

Continuing Education 2009 – 2010 Course Guide

Brokers must renew by **June 30, 2010**
Salespersons must renew by **September 30, 2010**

Dear Student,

The following pages will give a brief introduction to our instructors and the courses that have been approved for Continuing Education Credit for the 2010 renewal cycle through the Missouri Real Estate Commission.

You may obtain schedules and registration forms by logging on to our website at <http://education.slar.org> or by contacting the Education Department.

If you have any questions, please do not hesitate to call us at 314-275-7888.

We look forward to serving you in the 2010 renewal cycle.



Meet the Instructor – Bruce Aydt

Bruce Aydt is a REALTOR[®], attorney and educator from St. Louis, Mo. He has been involved in the management of real estate brokerages for over 20 years, most recently Senior Vice-President and General Counsel of Prudential Alliance, REALTORS[®].

Bruce is active in all levels of REALTOR[®] organizations. Bruce was President of the St. Louis Association of REALTORS[®], twice received their Distinguished Service Award and was named REALTOR[®] of the Year.

At the state level, he has chaired the License Law, Professional Standards and Risk Reduction Committees, is a Senior Instructor and has been named REALTOR[®] of the Year.

For the National Association of REALTORS[®], Bruce has chaired the Professional Standards Committee, Legal Action Committee, Interpretations Subcommittee, State Leadership Forum, Procuring Cause Working Group and served on the Presidential Advisory Groups on Agency, code of Ethics Enforcement, and Buyer Representation Liability Issues.

He is a qualified civil property mediator in the state of Missouri and serves on the faculty of Webster University in St. Louis. He has been named Educator of the Year by both the National Association of REALTORS[®] and the Missouri Association of REALTORS[®].

Classes Taught by Bruce Aydt:

Life & Times of Rhonda the REALTOR

Course # 1490009076

3 Elective Hours

Learn appropriate policies and methods to set up and operate a real estate brokerage, including agency issues, MREC Rules & Regulations, License law, fair housing law, commercial environmental issues & thus be better prepared to correctly handle transactions with clients & customers.

Ethics, Dilemmas & Practices, The Code & The Law

Course # 1600007042

3 Elective Hours

Learn the parallels and differences between license law & MREC Rules & Regulations as compared to the Code of Ethics and be able to raise the standards of their practice to meet the highest standard required to serve clients & customers.

This course also satisfies **NAR's Quad 3 Ethics requirement.**

Fair Housing and Antitrust

Course # 1490009077

3 Elective Hours

Learn correct & appropriate treatment of all clients and customers to provide equal service. In addition, students will learn how to avoid antitrust language and actions in the marketplace, thus providing consumers with full marketplace choice for services.

Is It Competition or Antitrust??

Course # 1490009074

3 Elective Hours

Learn key concepts in Antitrust law and competition in the real estate industry as well as learn the very real risks of an anti-trust claim.

Manage Your Risk & Stay Out of Court

Course # 1490009075

3 Elective Hours

Learn to avoid common mistakes that might lead to fraud, misrepresentation and negligence, thereby serving clients & customers accurately by conveying correct information about property & service to consumers.

Meet the Instructor – Chad Borah

Chad Borah is the independent owner and operator of Pillar To Post - St. Louis, the nation's leading home inspection franchise. Pillar To Post – St. Louis has served the greater area needs since 2002.

Chad holds a Bachelor of Science degree in engineering from the University of Missouri at Rolla ('96). He is a member of the American Society of Home Inspectors (ASHI). Chad is a proud husband and father.

Prior to performing home inspections Chad was employed by an international business consulting firm (Accenture). A large percentage of his responsibilities involved training and facilitation. Chad's experience ensures his presentations are valuable and entertaining.

Classes Taught by Chad Borah:

Basic Electricity for Real Estate Professionals

Course # 1540008039

3 Elective Hours

Students will learn to common defects and solutions for electrical problems and their impact on insurability. Students will also learn pitfalls involved in estimating service size and the most common defects association with electrical panels.

Basic Plumbing for Real Estate Professionals

Course # 1540008038

3 Elective Hours

Students will learn how we can all conserve water in our homes. Students will also learn the top five water supply plumbing problems and the safety hazards posed by a defective T&P relief valves. This course also covers the importance of a proper waste plumbing vent system.

Houses: New and Old

Course # 1540006239

3 Elective Hours

This course addresses common characteristics, conditions, or defects found in houses new to old. The content is designed to provide the real estate professional with information they can use in every home. You will learn common conditions found in older homes from environmental hazards to squeaky floors.

Basements: Cracks, Moisture and Environmental Concerns

Course # 1540007104

3 Elective Hours

Learn what different types of basement and foundation cracks signify and what it may mean to the structure. This course also looks at how and why water enters basements as well as environmental issues such as mold, asbestos and radon.

Meet the Instructor – Fran Cashion

Fran Cashion is a Director of Relocation and Business Development for Prudential Kansas City Realty in Overland Park, Kansas.

Fran has been in the real estate industry for the past 26 years. Fran has been in the Kansas City area for ten years and previously worked in St. Louis, her hometown, and Portland, Oregon.

Along with being an active member of the Kansas City Regional Association of REALTORS®, she is also a member of the Johnson County Women's Council of REALTORS®, the Human Resource Management Association of Kansas City and Johnson County and is a member of the central exchange.

Most recently Fran was presented with the Kansas City REALTOR® of the Year award and was the recipient of the 2003 National Performance Award for outstanding commitment to customer service.

On a national level, she is a member of the Employee Relocation Council, the Relocation Directors Council and has served on the Prudential Relocation Advisory Council. Fran has spoken locally and nationally on topics ranging from relocation to relationship selling and leadership.

Classes Taught by Fran Cashion:

Consumer Focused Seller Services

Course # 1120006034

3 Elective Hours

The Consumer Focused Sellers Services class is designed to give you the “edge” in winning listings and keeping your sellers happy, and referring you to new prospects. From your first conversation, through closing and beyond, this class offers information and suggestions from the seller’s perspective.

Behave Yourself: The Code of Ethics

Course # 1120006105

3 Elective Hours

This course looks at the REALTOR® Code of Ethics. Students will learn about the structure and how it is prioritized. This course also looks at the Pathways to Professionalism and how it differs from the Code of Ethics. This course also satisfies **NAR’s Quad 3 Ethics requirement.**

Professional Performance When Working With Buyers

Course # 1120009073

3 Elective Hours

This course reviews the skills most sought after by Buyers in NAR surveys and the purpose of Buyer Agency. This course also looks at how to be informative with internet buyers who may want to be anonymous at first. This course also discussed personality and generational differences among purchasers.

Relocation is a Team Sport

Course # 140006172

3 Elective Hours

With over 200,000 corporate transfers each year, this course will provide an overview what is required of them as relocation partners by the various parties involved and to provide a seamless transition of the transferee from one location to another.

Customer Driven Service

Course # 1120007072

3 Elective Hours

This course looks at customer service from several angles, including: NAR surveys of Buyers and Sellers, companies outside of the real estate industry like Ritz Carlton and Disney and expectations of first time home buyers and buyers and sellers in the luxury and 2nd home markets.

Meet the Instructor – Tom Dabin

Tom is a St Louis Native – Southwest High School and Meramec Community College and has been a Residential Appraiser since 1986

Tom has been the wowner of Regional Appraisal Services, Inc since 1988.

Tom holds memberships in the St Louis Association of REALTORS®, the Lake of the Ozarks Association of REALTORS®, the Southwestern Illinois Association of REALTORS®, the World Wide Employee Relocation Council (ERC), and the National Association of Independent Fee Appraisers. He holds both the IFA –Independent Fee Appraiser designation and the CRP-Certified Relocation Professional designation.

He has been married to Kathy (38 years) with two daughters Kim and Jennifer and five Grandchildren Lexie, Conner, Gage, Corbin and Tobias

Classes Taught by Tom Dabin:

The Appraisal Process

Course # 1490009117

3 Elective Hours

This course takes an in depth look at the HVCC, the Uniform Appraisal Report and the Federal Housing Notice. Students will learn the process appraisers use for researching the subject property and selecting comparables. Students will also learn about appraisal problems/value issues and potential solutions to these problems.

Meet the Instructors

Kim Daugherty:

Kim Daugherty started his first “formal” business at the age of fifteen. Since then, Kim has been involved in numerous successful ventures including twenty-four years in the real estate industry.

Kim has been a licensed real estate salesperson/broker for 26 years, has managed a mortgage banking operation for 5 years, was a designated real estate appraiser for 5 years, did land acquisition and residential development for 3 years and has been a speaker/trainer/instructor for 17 years.

Kim is currently the Director of Training and Education for Coldwell Banker Gundaker, is President of Home Quest Productions featuring “Real Estate Checklists And Systems” and “Your Home Coach. COM”. Kim is also the Administrator and Instructor for Coldwell Banker Gundaker School of Real Estate.

Jeff Bosch:

As an award-winning licensed broker/salesperson, Jeff has forged a career in residential sales, training and relocation services over the last nine years.

He has spent more than three of those years training thousands of agents in various aspects of real estate from pre-license education, to day to day business operations, contracts, marketing, and continuing education courses.

Jeff most enjoys helping people reach their goals by taking a light hearted, but critical look at important topics that make or break the achievement of success in the real estate market daily.

Classes Taught by Kim & Jeff:

Representation Options in the State of Missouri

Course # 1030008161

3 CORE Hours

Missouri Required CORE Education for 2010 Renewal. This class discussed the types of agency relationship available to licensees in the State of Missouri. Students will discuss statutory issues in Missouri license law, real estate license law terms and brokerage service agreements.

Prime Time – Where Real Estate Meets TV

Course # 1030009015

3 Elective Hours

This fast paced course uses popular TV. shows as a template.

In the “*Are You Smarter Than...*” section students will learn the importance of discovery and analysis of trends reflecting consumer behavior. Students will also discuss legal issues impacting licensees and consumers.

In the “*Jeopardy*” section students will review Fair Housing, Appraisal and Lending issues.

In the “*CS*” section students will learn how legal and ethical issues come up in the everyday routine of an office. Confidentiality, representation and fair play are also discussed.

Meet the Instructor – Cathy Davis

Cathy Davis is the Vice President and Co-Owner of Mid America Property Partners. Cathy specializes in Real Estate Owned Properties. Over the last 25 years.

Cathy has worked in several facets of the foreclosure business and currently is a recognized top agent in her field. Cathy is the Midwest Director for the National REO Brokers Association, an active participant in educating consumers of the value of home ownership and in 2006 alone participated in over 800 REO transactions.

Classes Taught by Cathy Davis:

Foreclosure and Short Sales 101

Course # 1490009085

3 Elective Hours

This fast paced course covers everything from the acceleration clause that gives financial institutions the right to foreclose the process of how an offer is submitted and negotiated. Students will also learn key items required by a lender on an addendum. Also covered are the benefits of a short sale and how to determine if a lien holder would entertain a short sale.

Meet the Instructor – Stacey Folk

Stacey Folk is the Director of Training & Education for Prudential Select Properties in St. Louis, Missouri. During her 18 year real estate career she has been a top-producing agent and worked at the management level in a sales office.

She is an approved instructor by the National Association of REALTORS® (NAR) and St. Louis Association of REALTORS® (SLAR). She teaches the courses needed to attain the national designations of ABR (Accredited Buyer Representative) and SRES (Senior Real Estate Specialist). NAR has also approved her to teach the national certification course for At Home With Diversity.

Classes Taught by Stacey Folk:

How Green is Your Real Estate Business

Course # 1490009069

3 Elective Hours

This hot-topic course covers discusses Green homes, Green buyers and what Green really means. Students will learn the different types of Green rating systems and discuss non-certified homes vs. homes with a green certification. Students will also learn how to incorporate green practices into their business plans.

Meet the Instructor – Gerry Loesch

Gerald Loesch is a Professional Engineer and Home Inspector having served the St. Louis Market for the past 29 years. Gerald has looked at over 14,000 homes during that time frame. He is currently licensed in 4 states as a Professional Engineer.

Gerald has served as both National and Local President of ASHI in his career and now is a Board Member of the Exam Board for Professional Homes Inspectors.

Gerald attends seminars and courses sponsored by ASHI, ABA Engineering Consultants, and American Society of Civil Engineers to continue gaining expertise in his field.

Gerald also holds a Bachelors of Science and a Masters Degree in Civil Engineering from The University of Missouri, Rolla.

Recently, Gerald was recently presented with the 2004 Affiliate of the Year Award from the St. Louis Association of REALTORS® and is currently Vice-President of ABA Inspections and Consulting.

Classes Taught by Gerry Loesch:

Will That House Really Fall Down II

Course # 1620009052

3 Elective Hours

Learn construction terminology, components, typical problems and common repairs for the structural components of the building. This course will look at real and perceived problems identified in building inspections.

Symptoms of Home Problems 201

Course # 1620009053

3 Elective Hours

How to identify home problems and symptoms is what this second course will take a closer look at. It looks, via photos and graphics at numerous situations found in the St. Louis market over the last few years from structures, basement seepage, and electric to attic insulation and much more.

Red Flags – Preventative Trouble Shooting

Course # 1620009055

3 Elective Hours

Red Flags for Real Estate Agents is what this course covers & is the first of two classes that look at situations, conditions, & problems agents may come in contact with in the real estate transaction when listing, showing or writing contracts on various homes.

Sellers Buyers and Home Inspectors

Course # 1620009047

3 Elective Hours

This course is a light-hearted discussion of myths and fairy tales in the sales transaction. Students will learn the facts and fiction about basement seepage, foundation cracks, aluminum wiring, new homes, landscape features and more!

Problems, Problems, Problems – Foundation, Framing and Other Major Issues

Course # 1620009054

3 Elective Hours

This course looks at all aspects of foundation problems including water, uplifting, settlement, bowing, soils and drainage. Also covered are problems with framing, decks and what to look for in homeowner repairs.

Meet the Instructor – Don MacPherson

Don MacPherson recently held the position of President and General Counsel for ReMax Associates while also serving as their Chief Executive Officer.

Don has held the position of Vice President for The Henry Company, The Eugene D. Brown Company, Home Savings Association & has been an Audit Supervisor for the Peat, Marwick, & Mitchell Company.

Don holds a GRI designation from the Missouri Association of REALTORS®; & a CRB & CIPS designation from the National Association of REALTORS®; having taken numerous courses in management, appraising, financing & law through Rockhurst College, University of Missouri-Columbia & The Missouri Bar Association Don continues to bring expertise to the classroom.

Holding a Masters of Law & a Juris Doctor from U.M.K.C. with a B.S. in Business Administration from Central Mo. State University, Don continues to bring a high level of expertise to the St. Louis Association of REALTORS® students & members.

Classes Taught by Don MacPherson:

Representation Options in the State of Missouri

Course # 1980008172

3 CORE Hours

Missouri Required CORE Education for 2010 Renewal. This class discussed the types of agency relationship available to licensees in the State of Missouri. Students will discuss statutory issues in Missouri license law, real estate license law terms and brokerage service agreements.

Financing of Real Estate

Course # 1490009112

3 Elective Hours

Students will gain a working knowledge of all aspects of real estate financing from the beginning of the transaction through closing. This course discusses mortgage discount/points, refinancing, short sales, conventional and federal underwriting programs and more.

Understanding the Do's, Don'ts and Pitfalls of a Residential Sales Contract

Course # 1980008136

3 Elective Hours

This course is an in-depth course that covers the individual paragraphs of the sales contract and includes time periods, closing and earnest money. This course also approved for **Real Estate Appraisers Continuing Education Credit.**

Case Studies in Ethics – A Comparison of the REALTOR® Code of Ethics and Missouri Real Estate Law

Course # 1980008042

3 Elective Hours

This course takes students through the REALTOR® Code of Ethics via case studies. Students will learn the difference between license law and the Code of Ethics.

This course also satisfies **NAR's Quad 3 Ethics requirement.**

Title and Related Issues

Course # 1980009135

3 Elective Hours

Students will have a better understanding of legal issues affecting title to real estate as practiced in Missouri.

Meet the Instructor – John Mayfield

John Mayfield received his real estate license in 1978 at the age of 18. John has been a practicing broker since 1981 and has owned and operated three offices in Southeast Missouri, and managed over 35 real estate agents. John has taught pre and post license real estate courses since 1988. John has earned the ABR[®], ABRM, CRB, e-PRO[®] and GRI designations throughout his real estate tenure.

John is a Senior GRI instructor for The Missouri Association of REALTORS[®] and the Arkansas Association of REALTORS[®] and teaches for the CRB[®] Council of Real Estate Brokers and Managers. John has spoken to thousands of real estate professionals throughout his tenure. He has been a featured speaker at the National Association of REALTORS[®] conventions on several occasions, and taught in the Technology Resource Center for NAR the past four years.

John is also a contributing editor to the “Sales Coach” section for REALTOR[®] Magazine Online, and is a real estate writer for Hewlett Packard’s Web Site. John is also active on a local, state and national level for the REALTORS[®] Association, and currently serves as Vice-President for the CRB Council of Real Estate Brokers and Managers, and will be President for the CRB Council in 2010.

John has two children, Alyx and Anne, and he and his wife Kerry lives in St. Louis, MO.

Classes Taught by John Mayfield:

Playing it Safe (Predatory Lending, Identity Theft and Agent Safety)

Course # 2030008055

3 Elective Hours

Students will learn some of the tricks predatory lenders use against consumers and how consumers can protect themselves. Students will learn what is covered by the Borrower’s Bill of Rights. Students will also learn tricks thieves use to steal identities and tools agents can use to stay safe on the job.

Communicating With Today’s Savvy Consumer

Course # 2030008092

3 Elective Hours

This course will teach students the importance of building a positive business image through use of today’s technology. Students will learn characteristics sought by consumers with relation to real estate agents and technology. This course also discusses Tablet PCs, Smart Phones, Camera options, and Virtual Tours.

Understanding Credit Reports and the Credit Scoring Process

Course # 2030008056

3 Elective Hours

Students will learn about the different sections of credit reports, what each one contains and the importance of the Fair Credit Reporting Act. This course also discussed the difference between credit reports and credit scores including tips on improving FICO scores.

Meet the Instructor – Greg Schowe

Greg Schowe is a Division Manager for Asset Preservation, Inc. Greg's background in 1031 tax deferred exchanges, along with his past five years involvement in the real estate industry, make him a trusted local resource for the §1031 tax deferred exchange community.

Asset Preservation, a subsidiary of Stewart Title Company, is a leading national IRC §1031 "Qualified Intermediary" and is efficiently handling exchanges in every state. Combining a national title company as a partner has proven to be the approach of choice by astute investors.

Asset Preservation is one of the most respected national Qualified Intermediaries in the United States and has successfully completed over 120,000 §1031 exchanges throughout the nation.

Greg dedicates a significant portion of his time speaking to accountants, attorneys, real estate brokers and principals in the state of Kansas, Missouri and Southern Illinois. His exchange presentations are always practical and feature many real-life exchange scenarios to illustrate a wide range of investment and tax strategies.

Classes Taught by Greg Schowe:

The Power of Exchange (1031 Exchanges - Basic)

Course # 1360006148

3 Elective Hours

This class teaches introductory concepts, plus goes into more detail on the background of exchanges, introduces the student to the exchange variations available to investors, shows how to use exchanges as a listing and selling tool, illustrates how to calculate capital gain, and reviews common exchange terminology and closing procedures.

The Power of Strategy (1031 Exchanges – Advanced)

Course # 1360006147

3 Elective Hours

This class assumes the student understands the basic of exchanging. The class covers advanced topics such as "parking title" arrangements, provides additional examples and capital gain tax calculations, and addresses more solutions to investors in complex situations.

The Power of Analysis (Analyzing Small Investment Properties)

Course # 1360006198

3 Elective Hours

This course looks closely at small investment properties and covers the marketing to investors, formulas for value, cash flow, cap rate and debt coverage ratio. Students will learn about delayed exchanges and full and partial tax deferrals.

Meet the Instructor – Michele Sloan

Michele Sloan has been licensed since 1987. She has been an active trainer and instructor for the past several years and is currently certified as an instructor in several states, including Missouri.

Michele is also a National Association of REALTORS® Certified At Home with Diversity instructor and has served on the Missouri Real Estate Commission Education Task Force.

She currently serves on the Education Committee, Contract and Forms Committee and Grievance Committee's at the St. Louis Association of Realtors. Michele is the owner of 1st Choice Real Estate School, an online real estate school.

Classes Taught by Michele Sloan:

Representation Options in the State of Missouri

Course # 1490009091

3 CORE Hours

Missouri Required CORE Education for 2010 Renewal. This class discussed the types of agency relationship available to licensees in the State of Missouri. Students will discuss statutory issues in Missouri license law, real estate license law terms and brokerage service agreements.

Managing Risks

Course # 1490009090

3 Elective Hours

Students will brush up on RESPA, MREC rules and regulations, CAN-SPAM act, VOW rules and Antitrust. This course will review the information agents need to know to minimize their risk and stay in business!

Listing Contract

Course # 1490009086

3 Elective Hours

This course takes a close look at the different sections that make up the Listing Contract including special terms. Also discussed are MLS and MARIS rules and the minimum brokerage services required by Missouri law.

Meet the Instructor – Bob Stewart

Bob Stewart has been licensed since 1976 and has worked as a continuing education instructor for Coldwell Banker Gundaker School of Real Estate, instructor and speaker at nine Better Homes and Gardens Business Conventions, founder, administrator and trainer with Gundaker's Academy Of Real Estate and instructor for St. Louis Community College, pre-license and finance courses.

Bob was voted Manager of the Year for the St. Louis Association of REALTORS® in 2005 and is currently Broker-Partner with Image, REALTORS®.

Classes Taught by Bob Stewart:

The Listing, the Seller and You!

Course # 2210009087

3 Elective Hours

Students will learn what is and isn't a valid listing, what happens if there is a death of one of the parties or destruction of the property. This course covers aspects of the listing from common questions from sellers to a list of do's and don'ts for listing agents.

Meet the Instructor – John Williams

John Williams begun his Real Estate Career over 19 years ago and has been on the fast track of learning since.

John has earned professional designations of CRB, CRS, CRP, GRI, ABR from the National Association of REALTORS®, was named to the ReMax Hall of Fame, earned the ReMax Platinum Sales Award and was a Speaker for the 1996 ReMax International Convention.

John was named to the St. Louis Business Journal Top 25 from 1996-1999 and has sold well over 100+ million in real estate.

Holding a Master of Business Administration Degree from Southern Illinois University at Edwardsville and a Bachelor of Science in Business Administration from Appalachian State University, John brings wisdom and experience to the classroom environment.

John is currently serving as a member of the St. Louis Association of REALTORS® Board of Directors and contracts and forms committee. As a new member ethics orientation instructor, John is a vital member of the teaching team for the St. Louis Association of REALTORS®.

Classes Taught by John Williams:

Code of Ethics, Law and Your Biz

Course # 1490008109

3 Elective Hours

Learn the parallels and differences between license law & MREC Rules & Regulations as compared to the Code of Ethics and be able to raise the standards of their practice to meet the highest standard required to serve clients & customers.

This course also satisfies **NAR's Quad 3 Ethics requirement.**