

# Continuing Education Courses

**Illinois REALTORS® Licensing & Training Center  
Capital Area REALTORS®**

**LIVE & REMOTE Continuing Education Courses**

## January 25, 2024

**9:00 - 12:00 p.m. - FH 305 Fair Housing & Pursuing the American Dream (3 Hours Elective) (564003067)**

***Instructors Deb Thoman & Kim Daugherty***

In the path to their next home, many people will experience bumps, pot holes and both real and imaginary barriers. One of the obstacles better not be something that violates the fair housing laws. Federal, state and local fair housing rules and regulations are not suggestions...they are the LAW. Revisit key items and issues to stay on the right side of the law. Remember, knowledge is power.

**1:00 - 4:00 pm - APP 502 - The FORCES Behind, Price, Value, & Appraising (3 Hours Elective) (564003553)**

***Instructors Deb Thoman & Kim Daugherty***

On a scale of 1 to 10, how important is price and value to the typical buyer and seller? 10+!!! Use your knowledge to guide your clients, customers, and other professionals through the transaction. Fresh tips and tools to manage perceptions and expectations for better outcomes.

## February 16, 2024

**9:00 - 1:00 p.m. - COR 1906 - 4-Hour Core Curriculum Course (4 Hours Core) (564003753) Instructor Deb Thoman**

This course will provide attendees with the knowledge and skills necessary to protect consumers, enhance the professionalism of the real estate brokerage industry and prevent violations of the Real Estate License Act.

**2:00 - 5:00 p.m. - RD 910 Cybercrime & Human Behavior: Non-Tech Steps to Your Best Defense (3 Hours Elective) (564003556) Instructors Deb Thoman & Kim Daugherty**

Unlock a door and you hear a "click". Click on the wrong link or attachment on your electronic device and you have just opened the door for a hacker! Did you know the vast majority of cybercrime starts with human error? Cybercriminals prey on human emotion and behavior to get us to open the door to our personal information. You don't have to be "techy" to stop cybercrime. Manage your risk and protect your clients by learning the simple things you can do to be the best first line of defense.



3149 Robbins Road  
Springfield, IL 62704

Phone:  
217/698-7000

[www.SeeHouses.com](http://www.SeeHouses.com)

*All class will be  
held live and  
remotely  
via Zoom.*

***You will be  
required to use a  
video camera the  
entire time to  
receive credit for  
attending.***

If your computer does not have a camera and a microphone, please contact CAR to make other arrangements.

**Mail completed form  
with payment to:**  
Capital Area  
REALTORS®  
3149 Robbins Road,  
Springfield, IL 62704

Or register on the  
Member Portal at:  
[https://  
mdweb.mmsi2.com/caar](https://mdweb.mmsi2.com/caar)

# Continuing Education Courses

## Illinois REALTORS® Licensing & Training Center Capital Area REALTORS®

### LIVE & REMOTE Continuing Education Courses

Please Check One: ☐ CAR Member ☐ IR Member ☐ Non-Member

☐ 1/25 Fair Housing & Pursuing the American Dream (FH 305) (9-12pm)

☐ 1/25 Price, Value, & Appraising (APP 502) (1-4pm)

☐ 2/16 Core Curriculum (COR 1906) (9-1pm)

☐ 2/16 Cybercrime & Human Behavior: (RD 910) (2-5pm)

#### Capital Area REALTORS®

##### Members:

4 Hour Courses - \$55

3 Hour Courses - \$40

2 Hour Courses - \$25

##### Illinois REALTOR® Members:

4 Hour Courses - \$60

3 Hour Courses - \$45

2 Hour Courses - \$30

##### Non-Members:

4 Hour Courses - \$75

3 Hour Courses - \$55

2 Hour Courses - \$35

Total \$ \_\_\_\_\_

☐ Check (payable to Capital Area REALTORS®)

☐ Charge to: ☐ VISA ☐ MC ☐ Discover

Number \_\_\_\_\_ Exp. \_\_\_\_\_

Signature Required \_\_\_\_\_

Name \_\_\_\_\_

Home Address \_\_\_\_\_

City \_\_\_\_\_ St \_\_\_\_\_ Zip \_\_\_\_\_

Work phone \_\_\_\_\_ Cell Phone \_\_\_\_\_

E-Mail Address: \_\_\_\_\_

Real Estate License # \_\_\_\_\_

☐ Please mark here if you have a disability and may require special accommodations in order to fully participate in this course. You will be contacted by a CAR staff member to discuss your specific needs.



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IR \_\_\_\_\_