



Sponsored by the Illinois REALTORS®
Approval Code:

Continuing Education

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

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

(Elective)

Wednesday, April 3, 2019 9:00 a.m. – 12:00 p.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.

FI 1110 – Top 10 Closing Delays and Title Insurance: What it does and who it Protects

(Elective)

Wednesday, April 3, 2019 1:00 p.m. – 4:00 P.M.

Instructor: Sally Steining

(564002859) Three-hour elective course

This class will help attendees become more familiar with issues that occur in real estate transactions that can delay or derail the closing. Becoming familiar with them will help when the issue occurs in their closing, so they can act quickly. Almost all issues can be corrected with time, money or documents, but if they are not found early enough, the closing is delayed.

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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Approval Code:

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)
(Wednesday, April 3, 2019 9:00 a.m.- 12:00 p.m.)

FI 1110 – Top 10 Closing Delays and Title Insurance: What it does and who it Protects
(Wednesday, April 3, 2019 1:00 p.m. - 4:00 P.M.) (Elective - 564002859)

Instructor: Sally Steining, First American Title

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

Cost: FREE for GGAR REALTOR® members

Questions: Call GGAR at 618-692-8300

 **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: _____

Register Online: <https://ams.navicamls.net/>

(User ID = NRDS number, Password = Last Name Ex: Chapman unless changed during a prior login)

Complete Registration Form and Fax to 618-692-8307 or scan/email to general@gatewayrealtors.com