

Registration Form

Name: _____

Address: _____

City, State, Zip: _____

Email: _____

Mobile Phone: _____

License #: _____

- **Payment required at time of registration.**
- **Registration must be submitted 24 hours prior to course start time. NO WALK-INS**
- An e-mail confirmation of class will be sent.
- For a full refund, cancellation must be provided 48 hours to PAARCPE prior to the course date.
- If weather permits PAARCPE from holding a course, you will be able to transfer to a new class.
- Those not providing the 48 hour notice and / or no-shows will not receive refunds, nor be allowed to transfer. Course fee will be forfeited.
- Zoom Courses: Refer to Live Course Section of the catalog for instructions and requirements.

COVID

Following CDC Guidelines, all courses are scheduled to be in person, unless otherwise notified. If restricted, courses will resume via ZOOM.

LIVE					
	Dates	Course Code	HRS.	PAAR Member	Non PAAR Member
<input type="radio"/>	10/29/2020	C100	4	\$42.00	\$57.00
<input type="radio"/>	10/29/2020	E301	2	\$32.00	\$47.00
<input type="radio"/>	10/29/2020	E311	1	\$23.00	\$38.00
<input type="radio"/>	10/30/2020	E305	3	\$37.00	\$52.00
<input type="radio"/>	10/30/2020	E300	3	\$37.00	\$52.00
<input type="radio"/>	02/10/2021	E305	3	\$37.00	\$52.00
<input type="radio"/>	02/10/2021	E300	3	\$37.00	\$52.00
<input type="radio"/>	02/11/2021	C100	4	\$42.00	\$57.00
<input type="radio"/>	02/11/2021	E303	2	\$32.00	\$47.00
<input type="radio"/>	03/17/2021	E308	3	\$55.00	\$70.00
<input type="radio"/>	03/17/2021	E309	3	\$55.00	\$70.00
<input type="radio"/>	04/14/2021	C100	4	\$42.00	\$57.00
<input type="radio"/>	04/14/2021	E304	2	\$32.00	\$47.00
<input type="radio"/>	04/14/2021	E311	1	\$23.00	\$38.00
<input type="radio"/>	04/15/2021	E300	3	\$37.00	\$52.00
<input type="radio"/>	04/15/2021	E302	2	\$32.00	\$47.00

L2Go - ONLINE

[SHOP COURSES HERE!](#)
Online Registration ONLY!

12 HR BROKER MANAGEMENT			
<input type="radio"/> NOV 4 TH & 5 TH , 2020	<input type="radio"/> \$145	PAAR Member	
<input type="radio"/> APRIL 8 TH & 9 TH 2021	<input type="radio"/> \$160	Non PAAR Member	

REGISTRATION

online

Visa, Mastercard, Discover, AMEX Number:

Expiration Date:

MM / YY

Card Number

Code:

3 Digit Code on Back of Card
AMEX 4 Digit Code on Front of Card

Signature: _____

- Make Checks Payable to PAARCPE
- Register Options With Payment
- 1

Online
- 2

EMAIL education@paarealtors.com
- 3

Phone 309.688.8591
- 4

Mail in 7307 N. Willowlake Ct.
Peoria, IL 61614



REQUIREMENTS

12 HOURS OF CE =
4 HR CORE + 8 HOURS Elective (Must include Sexual Harassment training)

MANAGING BROKER'S LICENSE RENEWAL PERIOD 5/1/19 - 4/30/21		
License Issued Dates	12 HR of CE	12 HR Broker Management Course (BME)
BEFORE 4/30/2019	YES	YES
BETWEEN * 5/1/2019 to 2/1/2021	YES	NO*
*The 45-hour Brokerage Administration & Management Pre Licensing course, completed between these dates shall satisfy the 12 HR BME CE requirement for the license.		
ON or AFTER 2/1/2021	NO	NO

BROKER'S LICENSE RENEWAL PERIOD 5/1/20 - 4/30/22		
License Issued Dates	12 HR of CE	45 HR POST Licensing Course
BEFORE 11/2/2019	YES	NO
BETWEEN 11/2/2019 to 4/30/2022	NO	YES

CODE OF ETHICS DEADLINE 12|31|21

REALTOR® members are required to complete Ethics Training between January 1, 2019 - December 31, 2021. As of January 1, 2017, PAAR no longer accepts third party school Code of Ethics courses for NAR requirement. See Catalog for courses.

(This is not required of licensees that are not members of the National Association of REALTORS®.)

INFO
general

COURSES online

CONTINUING EDUCATION
POST LICENSING
PRE LICENSING

SHOP COURSES

L2Go Courses

- Take the courses online 24/7 at your convenience, on any device with Wifi access.
- No onsite testing!
- No final exam! Take quizzes as you move through the material to test your knowledge.
- Please note your certificate of completion will be provided by CE Shop.

Choose Package #1 to receive all the required CE for your renewal.

Individual Courses

- IL Core 2019
 - Affordable Housing : Solutions for Homes and Financing
 - Assistance Animals And Fair Housing
 - Code of Ethics
 - Current Issues and Trends in Real Estate
 - Did You Serve? Identifying Homebuying Advantages for Veterans
 - Diversity: Your Kaleidoscope of Clients
 - Ethical Excellence: Raising the Bar
 - Going Green: The Environmental Movement in Real Estate
 - Hot Topics in Real Estate
 - Keeping It Honest: Understanding Real Estate and Mortgage Fraud
- Personal Safety
 - Preparing a Market Analysis: Best Practices
 - Residential Property Management Essentials
 - Roadmap to Success - Business Planning for Real Estate Professionals
 - Sex and Real Estate: Sexual Harassment, Sexual Discrimination, and Fair Housing (meets 1-hour harassment prevention training)
 - Taxes and Real Estate: What You Need to Know
 - Technology Tools, Trends, and Risk Management
 - The Fundamentals of Commercial Real Estate
 - Working With Real Estate Investors: Understanding Investor Strategies

MANAGEMENT 12 hr broker

WHO IS TO COMPLETE THIS COURSE

Managing Broker Licensed
BEFORE 5/1/2019.

DATE & TIMES

NOV. 4TH & 5TH 2020
APRIL 8TH & 9TH 2021

9:00 AM - 4:00 PM (BOTH DAYS)

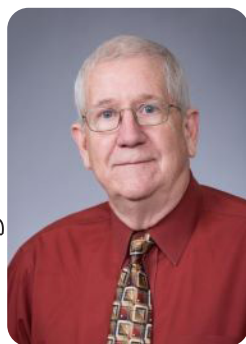
\$145.⁰⁰ MEMBERS

\$160.⁰⁰ NON PAAR MEMBERS

INSTRUCTIONS

See course instructions under the
live course page

Kerry Kidwell



COURSE DESCRIPTION

1000BM-CPE 12 Hr. Broker Management 4.0

This course meets the requirements for IDFPR's required 12 hour Illinois Broker Management continuing education class. The class will feature all the required topics, as well as the latest information from the real estate industry that would affect anyone owning or managing an office. The objective is to get managing brokers from all fields of real estate information and education that they can take back and use, as well as reduce their risk of owning or managing a real estate company.

GIVEAWAY mls fees

*12 HRs of CE CREDIT



HOW

Complete a PAAR LIVE (including ZOOM) COURSE anytime
between September 1, 2020 to April 30, 2021.

Your name will automatically be entered for a chance to win 2021 3rd
Quarter Fees paid! Drawing will take place May 15, 2021.
(This does not apply to the Online CE Courses)

*NON MEMBERS: You could win 12 Hours of CE!

IN CLASS INSTRUCTIONS

- Agents will be required to attend the courses in their entirety.
- Agents will be required to sign in / out to validate seat time.
- No exam required.
- Class registration begins 30 minutes prior to denoted class start time.
- Late arrivals do not receive CE credit or refund.

ZOOM CLASS INSTRUCTIONS

- ATTENDANCE:
- Agents are required to attend the courses in their entirety.
 - Late arrivals or no shows will not receive CE credit or refund.
 - Video camera will be required per attendee. NO GROUPS
 - Agents are required to be on camera at all times except on designated breaks.
 - Throughout the scheduled course the instructor will have roll call, quizzes and polls.
 - Lack of attendance and/or answering of quizzes and polls, within the given 5 minute window, will result in a failure of the course. The agent will have to pay to retake the course in its entirety.
 - No final exam is required.

- EQUIPMENT:
- Participants need a strong internet/WiFi connection.
 - Access to a computer or tablet. We recommend use of a computer rather than a tablet.
 - Must have a video camera to participate.
 - Agent to Instructor communication is through a live chat feature.
 - Check to make sure your system is compatible: [System Requirements](#)

COVID
Following CDC Guidelines, all courses are scheduled to be in person, unless otherwise notified. If restricted, courses will resume via ZOOM.

COURSES
live

C100	CORE CE for IL RE Agents	4.0 HRS
This course meets the new 2019 requirement for CORE and includes: license law, agency, brokerage agreements, disclosure, escrow, fair housing, and advertising.		
E300	Code of Ethics	3.0 HRS
Student will have a thorough knowledge of how the National Association of REALTORS® Professional Standards process works, as well as knowledge of all the National Association of REALTORS® Articles and Standards of Practice. This course satisfies the NAR Code of Ethics training requirement that every REALTOR® must complete every 3 years.		
E301	Marketing Part 1: The Basics	2.0 HRS
Come and learn the basics of marketing and how to build a plan and a budget for your advertising. Also included are statistics from NAR and examples of good and bad advertising and agent branding. Look for an additional class (Marketing Part 2) which goes deeper into online marketing.		
E302	Marketing Part 2: Online Marketing	2.0 HRS
What does the public want to see on your website? What are the rules for online marketing? Is Facebook a good place to advertise? These questions and more will be answered in this class. Includes statistics from NAR. <u>This course is best taken along with Marketing Part 1, but is not required.</u>		
E303	Negotiation Part 1	2.0 HRS
It is recommended, but not required, that the student also takes Part 2. This part will cover opportunities to negotiate, styles of negotiating, information gathering to make a better negotiator and common negotiating techniques. Part 1 of a 2 -part series on negotiation.		
E304	Negotiation Part 2	2.0 HRS
It is recommended, but not required, that the student also takes Part 1. This part will cover basic negotiation facts, overcoming objections and scripts/techniques that can be used in negotiation in a variety of real estate related situations. Part 2 of a 2 -part series on negotiation.		
E305	Safety & Sexual Harassment	3.0 HRS
Find out what you may be doing to put yourself & your clients at risk both online / offline. Create strong passwords, back up your data, checklists from NAR. In addition, you will be exposed to some everyday situations that could be looked at as sexual harassment. This course meets the mandatory One Hour Sexual Harassment Training.		
E308	Tax Write-Offs For the Real Estate Professional	3.0 HRS
At the conclusion of this course, the participant will be able to: Identify the common red flags that can put a person on the IRS Radar. Describe the most tax effective write-offs available to self employed professionals. Identify retirement savings strategies, including tax deferred SEP and 401 (k), acquisition of rental real estate, and the Real Estate IRA. This objective benefits the client, customer, and real estate community.		
E309	Solid Investment and Retirement Strategies for REALTORS®	3.0 HRS
Learn the secrets to maximizing pre-tax investments, strategic tax planning, recent tax law updates and how they affect you and much, much more! This session is designed to help you learn: Why IRA's can work for you. Financial benefits of the ROTH IRA & ROTH 401 (k). Using Coverdell Educational and understand College 529 Plans. Smart Investment and Retirement strategies, maximize self employed retirement plans, discover a tax savings bonanza!		
E311	Sexual Harassment Training	1.0 HRS
You will be exposed to some everyday situations that could be looked at as sexual harassment. This course meets the mandatory One Hour Sexual Harassment Training.		
1000BM	12 HR Broker Management	12.0 HRS
This course meets the required IDFPR's 12 HR Illinois Broker Management class. The class will feature all the required topics, as well as the latest information from the real estate industry that would affect anyone owning or managing an office. The objective is to get managing brokers from all fields of real estate information and education that they can take back and use, as well as reduce their risk of owning or managing a real estate company.		

October 29, 2020 Instructor: Kerry Kidwell		
CORE (4HR) 8:30 am to 12:30 pm	C100 CORE CE for IL RE Agents	
ELECT (2HR) 1:30 pm to 3:30 pm	E301 Marketing Part 1	
ELECT (1HR) 3:30 pm to 4:30 pm	E311 Sexual Harassment	
October 30, 2020 Instructor: Kerry Kidwell		
ELECT (3 HR) 9:00 am to 12:00 pm	E305 Safety & Sexual Harassment	
ELECT (3 HR) 1:00 pm to 4:00 pm	E300 NAR Code Of Ethics	
November 4 & 5, 2020 Instructor: Kerry Kidwell		
BME (1000BM) 9:00 am to 4:00 pm	12 HR Broker Management	
February 10, 2021 Instructor: Kerry Kidwell		
ELECT (3 HR) 9:00 am to 12:00 pm	E305 Safety & Sexual Harassment	
ELECT (3 HR) 1:00 pm to 4:00 pm	E300 NAR Code Of Ethics	
February 11, 2021 Instructor: Kerry Kidwell		
CORE (4HR) 8:30 am to 12:30 pm	C100 CORE CE for IL RE Agents	
ELECT (2HR) 1:30 pm to 3:30 pm	E303 Negotiation Part 1	
March 17, 2021 Instructor: Chris Bird		
ELECT (3 HR) 9:00 am to 12:00 pm	E308 Tax Write-Offs	
ELECT (3 HR) 1:00 pm to 4:00 pm	E309 Solid Investments	
April 8 & 9, 2021 Instructor: Kerry Kidwell		
BME (1000BM) 9:00 am to 4:00 pm	12 HR Broker Management	
April 14, 2021 Instructor: Kerry Kidwell		
ELECT (4 HR) 8:30 am to 12:30 pm	C100 CORE CE for IL RE Agents	
ELECT (2HR) 1:30 pm to 3:30 pm	E304 Negotiation Part 2	
ELECT (1HR) 3:30 pm to 4:30 pm	E311 Sexual Harassment	
April 15, 2021 Instructor: Kerry Kidwell		
ELECT (3 HR) 9:00 am to 12:00 pm	E300 NAR Code Of Ethics	
ELECT (2 HR) 1:00 pm to 3:00 pm	E302 Marketing Pt. 2: Online Marketing	

Chris Bird



Kerry Kidwell

