

# COMMERCIAL REALTOR® CLASSES

Wednesday, March 9, 2022

## Advanced 1031 Exchange Concepts for the Commercial Practitioner

Early Registration \$40  
Week of Class \$50  
Day of Class \$60

### COURSE DESCRIPTION

This course is designed to educate the student in the many important aspects of the IRS Code Section 1031. The course 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.

9:00AM -  
12:00PM

COM 1007 / 564003660  
3 CE Elective

## The Power of Investment Analysis & 1031 Tax Deferred Exchanges

Early Registration \$40  
Week of Class \$50  
Day of Class \$60

1:00 PM -  
4:00PM

COM 1006 / 564003659  
3 CE Elective

### COURSE DESCRIPTION

This course is designed to give an overview of various important real estate investment analysis concepts using real-life case studies to illustrate procedural issues when analyzing investment properties to determine value. The instructor will explore how to determine an investor's rate of return and options for achieving financial independence by investing in real estate. You will learn how to utilize investment analysis to unlock new sources of income, how to price and market investment properties. The definition of "like-kind" property and delayed exchange rules/identification requirements,



## 2022 EDUCATION POLICY

1. All reservations for CE classes must be received in advance of the class in writing or online and must be accompanied with the specified amount of money.
2. Licensed non-members can attend CE and pay the non-member prices.
3. A photo ID is required upon check-in for CE.
4. All electronic devices must be silenced during the entire session.
5. Attendees who are late for CE will not be admitted.
6. Attendees must attend the entire session to receive continuing education credit. If an attendee arrives late for the class, or from the scheduled breaks, he/she will not be given credit.
  - a. Late means the instructor has started speaking and the attendee is not in the room.
7. If an attendee has a medical problem that may requires him/her to be out of the room other than a scheduled break, please inform staff and accommodations will be made.
8. An attendee must call 48 hours ahead of time if they are not able to attend any class to get a refund. If possible, the Association will move them to the same class on a different day for no additional charge.
9. Only students are allowed to attend CE classes. No additional attendees may be present in the class or building during class time.
10. All attendees are expected to pay attention, participate and should not be under the influence of a controlled substance before or during the session.
11. Electronic devices that are not being used to take notes are not to be used during class time. They can only be used during scheduled breaks.
12. The Board of Directors will decide the price of each CE class – member, REALTOR and nonmember fees.
13. If a class has no fee and the person has registered and does not attend, a fee will be due as approved by the Board of Directors.
14. If anyone has not registered and is a walk in they will be charged the same amount as anyone who didn't attend.
15. RASI must be notified 48 hours before any class time if the student will not be in attendance to not pay the nonattendance fee. RASI will also allow any person registered for a free CE course to have a proxy to take their place, and if the proxy does not show, the original person is responsible for the no-show fee.
16. RASI will charge a \$25 proctoring fee to proctor an exam for anyone who has not purchased their exam from RASI or Illinois REALTORS®.
17. Affiliates are not allowed to attend the actual CE class.
18. A \$25 CE Class change fee from zoom to in person and/or back the day of class will be charged. The exception is weather.
19. Virtual CE Requirements
  - a. You are required to use the video option – you must be seen at all times
  - b. Keep yourself muted if not talking
  - c. Dress for the job you have – not in your pajamas
  - d. Stage your video area – make it look like an office or nice workspace, not a bedroom
  - e. Don't be sitting on or in a bed
  - f. Make sure your camera and audio are working before you start
  - g. Don't eat during the class – you will get lunch and breaks
  - h. Don't do private things while you are on video
  - i. Stay focused – don't be doing other work while on video
  - j. Be in a private place, don't have dogs barking and kids running through your video
  - k. Behave like you are actually in the classroom
  - l. Be prepared for the class
  - m. Speak clearly and don't shout – they can hear you
  - n. Don't interrupt other speakers
  - o. Be on time
  - p. Use the chat function if you have a question or want to speak unless otherwise directed
  - q. You can't be in your car or mobile. You must be sitting in front of your computer

Sponsored by



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618.277.1980  
Education@myRASI.com**



**Greg Schowe,  
Instructor**

### REGISTRATION

✉ Events@myRASI.com

📞 618realtor.com

📞 618-277-1980

📍 RASI, 1124 Hartman Lane, Ste. 120, Shiloh, IL 62221

**Advanced 1031 Exchange Concepts For the Commercial Practitioner - COM 1007 / 564003660 / 3 CE (Elective)**

**The Power of Investment Analysis & 1031 Tax Deferred Exchanges - COM 1006 / 564003659 / 3 CE (Elective)**

Name(s): \_\_\_\_\_

Email: \_\_\_\_\_

Phone Number: \_\_\_\_\_

Method of payment:  Cash  Check  Visa  Mastercard  Discover  American Express  Card on File

Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_ CVV: \_\_\_\_\_

Billing Address: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

IMPORTANT NOTICE: If you have any disabilities that require special accommodations, please identify those special needs: