>Jonah Mitchell & James Frazier</p>	<p>3 hours Legal/law CE Credit</p> <hr/> <p>PLE: 3 Hours Finance</p>
<p>Thursday December 15 2016 Education Center</p>	<p>1:00pm to 4:00pm</p>	<p>Breaking News</p>	<p>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.</p>	<p>No cost to members <hr/>\$35 for non-members</p>	<p>Jonah Mitchell</p>	<p>3 hours Legal/law CE Credit</p> <hr/> <p>PLE: 2 Hours Risk Mgmt & 1 Hour Elective</p>
<p>Friday December 16 2016 Education Center</p>	<p>9:00am to 12:00pm</p>	<p>DotLoop Boot Camp AM</p>	<p>DotLoop Boot Camp – DotLoop is coming to you! Join us for a half day in-depth training on how to become an expert looper. At DotLoop Boot Camp, 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. Sign up today, spots are limited!</p>	<p>No cost to members <hr/>\$35 for non-members</p>	<p>DotLoop Hunter Morgan Margaux Reilly Katrina Holland</p>	<p>3 hours Elective CE Credit</p> <hr/> <p>PLE: 3 Hours Technology & Data Security</p>
<p>Monday December 19 2016 Education Center</p>	<p>9:00am to 4:00pm</p>	<p>Kentucky CORE Course</p>	<p>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.</p>	<p>\$40 for members payable at registration \$60 member walk-ins <hr/>\$75 for non-members</p>	<p>Jonah Mitchell</p>	<p>6 hours Legal/law</p>

<p>Monday December 19 2016</p> <p>Board Room</p>	<p>9:00am to 12:00pm</p>	<p>MLS Rapattoni Training</p>	<p>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!</p>	<p>No cost to members \$35 for non-members</p>	<p>Debbie Hamilton</p>	<p>3 hours Elective CE Credit</p> <hr/> <p>PLE: 3 Hours Technology & Data Security</p>
<p>Tuesday December 20 2016</p> <p>Education Center</p>	<p>9:00am to 12:00pm</p>	<p>Agents, ETHICS and the Law (ETHICS)</p>	<p>"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.</p>	<p>No cost to members \$35 for non-members</p>	<p>Mike Gooch</p>	<p>3 hours Legal/law</p>
<p>Tuesday December 20 2016</p> <p>Education Center</p>	<p>1:00pm to 4:00pm</p>	<p>Mishaps, Mistakes and Risk Management</p>	<p>This could be the most important and useful class being taught in Kentucky at this time. It covers A LOT! Almost a mini "core class". If you are going to be involved in a lawsuit as a real estate professional today, learn why we are sued 70% of the time; most importantly – what to do to avoid it and "God forbid" if it should happen, what will help! The gray areas of License Law – Stigmatized Properties/Megan's Law. Understand the agency forms, top to bottom and most importantly "how to" fill them out correctly.</p>	<p>No cost to members \$35 for non-members</p>	<p>Mike Gooch</p>	<p>3 hours Legal/law & Orientation Elective</p>
  						
<p>Wednesday January 11</p> <p>Education Center</p>	<p>9:00am to 12:00pm</p>	<p>NEW MEMBERS ONLY Association Services & Financing</p>	<p>NEW MEMBERS ONLY! Learn what your association will do for you. Also get basic financing information.</p>	<p>No cost to members Not offered to non-members</p>	<p>Elaine Hangis & Jesse Hardin</p>	<p>No CE Credit</p> <hr/> <p>LBAR Orientation</p>
<p>Wednesday January 11</p> <p>Education Center</p>	<p>1:00pm to 4:00pm</p>	<p>Buyer Forms</p>	<p>This class teaches new members how to use all the forms designed for the buying process AND gives seasoned agents a great refresher!</p>	<p>No cost to members \$35 for non-members</p>	<p>Carole Schoo</p>	<p>3 hours Legal/law CE Credit</p> <hr/> <p>PLE: 3 Hours Contracts</p>

Tuesday January 17 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.	No cost to members <hr/> \$35 for non-members	Mike Gooch	3 hours Legal/law
Tuesday January 17 Education Center	1:00pm to 4:00pm	Licensee Compliance	KREC mandated New Licensee Compliance Course.	No cost to members <hr/> \$35 for non-members	Mike Gooch	3 hours Legal/Law CE Credit <hr/> PLE: 3 Hours Compliance
Wednesday January 18 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	Jonah Mitchell	6 hours Legal/law
Monday January 30 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	3 hours Elective CE Credit <hr/> PLE: 3 Hours Technology & Data Security
Wednesday February 8 Education Center	1:00pm to 4:00pm	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	John Groft	3 hours Legal/law CE Credit <hr/> PLE: 3 Hours Contracts
Monday February 27 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	3 hours Elective CE Credit <hr/> PLE: 3 Hours Technology & Data Security

Thursday March 2 Education Center	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.	No cost to members <hr/> \$35 for non-members	Mike Gooch	3 hours Legal/law
Wednesday March 8 Education Center	9:00am to 12:00pm	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	Maria Gnas	3 hours Legal/law CE Credit <hr/> PLE: 3 Hours Contracts
Wednesday March 8 Education Center	1:00pm to 4:00pm	NEW MEMBERS ONLY Association Services & Financing	NEW MEMBERS ONLY! Learn what your association will do for you. Also get basic financing information.	No cost to members <hr/> Not offered to non-members	Elaine Hangis & Jesse Hardin	No CE Credit <hr/> LBAR Orientation
Thursday March 16 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	Ginny Lawson	6 hours Legal/law
Thursday March 23 Education Center	9:00am to 12:00pm	Licensee Compliance	KREC mandated New Licensee Compliance Course.	No cost to members <hr/> \$35 for non-members	Ginny Lawson	3 hours Legal/Law CE Credit <hr/> PLE: 3 Hours Compliance
Monday March 27 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	3 hours Elective CE Credit <hr/> PLE: 3 Hours Technology & Data Security
Wednesday April 12 Education Center	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	Linda Wiley	3 hours Legal/law CE Credit <hr/> PLE: 3 Hours Contracts

Monday April 24	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 <u>\$35 for non-members</u>	Debbie Hamilton	3 hours Elective CE Credit <hr/> <hr/> PLE: 3 Hours Technology & Data Security
Wednesday April 26	1:00pm to 4:00pm	Licensee Compliance	KREC mandated New Licensee Compliance Course.	No cost to members <u>\$35 for non-members</u>	Jonah Mitchell	3 hours Legal/Law CE Credit <hr/> <hr/> PLE: 3 Hours Compliance
Wednesday May 3	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	6 hours Legal/law
Wednesday May 10	9:00am to 12:00pm	NEW MEMBERS ONLY Association Services & Financing	NEW MEMBERS ONLY! Learn what your association will do for you. Also get basic financing information.	No cost to members <u>Not offered to non-members</u>	Elaine Hangis & Jesse Hardin	No CE Credit <hr/> <hr/> LBAR Orientation
Wednesday May 10	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 <u>\$35 for non-members</u>	Mike Gooch	3 hours Legal/law CE Credit <hr/> <hr/> PLE: 3 Hours Contracts
Tuesday May 16	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.	No cost to members <u>\$35 for non-members</u>	Mike Gooch	3 hours Legal/law
Monday May 22	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 <u>\$35 for non-members</u>	Debbie Hamilton	3 hours Elective CE Credit <hr/> <hr/> PLE: 3 Hours Technology & Data Security

Thursday June 8 Education Center	1:00pm to 4:00pm	Licensee Compliance	KREC mandated New Licensee Compliance Course.	No cost to members <hr/> \$35 for non-members	Ginny Lawson	3 hours Legal/Law CE Credit <hr/> PLE: 3 Hours Compliance
Wednesday June 14 Education Center	1:00pm to 4:00pm	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	3 hours Legal/law CE Credit <hr/> PLE: 3 Hours Contracts
Monday June 26 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 hotsheets, to load pictures and attached documents and so much more!	No cost to members <hr/> \$35 for non-members	Debbie Hamilton	3 hours Elective CE Credit <hr/> PLE: 3 Hours Technology & Data Security
Wednesday July 12 Education Center	9:00am to 12:00pm	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	3 hours Legal/law CE Credit <hr/> PLE: 3 Hours Contracts
Wednesday July 12 Education Center	1:00pm to 4:00pm	NEW MEMBERS ONLY Association Services & Financing	NEW MEMBERS ONLY! Learn what your association will do for you. Also get basic financing information.	No cost to members <hr/> Not offered to non-members	Elaine Hangis & Jesse Hardin	No CE Credit <hr/> LBAR Orientation
Tuesday July 18 Education Center	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.	No cost to members <hr/> \$35 for non-members	Mike Gooch	3 hours Legal/law
Thursday July 20 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	Ginny Lawson	6 hours Legal/law

Monday July 31 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	3 hours Elective CE Credit <hr/> <hr/> PLE: 3 Hours Technology & Data Security
Wednesday August 8 Education Center	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	John Graft	3 hours Legal/law CE Credit <hr/> <hr/> PLE: 3 Hours Contracts
Monday August 28 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	3 hours Elective CE Credit <hr/> <hr/> PLE: 3 Hours Technology & Data Security
Wednesday August 30 Education Center	9:00am to 12:00pm	Licensee Compliance	KREC mandated New Licensee Compliance Course.	No cost to members <hr/> \$35 for non-members	Jonah Mitchell	3 hours Legal/Law CE Credit <hr/> <hr/> PLE: 3 Hours Compliance
Wednesday September 13 Education Center	9:00am to 12:00pm	NEW MEMBERS ONLY Association Services & Financing	NEW MEMBERS ONLY! Learn what your association will do for you. Also get basic financing information.	No cost to members <hr/> Not offered to non-members	Elaine Hangis & Jesse Hardin	No CE Credit <hr/> <hr/> LBAR Orientation
Wednesday September 13 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	Maria Gnas	3 hours Legal/law CE Credit <hr/> <hr/> PLE: 3 Hours Contracts
Tuesday September 19 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.	No cost to members <hr/> \$35 for non-members	Mike Gooch	3 hours Legal/law

Tuesday September 19 Education Center	1:00pm to 4:00pm	Licensee Compliance	KREC mandated New Licensee Compliance Course.	No cost to members <hr/> \$35 for non-members	Mike Gooch	3 hours Legal/Law CE Credit <hr/> PLE: 3 Hours Compliance
Monday September 25 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 hotshets, to load pictures and attached documents and so much more!	No cost to members <hr/> \$35 for non-members	Debbie Hamilton	3 hours Elective CE Credit <hr/> PLE: 3 Hours Technology & Data Security
Wednesday September 27 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	Jonah Mitchell	6 hours Legal/law
Wednesday October 18 Education Center	1:00pm to 4:00pm	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 Gnass	3 hours Legal/law CE Credit <hr/> PLE: 3 Hours Contracts
Thursday October 19 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	Ginny Lawson	6 hours Legal/law
Wednesday November 1 2017 Education Center	9:00am to 12:00pm	Licensee Compliance	KREC mandated New Licensee Compliance Course.	No cost to members <hr/> \$35 for non-members	Jonah Mitchell	3 hours Legal/Law CE Credit <hr/> PLE: 3 Hours Compliance

<p>Wednesday November 8 2017 Education Center</p>	<p>9:00am to 12:00pm</p>	<p>Buyer Forms</p>	<p>This class teaches new members how to use all the forms designed for the buying process AND gives seasoned agents a great refresher!</p>	<p>No cost to members <hr/>\$35 for non-members</p>	<p>Mike Gooch</p>	<p>3 hours Legal/law CE Credit</p> <hr/> <p>PLE: 3 Hours Contracts</p>
<p>Wednesday November 8 2017 Education Center</p>	<p>1:00pm to 4:00pm</p>	<p>NEW MEMBERS ONLY Association Services & Financing</p>	<p>NEW MEMBERS ONLY! Learn what your association will do for you. Also get basic financing information.</p>	<p>No cost to members <hr/>Not offered to non-members</p>	<p>Elaine Hangis & Jesse Hardin</p>	<p>No CE Credit <hr/>LBAR Orientation</p>
<p>Wednesday November 15 2017 Education Center</p>	<p>9:00am to 4:00pm</p>	<p>Kentucky CORE Course</p>	<p>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.</p>	<p>\$40 for members payable at registration \$60 member walk-ins <hr/>\$75 for non-members</p>	<p>Jonah Mitchell</p>	<p>6 hours Legal/law</p>
<p>Tuesday November 21 2017 Education Center</p>	<p>9:00am To 12:00pm</p>	<p>Agents, ETHICS and the Law (ETHICS)</p>	<p>"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.</p>	<p>No cost to members <hr/>\$35 for non-members</p>	<p>Mike Gooch</p>	<p>3 hours Legal/law</p>
<p>Thursday December 7 2017 Education Center</p>	<p>1:00pm to 4:00pm</p>	<p>Licensee Compliance</p>	<p>KREC mandated New Licensee Compliance Course.</p>	<p>No cost to members <hr/>\$35 for non-members</p>	<p>Ginny Lawson</p>	<p>3 hours Legal/Law CE Credit</p> <hr/> <p>PLE: 3 Hours Compliance</p>
<p>Tuesday December 12 2017 Education Center</p>	<p>9:00am to 4:00pm</p>	<p>Kentucky CORE Course</p>	<p>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.</p>	<p>\$40 for members payable at registration \$60 member walk-ins <hr/>\$75 for non-members</p>	<p>Ginny Lawson</p>	<p>6 hours Legal/law</p>

<p>Wednesday December 13 2017</p> <p>Education Center</p>	<p>1:00pm to 4:00pm</p>	<p>Seller Forms</p>	<p>This class teaches new members how to use all the forms designed for the listing process AND gives seasoned agents a great refresher!</p>	<p>No cost to members <hr/>\$35 for non-members</p>	<p>John Groft</p>	<p>3 hours Legal/law CE Credit</p> <hr/> <p>PLE: 3 Hours Contracts</p>
<p>Thursday December 21 2017</p> <p>Education Center</p>	<p>1:00pm To 4:00pm</p>	<p>Agents, ETHICS and the Law (ETHICS)</p>	<p>“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.</p>	<p>No cost to members <hr/>\$35 for non-members</p>	<p>Mike Gooch</p>	<p>3 hours Legal/law</p>

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

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.

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 **forty-eight (48) hours in advance** to cancel. LBAR reserves the right to cancel courses due to lack of registration – **Must have at least 25 in most classes.** (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 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) 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
 - b) Eighteen (18) Hours in elective topics approved PLE Elective by KREC and chosen by the licensee from this Elective List:
Real Estate Auctions; Anti-Trust; Appraisals & Home Inspections; Land Use; Property Rights; Property Management; Real Estate 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** starting in 2017.

LBAR APPROVED ONLINE CE - NEED CE? IF this schedule doesn't work for you - we have a great ONLINE option for YOU! We recognize the growing demand for online CE. We want to meet this demand and provide the highest value to you. You can access great online continuing education courses, which are KREC approved & 100% accredited. If the above dates and times do not fit your schedule, please take advantage of our online courses. You can go to www.lbar.theceshop.com. OR **SAVE 20% in NOVEMBER** - **Enter the promotional code "**NOVEMBER20**" at checkout.