

# **COURSE DESCRIPTIONS FOR**

## **November 2011 – May 2012**

### **CT Real Estate Agent Fiduciary Duties Review & Law Update - Mandatory Course – 3 CE Credits**

- \*Understand the difference between a client and a customer
- \*Identify common law and state licensing law FIDUCIARY DUTIES owed to clients.
- \*Discuss facts and outcomes of actual cases related to real estate agent fiduciary duties.
- \*Talk about current topics in practice that agents seem confused about.
- \*Learn about recent legislation related to real estate practice.

### **Becoming a Clients Best Real Estate Resource – 3 CE Credits**

Licensees will learn how to balance technology with traditional solutions to become a valued real estate resource. Buyers and Sellers will benefit by receiving real estate information and resources, through a variety of communication methods that will enable them to make sound real estate decisions.

### **Common Interest Ownership – 3 CE Credits**

The Common Interest Ownership Act comprehensively addresses the means by which residential and commercial condominiums, PUDs, and co-operatives are developed, marketed and administered.

### **Effective Counseling & Representation of Real Estate Clients – 6 CE Credits**

The purpose of this course is to provide the real estate practitioner with the concepts of brokerage as it relates to client profiling, counseling agency representation, and securing property data for analysis. This course will demonstrate how the implementation of the client counseling process will assist the client in understanding and achieving the desired objective in the transaction process. Methods as how to conduct the effective client interviews to assist the client in determining the nature of the present real estate situation and to ultimately define the desired solution will be presented.

### **Employer Assisted Housing – 3 CE Credits**

The Employer-Assisted Housing (EAH) class is part of an outreach and education effort to increase homeownership opportunities for workforce families by encouraging employers to offer housing benefits to their employees. This effort is conducted in partnership with the National Association of REALTORS® (NAR), the Eastern Connecticut Association of REALTORS®, employers, employees, lenders, and non-profit housing organizations. The EAH class is designed for an audience of real estate professionals, including real estate brokers and owners, as well as lenders and non-profit organizations who want to be on the real estate professional's team. This class is designed to help real estate professionals understand the benefits of employer-assisted housing and how EAH can be used to help increase affordability and promote homeownership opportunities for working families in their communities.

### **Environmental Problems in Real Estate – 3 CE Credits**

This course briefly covers the basic practical, legal, and background information on various environmental issues related to real estate, both residential and commercial. An orientation in these matters is essential for today's real estate professional to use good business judgment to recognize, prevent and address problems at least cost or harm. It is important to understand the role of disclosure, appropriate query and testing, and how preventative actions are far better than having to perform remediation. It is also important to be able to usefully respond to interest in environmental matters from sellers, buyers, other agents, regulatory authorities, and potential litigants. Some environmental issues have the potential to substantially affect the value or marketability of a property. A working knowledge of these matters will reduce costs and liabilities, get and give the best value in transactions.

### **Expanding Housing Opportunities: A Vital Tool in Today's Economy – 6 CE Credits**

This course is designed to help REALTORS® understand affordable housing issues and how they can help increase housing opportunities through affordable housing. Specifically, the class is designed to: educate students on the range of affordable housing opportunities and clients seeking them; increase student's knowledge and understanding of how affordability impacts the housing market, their clients, their business, and their community; help students analyze affordable financing options through credible lenders, including local, state, federal, and non-profit assistance programs for buyers and renters; and teach students how to better leverage partnerships and resources to expand housing opportunities through workforce housing initiatives, green building concepts, and advocacy to benefit the students, their clients, and their communities.

### **FSBO's: Obstacle or Opportunity – 3 CE Credits**

This 3 hour course focuses on the Representation of Buyers in a For Sale by Owner Transaction. It analyzes the different approaches to securing the appointment, compensation, structuring and presentation of the offer, monitoring the inspection process, facilitating repairs and following through to closing.

### **Green Building/Green Living – 3 CE Credits**

The intention of this course is to provide detailed information about basic "Green Building". It will help real estate agents to understand the fundamental considerations about what "green building" is. It outlines green building from site plan to energy efficient design, structural systems, renewable energy, materials, indoor environment, water conservation, construction waste, and landscaping considerations.

### **Healthy Home – Household Contaminants – 3 CE Credits**

This course is designed to educate the real estate agent regarding ten household environmental issues that concern homebuyers today. The goal is to help the real estate agent understand the homebuyers concerns, the possible health risks and the solutions to these issues.

### **Identity Theft Security & Awareness – 3 CE Credits**

Identity theft is affecting as many as 15 million people per year. This crime negatively affects people's abilities to function in society in regards to the financial health, their ability to do their jobs and overall quality of life. In this program, you will learn why identity theft is such a problem and how to protect yourself and your clients. You will also learn to secure your computers information by understanding virus definitions, spyware, wireless and operating systems.

### **Landlord/Tenant Relations – 3 CE Credits**

This course will show you the rights and responsibilities of landlord and tenants. As a REALTOR® this course will also teach you what your role is in the transaction and what you need to look for.

### **Minimize Your Risk, Maximize Your Earnings – 3 CE Credits**

This course will help you develop an awareness of what to look for (without turning you into a home inspector), and highlight warning signs of possible defects. 80% of claims against brokers E&O insurance are due to property related conditions. Effective disclosure helps you earn more and keep more commissions.

### **Mortgage Fraud – 3 CE Credits**

The agent will complete this course with the ability to better recognize, control and respond to mortgage fraud issues on behalf of their client(s) and office. Identifying and responding more rapidly to mortgage fraud by real estate agents will help control and reduce the overall problem.

### **New Interactive Web, The – 3 CE Credits**

This course is designed to show real estate professionals how they can use the latest technology tools to manage real estate transactions, track agency disclosure and compliance with applicable laws, protect consumer information, reduce legal risk and provide buyers and sellers with extensive information to help them make informed decisions. Participants will gain an understanding of the differences among today's real estate consumers and how to mix high tech and high touch to best suit their clients.

### **Property Maid or Property Manager – 3 CE Credits**

Description unavailable at this time

### **Radon, Real Estate & You – 3 CE Credits**

By the end of this course, attendees will be able to:

- Identify three characteristics of radon gas
- Visually recognize the location of the different radon potential zones in CT
- List the one major health risk associated with radon exposure
- Be able to list two sources of radon that enter the home
- And so much more!

### **REALTORS® & the Home Inspection – 3 CE Credits**

A general overview of the standards of practice for home inspectors and how the REALTOR® can use this to best serve their clients.

### **Risk Management – 3 CE Credits**

This course will outline the causes of risk, which may, without attention being called to them, go unnoticed by a real estate agent. It will also highlight the simple, as well as the more detailed steps which can be taken by real estate agents to minimize the risks associated with working in the real estate industry.

### **Seizing Opportunities by Understanding the Market – 3 CE Credits**

This course will provide attendees with the tools, approaches, and techniques to better understand local real estate market conditions for the benefit of their clients. This course was designed to emphasize how we can help our clients, the industry and ourselves by having a current understanding of the local residential and commercial real estate marketplaces. With changes come new opportunities. Change is good for people who are informed and willing to adapt.

### **Short Sales in Connecticut – 3 CE Credits**

This course will look at alternatives to foreclosure, beginning the foreclosure process, the two types of foreclosures in Connecticut, negotiating a short sale, factors for lender consideration and much more.

### **This Old Connecticut House: Selling Homes in Today's Real Estate Market – 3 CE Credits**

Here the attendee will learn about:

- \*Architectural styles (1620-1940)
- \*Top 10 deterioration issues
- \*Selling antique homes
- \*AND MORE!

### **Title Search – 3 CE Credits**

This course will examine everything from “How the Title is Held” to “Common Interest Ownership” and the “Creation of a Common Interest Community”.

### **Understanding Basic Residential Home Construction**

The intention of this course is to provide detailed information about basic building construction. It will help the real estate agent to understand the fundamental principles that govern how buildings are constructed. It outlines construction from site plan to completion with significant details important to agents to better assist their clients.

### **Unlocking the Value in Raw Land – 3 CE Credits**

This course is meant for agents without extensive knowledge of land investment/development. The course is designed to give basic concepts such that at the end of the course, you will know what to look for in a land parcel to buy it sell it or advise your client (consumer) what to do with it.

### **Water, Water, In My Backyard – 3 CE Credits**

This course is developed as a standalone segment focusing on the impacts of water on a micro, single site level.

### **Water, Water, Everywhere – 3 CE Credits**

This course is developed as a standalone segment focusing on the macro impact of water and government regulation of it on land use and value.