

CONTINUING EDUCATION

KANKAKEE-IROQUOIS-FORD ASSOCIATION OF REALTORS®, INC.

Instructor: Annette Panzek
Sponsored by: Illinois Realtors®
In Conjunction With: Kankakee-Iroquois-Ford Association of Realtors®, Inc.
IR

Date: Tuesday, April 15, 2025
Location: Leo Hassett Building, 211 N Main St, Manteno IL 60950

A Course Designed For: Managing Brokers and Brokers
Late arrivals WILL NOT be admitted! Driver's license I.D. is REQUIRED!

1) Morning Class: 9 - 12 PM Check In Time: 8:30 AM - Registration

Course Title: RB-770 Be at the Helm: Navigating Offers & Sales Contracts 564003115

This course will explore the essential elements of a contract, what agents are authorized to do regarding contract formation, requirements under the IL Real Estate Licensing Act of 2000 & the REALTOR® Code of Ethics, contract negotiations, handling multiple offers, contingencies, disclosures, backup offers, contract default procedures, earnest money, and escrow requirements. Also includes adapting that learned to local contract & addendums.

Approved for 3 hours of **Elective** Continuing Education Credit in Illinois.

2) Afternoon Class: 1:00 - 4:00 PM Check In Time: 12:30 PM - Registration

Course Title: TEC-1718 Cyberblunders 2.0 564003169 Technology has made it

easier to conduct business. This has come with serious breaches in security, invasion into privacy, and regulations to keep us safe and protect our privacy, businesses, and create transparency. This course will explore laws surrounding technology used in real estate and safety measures we should take when conducting our business using technology. Subject matter includes websites, virtual offices, copyright infringement issues, use of social media, CRMs, using AI, and online safety measures to protect clients & ourselves. Students will also learn how to use AI in their business.

Approved for 3 hours of **Elective** Continuing Education Credit in Illinois.

FEE: SPECIAL for KIFAR members - Attend both classes for \$65.00
Otherwise: \$40.00 KIFAR Members | **Which includes:** Course Materials
Per Class \$40.00 IR Members | Registration must be received and paid
\$40.00 Non-Members | by April 9, 2025

REGISTRATION FORM - RB-770 & TEC-1718

Name _____ Address _____

City _____ State _____ Zip _____ Business Phone (_____

M1# _____ Local Board _____ R E License _____

I am: () KIFAR Member Fee: \$ _____ (BOTH classes)
() KIFAR Member Fee: \$ _____ (One class) RB-770 TEC-1718
() IR Member Fee: \$ _____ () Non-Member, Fee: \$ _____

Please mark course choice: RB-770 TEC-1718

E-mail Address: _____

Additional Information: Do you have any disabilities or dietary restrictions which require special accommodation? If so, please identify your needs: _____

RETURN TO: Kankakee-Iroquois-Ford Association of Realtors®, Inc.
200 E Court St, Ste 504
Kankakee, IL 60901 815/937-5551