

CONTINUING EDUCATION

KANKAKEE-IROQUOIS-FORD ASSOCIATION OF REALTORS®, INC.

Instructor: Lynn Madison

Sponsored by: Illinois Realtors®

In Conjunction With: Kankakee-Iroquois-Ford Association of Realtors®, Inc.
IR

Date: Friday, February 28, 2022

Location: Hilton Garden Inn, 455 Riverstone Parkway, Kankakee IL 60901

A Course Designed For: Managing Brokers and Brokers

Late arrivals WILL NOT be admitted! Driver's license I.D. is REQUIRED!

1) Morning Class: 9 AM - 12 PM Check In Time: 8:30 AM - Registration

Course Title: RB-746 Elements of a Contract 564.003122

Using the local association contract as a base, we will explore the nuances of the contract as well as the universal concepts of sound contract writing. Result: Fewer fall-through transactions, more accepted contracts, fewer problems - more closings!

Approved for 3 hours of Elective Continuing Education Credit in Illinois.

2) Afternoon Class: 1:00 - 4:00 PM Check In Time: 12:30 PM - Registration

Course Title: RB-707 Pitfalls & Possibilities: Presenting & Negotiating Contracts 564.03260

This is what it all comes down to. You can have all the listings you can handle and all the buyers you have time for and absolutely no income if you do not understand the rules and nuances of presenting and negotiating contracts. Focusing on multiple offers and using the Code of Ethics as a base, we will explore the problems and concerns in negotiating contracts. Result: More accepted transactions.

Approved for 3 hours of Elective Continuing Education Credit in Illinois.

FEE: SPECIAL for KIFAR members - Attend both classes for \$60.00

Otherwise: \$35.00 KIFAR Members

\$40.00 IR Members

\$60.00 Non-Members

Which includes: Course Materials

Registration must be received and paid

by February 23, 2022

REGISTRATION FORM - RB-746 and RB-707

Name _____ Address _____

City _____ State _____ Zip _____ Business Phone () _____

NRDS# _____ Local Board _____ R E License # _____

I am: () KIFAR Member Fee: \$ _____ (BOTH classes)

() KIFAR Member Fee: \$ _____ (One class) _____ RB-746 _____ RB-707

() IR Member Fee: \$ _____ () Non-Member, Fee: \$ _____

Please mark course choice: _____ RB-746 _____ RB-707

E-mail Address: _____

Additional Information: Do you have any disabilities which require special accommodation? If so, please identify your needs: _____

RETURN TO: Kankakee-Iroquois-Ford Association of Realtors®, Inc.

256 S. Washington Ave.

Kankakee, IL 60901

815/937-5551