



500 N. Main St (Rt 9 North)  
Lanoka Harbor, NJ 08734  
732-773-4322

## CONTINUING EDUCATION 2019-2021 Cycle

*CE credits must be completed prior to April 30, 2021 in order to avoid an additional \$200.00 license renewal fee.*

### **NEW – TWO IN ONE!**

**Ethics #C20202785 2 Ethics**

**Fair Housing #C20202786 1 Fair Housing**

Fulfills the requirements for both Ethics and Fair Housing! Meets the new mandatory CE Ethics/Fair Housing Credits for NJREC

### **Solving the Money Maze**

**C20201185 3 Credit Core**

Designed specifically for real estate Professionals. Get control of your finances, plan for retirement, take all your allowed tax deductions. Manage your money with confidence and success. Taught by Jennifer Karaczun, a popular guest speaker and published author who has over 26 years of experience in the field of financial planning.

### **Ethics 101:**

**C20160145 2 Ethics + 1 Core**

NAR Code of Ethics & Standards of Practice, tests of ethical actions, fiduciary relationships, advertising, anti-trust laws, case studies, professional behavior.

**SATISFIES NAR REQUIREMENTS FOR MOST REALTOR BOARDS**

### **Forms of Ownership:**

**C20160142 3 Credit Core**

Review various forms of ownership, types of deeds and title, methods of transfer, constructive and actual notice; define real property, bundle of rights; limitations on land use, REITs, corporations, LLC, Real Estate Full Disclosure Act, Trusts, leasehold estates, land description

### **Antitrust Is No Game:**

**C20160989 3 Credit Core**

The Sherman Antitrust Act and how it applies to real estate transactions, Identify potential Federal antitrust situations, words and phrases to avoid, create conforming office policies, Identifying Trusts and monopolies, reporting violations, legal counsel

### **Major Marketing Mistakes:**

**C20161655 3 Credit Core**

Good ideas don't always comply with the law, advertising rules from social media to print including business cards, yard signs, etc; common mistakes, "give aways" and gifts, pocket card/license, puffing, TRID disclosure, rebates, warranties, unlicensed assistants, agents held to a higher standard, REC record inspection, signage and more

### **Real Estate Documentation 101:**

**C20160611 3 Credit Core**

Written docs required by the NJREC for Brokers, managers and agency, the broker-salesperson contract, Fair Housing poster, CIS, Lead Based paint disclosure, property disclosure, informed consent, the listing contract, the sales contract, and leases.

### **Leases & Rentals 101:**

**C20160143 3 Credit Core**

Residential & Commercial, types of tenancy, basic requirements, property managers, CO's, obligations of the parties, reversionary interest, eviction, security deposits, NJLAD and Federal Fair housing, health and safety, Lead paint disclosure, Truth in Renting, lease with options, property managers. Guidelines to starting a Rental Division.

### **Escrow and Record Keeping:**

**C20160212 3 Credit Core**

Responsibilities of the agent and broker/manager, NJ Real Estate Commission's requirements for record keeping, which documents must be kept, for how long, how to safely destroy them. Fiduciary responsibility, general vs trust accounts, commingling, conversion, escrows and refunds, inspections by the NJ REC,

### **NJREC Agency Refresher:**

**C20169353 3 Credit Core**

How agency is created, False perceptions, Fiduciary relationship, the Consumer Information Statement (CIS), the CIS vs Buyer Agency Agreement and Informed Consent; Sub Agency, Disclosed Dual Agency, Referral Agents, types of agency, working with the For Sale By Owner and Disclosed Dual Agency, obligations of the agent, property managers and Antitrust

### **NJREC Fair Housing**

**C20169354 3 Credit Core**

The NJLAD (New Jersey Law Against Discrimination) vs Federal Fair Housing, prohibited practices in sales and rentals, HUD advertising guidelines, canvassing for listings, redlining, blockbusting and steering, equal professional services, responses to possible discrimination, Mt Laurel decision, affordable housing,

### **NJREC: Listings and Contracts**

**C20169355 3 Credit Core**

Essentials of a valid contract, the listing agreement as a contract, types of listing agreements, NJ LAD, property disclosure, forms of contracts, written vs. oral agreements, statute of Frauds, lead based paint addendum, estimate of seller proceeds, review the NJAR sales agreement, estimating value, buyer and seller agency agreements, buyer rebates.

**Unlicensed Assistants: Helpers or Hazard?  
C20201404 3 Credit Core**

Unlicensed assistants and agent teams can become the source of unintentional violations. Learn about potential problems that can occur when using unlicensed assistants and working with teams. This course also discusses activities that require licensing, rebates, gifts, and the allowable activities and limitations of Referral Agents.

**Show Me ‘da Money:  
C20161044 3 Credit ELECTIVE**

Financing real estate transactions, the Primary and Secondary money markets, FNMA, FHLMC and GNMA, Compare VA, FHA and conventional loans, mortgage fraud, predatory lending, deficiency judgments, Various types of loans, the new TRID. Discrimination in lending

**Business Brokerage Basics:  
C20161128 3 Credit ELECTIVE**

Introduction to business brokerage; Calculating Return On Investment, Listing and marketing business and commercial real estate, financing, pricing the business, financials, legal issues, Bulk Sales Act and UCC. Tax Deferred Exchanges.

**SIX CREDIT/SIX HOUR CLASSES**

**NJREC Statutes and Rules:  
C20169356 6 Credit Core**

**THIS IS A SIX HOUR CLASS**

New Jersey License Law and the Real Estate Commission. Includes licensees’ responsibilities and fiduciary relationships with clients and customers, Licensed Business Relationship Agreement (required), licensing requirements, trust accounts, Guaranty Fund, Antitrust compliance, rules concerning real estate

**Management Principles & Practices  
C20201731 6 Credit Core**

**THIS IS A SIX HOUR CLASS**

If you’re thinking of becoming an Office Manager or are planning to open your own agency, learn what what it takes to maintain and supervise a real estate office and how to avoid the common pitfalls that occur through misunderstanding.

**CHECK LIST**

Ethics/Fair Housing 2 in 1	_____	core
Solving the Money Maze	_____	core
Ethics 101	_____	core
Forms of Ownership	_____	core
Antitrust is No Game	_____	core
Major Marketing Mistakes	_____	core
Real Estate Documentation	_____	core
Leases and Rentals 101	_____	core
Escrow and Records Keeping	_____	core
NJREC Agency Refresher	_____	core
NJREC Fair Housing	_____	core
NJREC Listings and Contracts	_____	core
Unlicensed Assistants	_____	core
Show Me ‘da Money	_____	elective
Business Brokerage Basics	_____	elective
NJREC Statutes and Rules	_____	6 core
Management Principles & Practices	_____	6 core

**To schedule dates and times, call  
Barbara Blake 732-773-4322**