



Sponsored by the Illinois REALTORS®
Approval Code: 2018-034

Continuing Education

GGAR Office, 10 Ginger Creek Parkway, Glen Carbon, IL 62034

RD 972 – Shake Hands, Bow, Kiss, Call or Text

(Elective)

Tuesday, April 17, 2018 8:30 – 11:30 A.M.

Instructor: Sally Steining

(564002782) Three-hour elective course

Shake Hands, Bow, Kiss, Call or Text is a three hour look at how to best deal with buyers or sellers who are from a different culture or generation than the real estate agent. When we can better understand the culture or generation and adjust our way of communicating or interacting we are able to make the transaction more smooth and pleasant for everyone. We will cover the 4 generations (Seniors, Baby Boomers, Gen X and Millennials) and 5 different cultures (Chinese, Canadian, the United Kingdom, the United Arab Emirates and Mexican). With each culture and generation, the student will learn basic generalities about how to deal with them in a real estate transaction.

RD 973 – Hacked and Attacked

(Elective)

Tuesday, April 17, 2018 1:00 - 4:00 P.M.

Instructor: Sally Steining

(564002789) Three-hour elective course

This class will make real estate professionals aware that they and their customers are vulnerable in today's world and the world of the internet and e-mail. Just by clicking on a link, they can expose their own and/or their client's information to cyber criminals. Many real estate agents believe that their title company or attorney will be sued, but they won't. More and more real estate agents are being included in the suit when funds go astray-especially if they are the causal link. In today's class we will learn how to protect the real estate agent, their client and their family from cyber criminals, fraudsters and identity thieves.

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

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:

- RD 972 – Shake Hands, Bow, Kiss, Call or Text** (Elective - 564002782)
(Tuesday, April 17, 2018 8:30-11:30 A.M.)
- RD 973 – Hacked and Attacked** (Elective - 564002789)
(Tuesday, April 17, 2018 1:00-4:00 P.M.)

Instructor: Sally Steining, First American Title

Location: GGAR Office, 10 Ginger Creek Parkway, Glen Carbon, IL 62034

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