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Approval Code: 2017-120

# Continuing Education

## Lewis & Clark, N.O. Nelson Campus, Edwardsville

**COR 16021: Return to Runamuck Realty – The Final Episode (Core A)**  
Wednesday, January 3, 2018 8:30 – 11:30 A.M. Instructor: Lynn Madison  
(564002742) Three-hour core course

The last time we visited Runamuck they were being sued and in trouble with IDFPR. Let's look at them again to see if they've learned their lessons (hint – probably not!). This course looks at the areas of the license law that make agents most vulnerable and how to avoid the problems.

**RD 938: Game On: Getting to Closing: Why Deals Don't Close and What We Can Do About It (Elective)**  
Wednesday, January 3, 2018 1:00 - 4:00 P.M. Instructor: Lynn Madison  
(564002113) Three-hour elective course

Our job is not done when we have an accepted contract – we have to get it to the closing table! This course looks at the common reasons we never get there and what we can do about them. We will cover contract issues, preparing the clients and – whose job is it to do what??? Result: More successful closed transactions means more satisfied clients and more money in your pocket.

### **Important Information:**

1. In order to obtain CE credit for a course, you must attend the entire session. **Check-in begins 30 minutes prior to class start time.** No credit will be given to those who arrive late, depart early, or take breaks other than the pre-approved instructor's break.
2. Continuing Education sessions are approved for three full credit hours.
3. Advance registration required; no walk-ins allowed.
4. Photo ID will be required upon check-out.
5. A test will be given immediately following the course. There will be 25 questions for each three hours of credit.
6. Individual licensees are responsible for keeping track of their CE credits.
7. You will receive test results directly from Illinois REALTORS® by email.
8. Real estate license number is required on every test.
9. No written confirmation of class will be mailed—you will be notified if the class is full.

The Greater Gateway Association of REALTORS® reserves the right to cancel any course if a minimum of 12 attendees are not registered by an agreed-upon deadline; you will be notified if the class has been canceled. GGAR reserves the right to cancel class due to inclement weather or other unexpected events. We will make every attempt to notify you via telephone and/or e-mail prior to 7 a.m. the day of the class. ***Classes that remain in session are non-refundable.***



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Please check the box for the course for which you would like to enroll:

- COR 16021 (Core A): Return to Runamuck Realty – The Final Episode**  
**(Wednesday, January 3, 2018 8:30-11:30 A.M.)**
- RD 938 (Elective): Game On: Getting to Closing: Why Deals Don't Close and What We Can Do About It**  
**(Wednesday, January 3, 2018 1:00-4:00 p.m.)**

Instructor: Lynn Madison  
Location: Lewis & Clark, N.O. Nelson Campus Room N4-110 Lecture Hall  
600 Troy Road, Edwardsville, IL 62025

Cost: Members - \$40 per course  
Non-members - \$45 per course

**Registration begins 30 minutes prior to start of class; late arrivals will not be admitted.**

Please complete the information below and return this form to GGAR, 10 Ginger Creek Parkway, Glen Carbon, IL 62034 or via fax at 618-692-8307.

I have a disability that requires special accommodations to fully participate in this course.

Name: \_\_\_\_\_

Office: \_\_\_\_\_

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

Real Estate License number: \_\_\_\_\_

Contact number: \_\_\_\_\_ E-mail address: \_\_\_\_\_

Form of Payment:

Register Online: <https://ams.navicamls.net/>  
(User ID = NRDS number, Password = Last Name Ex: Chapman unless changed during a prior login)

Check made payable to **GGAR** Check number: \_\_\_\_\_

Charge to my credit card (provide American Express, Discover™, MasterCard™, or Visa™)

Number: \_\_\_\_\_ Exp. date: \_\_\_\_/\_\_\_\_

Billing Address: \_\_\_\_\_ ZIP code: \_\_\_\_\_

Signature \_\_\_\_\_ Note: All credit card information is deemed confidential