



Sponsored by the Illinois REALTORS®
Approval Code:

Continuing Education

(5 hours of electives)

FM 802 – Farm Brokerage/Farm Management

March 24, 2022, 9:00 a.m. – 12:00 p.m.
(564003251) 3-hour elective course

Instructor: Norm Willoughby

This course is an introduction to the basic principles and concepts involved in farm brokerage and farm property management. The course will cover the issues of farm brokerage in listing and selling farm properties including an open discussion of productivity, lease termination, government programs, recreational opportunities, market trends and more. In addition, this course will provide a current discussion of market trends, types of farm leases, protection of the landowner's assets and more. The purpose is to provide real estate licensees a better understanding of farm brokerage and farm management in an interactive format. Like other real estate niches, farm brokerage can be rewarding, but nuanced and licensees must have the expertise to best represent their clients.

RB 772 – Legal Issues: Residential Property Disclosures

March 24, 2022, 1:00 p.m. – 3:00 p.m.
(564003394) 2-hour elective course

Instructor: Norm Willoughby

This 2 hour elective will provide information to licensees of their responsibilities in informing their seller and landlord requirements of residential property disclosures. The student will have a working knowledge of the purpose of each disclosure, who is responsible for the disclosure, and the ramifications for failing to provide accurate and truthful information to buyers and tenants.

Location: ServPro Classroom, 2220 Liebler Drive, Troy, IL 62294 or Online via Zoom Webinar

Cost: GGAR Members - \$40 each course

Non-Members \$50 each course

Register Online: <https://bit.ly/3p1h7E1>

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. This includes online formats.
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:

FM 802 – Farm Brokerage/Farm Management (564003251 - 3 Hour Elective)
March 24, 2022 - 9:00 a.m. – 12:00 p.m.

RB 772 – Legal Issues: Residential Property Disclosures (564003394 - 2 Hour Elective)
March 24, 2022 - 1:00 p.m. – 3:00 p.m.

Instructors: Norm Willoughby

Location: ServPro Classroom, 2220 Liebler Drive, Troy, IL 62294 (Seating Limited) **OR**
Online via Zoom Webinar
If you are registered for online, you will receive your links and handouts by email approximately 24 hours before the start of class

Cost: GGAR Members \$40 per course
Non-members \$50 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, IL 62034, email general@gatewayrealtors.com or register online: <https://bit.ly/3p1h7E1>

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

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