



Sponsored by the Illinois REALTORS®  
Approval Code: 2018-003

# Continuing Education

Holiday Inn Express and Suites  
1000 Plummer Drive, Edwardsville, IL 62025

## **COR 1634 – Fair Housing, Agency, License Law & Escrow (Core A)**

Friday, February 23, 2018 8:30 – 11:30 A.M.

Instructor: Norm Willoughby

(564002232) Three-hour core course

This course meets the requirements for the new Core A curriculum of 3 hours required by the IL Department of Financial and Professional Regulation. It provides an in-depth review of the Real Estate License Act of 2000 with particular emphasis on Fair Housing, Agency, Licensing Requirements, Compensation and Business Practices, Escrow and Disciplinary Provisions.

## **COR 16008 – Legal Issues Danger Management 1.0 (Core B)**

Friday, February 23, 2018 1:00 - 4:00 P.M.

Instructor: Norm Willoughby

(564002557) Three-hour core course

This course will cover legal issues of concern to real estate professionals in today's marketplace. The main focus will be to identify some of those areas that pose particular or increased potential of risk to real estate practitioners and some suggestions for reducing, removing or transferring those risks from their practices. Current topics for discussion include legal issues such as agency, physical property disclosure requirements, property management, office policies and other topical legal issues like federal enforcement actions regarding the Real Estate Settlements Procedures Act (RESPA). This course will examine brokers' legal duties and requirements while taking a close look at best practices that can be combined with risk management and transfer tools to ask brokers to be compliant and successful in the marketplace. Timely matters for discussion include threats to business such as cybercrime, enforcement actions and under RESPA, litigation and failure to meet legal obligations.

### **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. Advance registration required; no walk-ins allowed.
3. Photo ID will be required upon check-in.
4. Individual licensees are responsible for keeping track of their CE credits.
5. No written confirmation of class will be mailed—you will be notified if the class is full.
6. **The cancellation deadline is 48 hours prior to the class for a full refund. NO REFUNDS issued after deadline.**
7. If you have any disabilities that require special accommodations, please identify those special needs by emailing [general@gatewayrealtors.com](mailto:general@gatewayrealtors.com)

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 1634 – Fair Housing, Agency, License Law & Escrow (Core A)**  
(Friday, February 23, 2018 8:30-11:30 A.M.)
- COR 16008 – Legal Issues Danger Management 1.0 (Core B)**  
(Friday, February 23, 2018 1:00-4:00 P.M.)

Instructor: Norm Willoughby  
 Location: Holiday Inn Express and Suites, 1000 Plummer Drive, 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, and 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