

**INDIANA REAL ESTATE EDUCATION ADVISORY COUNCIL**

**May 13<sup>th</sup> , 2021**

**1:30 P.M.**

**\*TO BE HELD THROUGH VIDEO AND AUDIO CONFERENCING\***

**IN ORDER TO JOIN THE MEETING PARTIES WILL LOG INTO:**

**<https://IndianaEnhanced.Webex.com/join/PLAWebex> OR**

**BY TELEPHONE BY CALLING 1-240-454-0887. MEETING PARTICIPANTS CALLING THE TELEPHONE NUMBER MUST ENTER THE MEETING ACCESS CODE 610.915.440 TO JOIN THE MEETING**

**A. American Society of Farm Managers & Rural Appraisers (CE10600300)**

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| 1. Interpretation and Application of Soil Test Results | 4 hours |
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**B. Century 21 Scheetz**

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| 1. 30hr Post Licensing course |  |
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**C. Listing Leaders Academy of Real Estate**

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| 1. 90hr Pre-Licensing |  |
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**D. Listing Leaders Northwest School of Real Estate**

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| 1. 90hr Pre-Licensing (online)                                 |         |
| 2. 30hr Post Licensing   |         |
| 3. 24hr Managing Broker Course                                 |         |
| 4. A Day in the Life of a Buyer Agent                          | 3 hours |
| 5. Finding your Focus: Niche Marketing for Real Estate         | 3 hours |
| 6. Helping Clients Understand Real Estate Finance              | 3 hours |
| 7. Real Estate Safety: Protect Yourself and Your Clients (MB)  | 4 hours |
| 8. Property Management Basics                                  | 4 hours |
| 9. Advertising and Property Management                         | 4 hours |
| 10. Property Management Leases                                 | 4 hours |
| 11. Commercial Real Estate 101                                 | 3 hours |
| 12. Building a Successful Commercial Real Estate Business      | 3 hours |
| 13. Commercial Risk Management Planning                        | 3 hours |
| 14. Basic Construction Review                                  | 6 hours |
| 15. Taking the Distress out of Distressed Property             | 3 hours |
| 16. Handling Foreclosures and Short Sales                      | 2 hours |
| 17. What Does it Mean to be Green                              | 3 hours |
| 18. Marijuana Legalization and the Real                        | 3 hours |
| 19. Social Media Ethics  | 3 hours |
| 20. Real Estate Contracts                                      | 4 hours |
| 21. Residential Contract: Issues, Disputes, and Solutions (MB) | 4 hours |
| 22. Real Estate Disclosure Issues Buyer & Seller Obligations   | 4 hours |
| 23. Risky Business: Protecting your License and Brokerage (MB) | 3 hours |
| 24. Running a Small Brokerage                                  | 3 hours |
| 25. Residential Financing Refresher                            | 2 hours |

26. Keeping it Real: Property Law & Case Studies	4 hours
27. Property Tax and Mortgage Valuation	4 hours
28. NAR: May the Code be with You	4 hours
29. Exploring Agency Concepts and Disclosures	4 hours
30. Evaluating Current Standards in Fair Housing	4 hours
31. Performing Quality BPO's	4 hours
<b>E. McKissick, LLC (CE10600460)</b>	
1. Online Correspondence: Ethics in the Age of Disruption	3 hours
2. Online Correspondence: NAR: May the Code Be with You	3 hours
3. Live Webinar: Secrets of Residential Investing	3 hours
<b>F. Mibor Realtor Association (CE106000458)</b>	
1. The Way Home (Fair Housing Training)	3 hours
<b>G. Real Estate Institute (CE21500010)</b>	
1. Commercial Real Estate Introduction & Assignments	6 hours
2. Navigating Commercial Real Estate Procedures	6 hours
3. Executing Commercial Real Estate	6 hours
<b>H. SB Realty Consulting DBA Howard Hanna SB Real Estate</b>	
1. Code of Ethics	3 hours
<b>I. Southern Indiana REALTORS Association, Inc. (CE21200049)</b>	
1. Ethically Speaking: How Ethics Shape your Career in Real Estate and Determine your Level of Success	3 hours
<b>J. Tucker School of Real Estate (CE10600410) (Already approved)</b>	
1. Psychology of Communication in Real Estate	3 hours
2. Verbal Judo	2 hours
3. Mold Basics for Realtors	2 hours

Next Meeting  
July 13, 2021 hours