



Sponsored by: Illinois REALTORS® In Conjunction with: Heartland REALTOR® Organization

**BME 1804 – Broker Management #564003332**

Approved 12-credit hours of Mandatory Continuing Education in Illinois

A course designed for: Illinois Licensed REALTORS®

**Course Goal:**

Issues, Trends and Reminders...The NEW Broker Management course is designed to assist Managing Brokers and Sponsoring Brokers to function, remain current and compliant, manage risk, perform, and succeed in today’s real estate environment.

\_\_\_ **Wednesday & Thursday, October 26 & 27, 2022** (Registration deadline: 10/24/22)

**Instructor: Kris Brown/Sue Miller**

**Location: Heartland REALTOR® Organization, 405 E Congress Pkwy, Crystal Lake, IL 60014**

**Register Online** (HRO Member Login Required)

\_\_\_ **Wednesday & Thursday, February 08 & 09, 2023** (Registration deadline: 2/06/23)

**Instructor: Kris Brown/Sue Miller**

**Location: Heartland REALTOR® Organization, 405 E Congress Pkwy, Crystal Lake, IL 60014**

**Register Online** (HRO Member Login Required)

\_\_\_ **Thursday & Friday, March 23 & 24, 2023** (Registration deadline: 3/21/23)

**Instructor: Kris Brown/Sue Miller**

**Location: Heartland REALTOR® Organization, 405 E Congress Pkwy, Crystal Lake, IL 60014**

**Register Online** (HRO Member Login Required)

**Registration: 8:15 am - 8:50 am**

**Course: 9:00 am – 4:00 pm \*Must attend both days to receive full credit\***

**Registration Options:**

1. **Online:** Go to [www.HeartlandRO.realtor](http://www.HeartlandRO.realtor), sign into **Members Only**, and click on **register for Continuing Education Classes**
2. **Phone:** 815-459-0600
3. **Email:** [info@HeartlandRO.com](mailto:info@HeartlandRO.com)

Name \_\_\_\_\_ Illinois License #: \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

**Early Bird Registration Fee for REALTOR® Member \$149.00 \_\_\_\_\_**

**Registration Fee for Non-Members / After Deadline \$169.00 \_\_\_\_\_**

*\*Payment due at time of registration\**

*If a registrant cancels within 48-hours prior to the course, or is a no show, there is a \$50 cancellation fee.*

*Minimum of 15 Students to host. Seating limited to first 50 to register (unless being taught via Zoom).*

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

\_\_\_\_\_ IR Approval:



Sponsored by: Illinois REALTORS® In Conjunction with: Heartland REALTOR® Organization.

**COR 1900 – Core CE #564003203**

Approved 4 credit hours of Mandatory Core Continuing Education in Illinois  
A course designed for: Illinois Licensed REALTORS®

**Course Goal:**

In the best interests of protecting the public that licensees serve, the CORE Education curriculum is designed to address License Law, Agency duties, Fair Housing Laws, Advertising issues, and Escrow obligations, along with changes and trends in the Industry. Subject areas are aimed at preventing violations to the Real Estate License Act. Through case studies, polling questions and discussions, students will recognize risk management procedures as well as best practices for successful client experiences.

**Thursday, November 03, 2022 (Registration deadline: 11/1/22)**

**Instructor: Sue Miller Register Online (HRO Member Login Required)**

**Location: McHenry County College, Leucht Auditorium  
8900 US-14, Crystal Lake, IL 60014**

**Registration: 8:15 am - 8:50**

**Course: 9:00 am–1:00 pm**

**Registration Options:**

1. **Online:** Go to <http://heartlandro.realtor/> sign into **Members Only**, and click on register for Continuing Education classes.
2. **Phone:** 815-459-0600
3. **Email:** [info@HeartlandRO.com](mailto:info@HeartlandRO.com)

Name \_\_\_\_\_ Illinois License #: \_\_\_\_\_

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Phone \_\_\_\_\_ Email \_\_\_\_\_

**Registration COMPLIMENTARY for the First 300 Primary Heartland REALTOR® Members**

**No Show Fee \$25.00**

**Walk-ins \$25.00**

**Late Registration \$25.00**

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

\_\_\_\_\_

**IR Approval #**



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**RD 947 – Negotiation Basics #564003076**  
Approved 3 credit hours of Elective Continuing Education in Illinois  
A course designed for: Illinois Licensed REALTORS®

**Course Goal:**

Negotiation Basics is designed to introduce the participants to the basic process of negotiation. Licensees who understand and implement the basics of negotiation can better serve their clients and better put their agency duties into motion.

\_\_\_\_ Friday, November 18, 2022 (Registration deadline: 11/16/22)  
Instructor: Kris Brown Register Online (HRO Member Login Required)  
Location: Heartland REALTOR® Organization  
405 E. Congress Pkwy, Crystal Lake, IL 60014

**Registration: 8:15 am - 8:50 am**  
**Course: 9:00 am - 12:00 pm**

**Registration Options:**

1. **Online:** Go to <http://heartlandro.realtor/>, sign into **Members Only**, and click on **Register for Continuing Education Classes**.
2. **Phone:** 815-459-0600
3. **Email:** [Info@HeartlandRo.com](mailto:Info@HeartlandRo.com)

Name \_\_\_\_\_ Illinois License #: \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

**Early Bird Registration Fee for REALTOR® Member \$35.00 \_\_\_\_\_**

**Registration Fee for Non-Members / After Deadline \$45.00 \_\_\_\_\_**

*\*Payment due at time of registration\**

*If a registrant cancels within 48-hours prior to the course, or is a no show, there is a \$10 cancellation fee.*

*Minimum of 15 Students to host.*

*Maximum of 50 Students.*

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

**IR Approval:**



Sponsored by: Illinois REALTORS® In Conjunction with: Heartland REALTOR® Organization.

**APP 503 Understanding Real Estate Appraisals #564003553**  
Approved 3 credit hours of Elective Continuing Education in Illinois  
A course designed for: Illinois Licensed REALTORS®

**Course Goal:**

This three-hour elective course provides licensees with information to advise their buyer and seller clients of what to expect in the appraisal process. The course provides information on frequent issues that may arise throughout the appraisal process, and includes what to expect in FHA, VA, and Rural Development loan appraisals.

\_\_\_\_\_ **Friday, December 9, 2022** (Registration deadline: 12/07/22)  
**Instructor: Justin Letheby** Register Online (HRO Member Login Required)  
**Location: Heartland REALTOR® Organization,**  
**405 E Congress Pkwy, Crystal Lake, IL 60014**

**Registration: 8:15 am - 8:50 am**  
**Course: 9:00 am – 12:00 pm**

**Registration Options:**

1. **Online:** Go to <http://heartlandro.realtor/> sign into **Members Only** and click on **Register for Continuing Education Classes.**
2. **Phone:** 815-459-0600
3. **Email:** [info@HeartlandRO.com](mailto:info@HeartlandRO.com)

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**Registration Fee for Non-Members / After Deadline \$45.00** \_\_\_\_\_

*\*Payment due at time of registration\**

*If a registrant cancels within 48-hours prior to the course, or is a no show, there is a \$10 cancellation fee.*

*Minimum of 15 Students to host  
Maximum of 50 Students.*

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

\_\_\_\_\_

**IR Approval #**



Sponsored by: Illinois REALTORS® In Conjunction with: Heartland REALTOR® Organization

**RD 982 - Sexual Harassment Prevention/Real Estate Safety #564003296**

Approved 2 credit hours of Elective Continuing Education in Illinois

A course designed for: Illinois Licensed REALTORS®

**Course Goal:**

This 2-hour elective course is designed to meet the requirements of sexual harassment prevention training required for all IDFPR licensees. In addition, it provides the student with information and training for safe interaction with the public in real estate transactions.

\_\_\_\_\_ **Wednesday, December 14, 2022** (Registration deadline: 12/12/22)

**Instructor: Jim Haisler** Register Online (HRO Member Login Required)

**Location: McHenry County College, Luecht Auditorium**

**8900 US-14, Crystal Lake, IL 60014**

**Registration: 8:15 am - 8:50 am**

**Course: 9:00 am - 11:00 am**

**Registration Options:**

1. **Online:** Go to <http://heartlandro.realtor> sign into **Members Only**, and click on **Register for Continuing Education Classes**.
2. **Phone:** 815-459-0600
3. **Email:** [info@HeartlandRO.com](mailto:info@HeartlandRO.com)

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**No Show Fee \$25.00**

**Walk-ins \$25.00**

**Late Registration \$25.00**

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

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**IR Approval #**



Sponsored by: Illinois REALTORS® In Conjunction with: Heartland REALTOR® Organization.

**COR 1900 – Core CE #564003203**

**Approved 4 credit hours of Mandatory Core Continuing Education in Illinois  
A course designed for: Illinois Licensed REALTORS®**

**Course Goal:**

In the best interests of protecting the public that licensees serve, the CORE Education curriculum is designed to address License Law, Agency duties, Fair Housing Laws, Advertising issues, and Escrow obligations, along with changes and trends in the Industry. Subject areas are aimed at preventing violations to the Real Estate License Act. Through case studies, polling questions and discussions, students will recognize risk management procedures as well as best practices for successful client experiences.

\_\_\_\_\_ **Tuesday, January 17, 2023** (Registration deadline: 01/15/23)

**Instructor: Kris Brown Register Online (HRO Member Login Required)**

**Location: Heartland REALTOR® Organization, 405 E Congress Pkwy, Crystal Lake, IL**

\_\_\_\_\_ **Tuesday, March 14, 2023** (Registration deadline: 03/12/23)

**Instructor: Kris Brown Register Online (HRO Member Login Required)**

**Location: Heartland REALTOR® Organization, 405 E Congress Pkwy, Crystal Lake, IL**

**Registration: 8:15 am - 8:50 am**

**Course: 9:00 am – 1:00 pm**

**Registration Options:**

1. **Online:** Go to [www.HeartlandRO.realtor](http://www.HeartlandRO.realtor), sign into **Members Only**, and click on register for Continuing Education classes.
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**Early Bird Registration Fee for REALTOR® Member \$45.00 \_\_\_\_\_**

**Registration Fee for Non-Members / After Deadline \$55.00 \_\_\_\_\_**

*\*Payment due at time of registration\**

*If a registrant cancels within 48-hours prior to the course, or is a no show, there is a \$10 cancellation fee.*

*Minimum of 15 Students to host.*

*Maximum of 50 Students.*

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

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**IR Approval #**



Sponsored by: Illinois REALTORS® In Conjunction with: Heartland REALTOR® Organization

**RD 982 - Sexual Harassment Prevention/Real Estate Safety #564003296**

Approved 2 credit hours of Elective Continuing Education in Illinois

A course designed for: Illinois Licensed REALTORS®

**Course Goal:**

This 2-hour elective course is designed to meet the requirements of sexual harassment prevention training required for all IDFP licensees. In addition, it provides the student with information and training for safe interaction with the public in real estate transactions.

\_\_\_\_\_ **Friday, February 03, 2023** (Registration deadline: 02/01/23)

**Instructor: Jim Haisler Register Online (HRO Member Login Required)**

**Location: Heartland REALTOR® Organization, 405 E. Congress Pkwy, Crystal Lake, IL 60014**

\_\_\_\_\_ **Wednesday, March 08, 2023** (Registration deadline: 03/06/23)

**Instructor: Jim Haisler Register Online (HRO Member Login Required)**

**Location: Heartland REALTOR® Organization, 405 E. Congress Pkwy, Crystal Lake, IL 60014**

**Registration: 8:15 am - 8:50 am**

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**IR Approval #:**



Sponsored by: Illinois REALTORS® In Conjunction with: Heartland REALTOR® Organization.

**RB 746 Elements of a Contract #564003122**  
Approved 3 credit hours of Elective Continuing Education in Illinois  
A course designed for: Illinois Licensed REALTORS®

**Course Goal:**

Although the actual contracts and riders may change from one area to another, the concepts and elements involved in sound contract writing do not. This course is designed to cover the elements inherent in all real estate contracts and how the agents' knowledge impacts their clients, as well as explore the most recent concerns regarding contract preparation.

\_\_\_\_\_ **Wednesday, February 22, 2023** (Registration deadline: 02/20/23)  
**Instructor: Justin Letheby** Register Online (HRO Member Login Required)  
**Location: Heartland REALTOR® Organization, 405 E. Congress Pkwy, Crystal Lake, IL 60014**

**Registration: 8:15 am - 8:50 am**  
**Course: 9:00 am – 12:00 pm**

**Registration Options:**

1. **Online:** Go to <http://heartlandro.realtor/>, sign into **Members Only**, and click on **Register for Continuing Education Classes**.
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