

**INDIANA REAL ESTATE EDUCATION
ADVISORY COUNCIL**

**August 22, 2022
1:30 p.m. (local time)**

***TO BE HELD THROUGH WEBEX*
TO JOIN, CALL: (240) 454-0887
MEETING CODE: 610915440 OR**

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

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| I. | Greater Louisville Association of Realtors (CE10600437) | |
| | a. Agency Law & Disclosure | 3 hrs. |
| | b. Condo & HOA Disclosures | 3 hrs. |
| | c. Contract Law | 3 hrs. |
| | d. Disclosures Allowed, Required and Prohibited | 6 hrs. |
| | e. Fair Housing | 3 hrs. |
| | f. Landlord Tenant Law | 3 hrs. |
| | g. Sales Contracts | 3 hrs. |
| | h. Mediation, Arbitration & Litigation | 3 hrs. |
| | i. Closing Day Success | 3 hrs. |
| | j. Ethics Cases & Scenarios | 3 hrs. |
| | k. Contract Law | 3 hrs. |
| | l. Legal Boot Camp | 6 hrs. |
| | m. 1031 Exchanges | 3 hrs. |
| | n. Bullet Proofing the Real Estate Closing | 3 hrs. |
| | o. Death, Divorce and Taxes | 3 hrs. |
| | p. Presenting Multiple Offers & the Agency Forms | 3 hrs. |
| | q. Sellers Disclosure and Procuring Cause | 3 hrs. |
| II. | International Right of Way Association (CE10600454) | |
| | a. Course 901 Engineering Plan Development and Application | 8 hrs. |
| | b. Course 902 Property Descriptions | 8 hrs. |
| | c. Challenges of Acquiring Right of Way in 2022 | 6 hrs. |
| III. | La Porte County Association of Realtors (CE21500006) | |
| | a. Business to Business Principles: How to Serve your clients
By Better Serving your Fellow Realtor | 2 hrs. |
| | • New Instructor – Jennifer Parham INST200989 | |
| IV. | Lighthouse School of Real Estate – new provider | |
| | a. Business to Business Principles: How to Serve your clients
By Better Serving your Fellow Realtor | 2 hrs. |
| V. | Listing Leaders Academy of Real Estate (SC42100004) | |
| | • New School Site | |

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| VI. | Tucker School of Real Estate (CE10600410) | |
| a. | The Psychology of the Real Estate Transaction | 2 hrs. |
| b. | Recharge, Refocus, Reengage | 3 hrs. |
| c. | Using the Code to Solve Ethical Dilemmas (online) | 3 hrs. |
| d. | Blockchain, Cryptocurrency and Real Estate | 3 hrs. |
| VII. | WebCE, Inc. (CE21900012) | |
| a. | Avoiding Costly Mistakes in Your Real Estate Career | 3 hrs. |
| b. | Understanding Implicit Bias | 2 hrs. |

Next Scheduled Meeting
September 29, 2022