

# SALT LAKE BOARD OF REALTORS

## CONTINUING EDUCATION COURSES 2008

NOVEMBER	DECEMBER	JANUARY
03 <b>MASTERING THE NEW REPC</b> 1PM – 4PM (3HRS) (\$15FEE) INSTRUCTOR – CURTIS BULLOCK CORE COURSE CERTIFIED	01 SUCCESSFUL SELLER & BUYER REPRESENTATION ON A SHORT SALE 12:30 – 4:30 (4HRS) (\$25 FEE) INSTRUCTOR – MINDY MASON	05 AFFILIATE SERVICES & PROFESSIONAL STANDARDS 1:00PM – 3:00PM (2 HRS) (NO CE) *NEW MEMBER REQUIREMENT*
04 <b>NEW REPC – HOW TO STAY OUT OF JAIL</b> 1PM – 4PM (3HRS) (\$15FEE) INSTRUCTOR – TOM MORGAN CORE COURSE CERTIFIED	02 APPRAISING FOR REALTORS 9AM – 12NOON (3HRS) (\$15FEE) INSTRUCTOR – JOHN OHLIN	07 <b>ORIENTATION/CODE OF ETHICS (NAR REQUIRED)</b> 9 AM – 2:00 (3 HRS OF CE) (NO FEE FOR MEMBERS) INSTRUCTOR – DAVE SAMPSON
05 <b>ORIENTATION/CODE OF ETHICS (NAR REQUIRED)</b> 9 AM – 2:00 (3 HRS OF CE) (NO FEE FOR MEMBERS) INSTRUCTOR – DOTTIE BURNHAM	02 COST SEGREGATION 11AM – 12NOON (1HR) (\$5FEE) INSTRUCTOR – MIKE WELKER	09 <b>COMBATING RE &amp; MORTGAGE FRAUD</b> 9AM – 12NOON (3HRS) (\$15FEE) INSTRUCTOR – JACK MARINELLO CORE COURSE CERTIFIED
05 MICROSOFT EXCEL 9AM – 12NOON (3HRS CE) (\$60FEE) INSTRUCTOR – MIKE GREER	02 <b>UTAH AND FEDERAL RE LAW FOR DUMMIES</b> 1:00 – 4:00 (3HRS) (\$20FEE) INSTRUCTOR – MIKE WELKER CORE COURSE CERTIFIED	12 INTRODUCTION TO FORMS 8:30 AM – 12:30 PM (4HRS) (NO CE) *NEW MEMBER REQUIREMENT*
06 3 LITTLE PIGS HOME INSPECTION: MOLD, STUCCO & RADON 9AM – 12NOON (3HRS) (\$15FEE) INSTRUCTOR – KURT SALOMON	03 <b>ORIENTATION/CODE OF ETHICS (NAR REQUIRED)</b> 9 AM – 2:00 (3 HRS OF CE) (NO FEE FOR MEMBERS) INSTRUCTOR – TOM MORGAN	12 GRI 100 – TWO DAY COURSE 8:30 AM – 5:00 PM (12HRS) (\$95 FEE) INSTRUCTOR – LINDA LEAVITT
06 <b>NEW AGENT COURSE (TWO DAY COURSE)</b> 9AM – 4PM (12HRS) (\$75 FEE) INSTRUCTOR – LINDA LEAVITT *DIVISION OF REAL ESTATE REQUIRED COURSE*	03 MICROSOFT PUBLISHER 9AM – 12NOON (NO CE) (\$45FEE) INSTRUCTOR – MIKE GREER	13 GRI 100 – TWO DAY COURSE 8:30 AM – 5:00 PM (12HRS) (\$95 FEE) INSTRUCTOR – LINDA LEAVITT
07 <b>NEW AGENT COURSE (TWO DAY COURSE)</b> 9AM – 4PM (12HRS) (\$75 FEE) INSTRUCTOR – LINDA LEAVITT *DIVISION OF REAL ESTATE REQUIRED COURSE*	05 INTRODUCTION TO FORMS 12:30 PM – 4:30 PM (4HRS) (NO CE) *NEW MEMBER REQUIREMENT*	14 <b>CODE OF ETHICS</b> 11AM – 2PM (3HRS) (FREE FOR MEMBERS) INSTRUCTOR – DAVE FREDERICKSON CORE COURSE CERTIFIED
07 GEOLOGICAL & ENVIRONMENTAL SITE ASSESSMENTS 1PM – 4PM (3HRS) (\$15FEE) INSTRUCTOR – JACK HAMILTON	08 <b>DETECTIVE AGENCY</b> 9AM – 12NOON (3HRS) (\$15FEE) INSTRUCTOR – SCOT HAZARD CORE COURSE CERTIFIED	15 <b>SMOKE &amp; MIRRORS: PREVENTING FRAUD</b> 9AM – 12NOON (3HRS) (\$15 FEE) INSTRUCTOR – CHERYL KNOWLTON CORE COURSE CERTIFIED
10 <b>DETECTIVE AGENCY</b> 9AM – 12NOON (3HRS) (\$15FEE) INSTRUCTOR – SCOT HAZARD CORE COURSE CERTIFIED	08 HOME INSPECTION TOP TO BOTTOM 9AM – 12NOON (3HRS) (\$15 FEE) INSTRUCTOR – KURT SALOMON	20 <b>MASTERING THE NEW REPC</b> 9AM – 12NOON (3HRS) (\$15FEE) INSTRUCTOR – CURTIS BULLOCK CORE COURSE CERTIFIED
10 AFFILIATE SERVICES & PROFESSIONAL STANDARDS 1:00PM – 3:00PM (2 HRS) (NO CE) *NEW MEMBER REQUIREMENT*	09 <b>MASTERING THE NEW REPC</b> 9AM – 12NOON (3HRS) (\$15FEE) INSTRUCTOR – CURTIS BULLOCK CORE COURSE CERTIFIED	21 <b>ORIENTATION/CODE OF ETHICS (NAR REQUIRED)</b> 9 AM – 2:00 (3 HRS OF CE) (NO FEE FOR MEMBERS) INSTRUCTOR – TOM MORGAN
11 COST SEGREGATION 11AM – 12NOON (1HR) (\$5FEE) INSTRUCTOR – MIKE WELKER	09 INTEGRATING REAL ESTATE, TAX-FREE INVESTMENTS, & OTHER WEALTH ACCELERATORS 9AM – 11AM (2HRS) (\$10FEE) (DUAL CERTIFIED) INSTRUCTOR – MIKE WELKER	22 COMMERCIAL REAL ESTATE FINANCING 9AM – 12NOON (3HRS) (\$15FEE) INSTRUCTOR – GARY BARNES
11 <b>UTAH &amp; FEDERAL RE LAW FOR DUMMIES</b> 1:00PM – 4:00PM (3HRS) (\$20FEE) INSTRUCTOR – MIKE WELKER CORE COURSE CERTIFIED	09 TAX EXIT STRATEGIES FOR INVESTMENT PROPERTIES 11AM – 12NOON (1HR) (\$5FEE) INSTRUCTOR – MATT MITTON	23 <b>REPC – PAPER EQUIVALENT TO RUBIKS CUBE</b> 9AM – 1PM (4HRS) (\$20FEE) INSTRUCTOR – RANDY BENOIT CORE COURSE CERTIFIED
12 INTEGRATING REAL ESTATE TAX FREE INVESTMENTS & OTHER WEALTH ACCELERATORS 9AM – 11AM (2HRS) (\$10FEE) (DUAL CERTIFIED) INSTRUCTOR – MIKE WELKER	09 KILLER CALCULATIONS USING THE QUALIFIER 1PM – 4PM (3HRS) (\$15FEE) (DUAL CERTIFIED) INSTRCUTOR – MIKE WELKER	23 <b>THE PAPERWORK TRAIL TO SUCCESS</b> 2PM – 4PM (2HRS) (\$10FEE) INSTRUCTOR – RANDY BENOIT CORE COURSE CERTIFIED
12 <b>THE DAILY PRACTICE OF AGENCY</b> 9AM – 12NOON (3HRS) (\$15FEE) INSTRUCTOR – DAVE SAMPSON CORE COURSE CERTIFIED	10 MICROSOFT EXCEL 9AM – 12NOON (3HRS CE) (\$60FEE) INSTRUCTOR – MIKE GREER	26 AFFILIATE SERVICES & PROFESSIONAL STANDARDS 9AM – 11 AM (2 HRS) (NO CE) *NEW MEMBER REQUIREMENT*
12 MICROSOFT OUTLOOK 9AM – 11AM (2HRS CE) (\$40FEE) INSTRUCTOR – MIKE GREER	10 <b>CODE OF ETHICS</b> 11AM – 2PM (3HRS) (NO FEE FOR MEMBERS) INSTRUCTOR – DAVE SAMPSON CORE COURSE CERTIFIED	26 <b>SHORT SALES &amp; FORECLOSURES</b> 9AM – 12NOON (3HRS) (\$15FEE) INSTRUCTOR – LARRY MILLER CORE COURSE CERTIFIED

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12 TAX EXIT STRATEGIES 11AM – 12NOON (1HR) (\$5FEE) INSTRUCTOR – MATT MITTON	11 <b>COMBATING RE &amp; MORTGAGE FRAUD</b> 9AM – 12NOON (3HRS) (\$15FEE) INSTRUCTOR – JACK MARINELLO CORE COURSE CERTIFIED	26 INTRODUCTION TO FORMS 12:30 – 4:30PM (4HRS) (NO CE) <b>*NEW MEMBER REQUIREMENT*</b>
12 TAXATION OF REAL PROPERTY & WHAT TO DO ABOUT IT 1PM – 3PM (2HRS) (\$10FEE) INSTRUCTOR – MIKE WELKER	11 <b>NEW AGENT COURSE</b> (TWO DAY COURSE) 9AM – 4PM (12HRS) (\$75 FEE) INSTRUCTOR – LINDA LEAVITT *DIVISION OF REAL ESTATE REQUIRED COURSE*	29 <b>NEW REPC – HOW TO STAY OUT OF JAIL</b> 9AM – 12NOON (3HRS) (\$15FEE) INSTRUCTOR – TOM MORGAN CORE COURSE CERTIFIED
13 <b>REPC – PAPER EQUIVALENT TO RUBIKS CUBE</b> 9AM – 1PM (4HRS) (\$20FEE) INSTRUCTOR – RANDY BENOIT CORE COURSE CERTIFIED	12 <b>NEW REPC – HOW TO STAY OUT OF JAIL</b> 9AM – 12NOON (3HRS) (\$15FEE) INSTRUCTOR – TOM MORGAN CORE COURSE CERTIFIED	29 <b>NEW AGENT COURSE</b> (TWO DAY COURSE) 9AM – 4PM (12HRS) (\$75 FEE) INSTRUCTOR – LINDA LEAVITT *DIVISION OF REAL ESTATE REQUIRED COURSE*
13 TITLE INSURANCE PROTECTS & PAYS 9AM – 12NOON (3HRS) (\$15 FEE) INSTRUCTOR – JACK MARINELLO	12 <b>NEW AGENT COURSE</b> (TWO DAY COURSE) 9AM – 4PM (12HRS) (\$75 FEE) INSTRUCTOR – LINDA LEAVITT *DIVISION OF REAL ESTATE REQUIRED COURSE*	30 <b>NEW AGENT COURSE</b> (TWO DAY COURSE) 9AM – 4PM (12HRS) (\$75 FEE) INSTRUCTOR – LINDA LEAVITT *DIVISION OF REAL ESTATE REQUIRED COURSE*
13 <b>THE PAPERWORK TRAIL TO SUCCESS</b> 2PM – 4PM (2HRS) (\$10FEE) INSTRUCTOR – RANDY BENOIT CORE COURSE CERTIFIED	15 HOW TO AVOID AN INTERNATIONAL INCIDENT 9AM – 12NOON (3HRS) (\$15FEE) INSTRUCTOR – CHERYL KNOWLTON	
14 <b>SHORT SALES &amp; FORECLOSURES</b> 9AM – 12NOON (3HRS) (\$15FEE) INSTRUCTOR – LARRY MILLER CORE COURSE CERTIFIED	15 AFFILIATE SERVICES & PROFESSIONAL STANDARDS 1:00PM – 3:00PM (2 HRS) (NO CE) <b>*NEW MEMBER REQUIREMENT*</b>	
14 INTRODUCTION TO FORMS 12:30 – 4:30PM (4HRS) (NO CE) <b>*NEW MEMBER REQUIREMENT*</b>	16 <b>MASTERING THE NEW REPC</b> 9AM – 12NOON (3HRS) (\$15FEE) INSTRUCTOR – CURTIS BULLOCK CORE COURSE CERTIFIED	
17 PROPERTY MANAGEMENT PART I (2DAY COURSE) 8:30 AM – 12:30 PM (4HRS) (\$40 FEE) INSTRUCTOR – L. PAUL SMITH	17 <b>ORIENTATION/CODE OF ETHICS</b> (NAR REQUIRED) 9 AM – 2:00 (3 HRS OF CE) (NO FEE FOR MEMBERS) INSTRUCTOR – GARY CANNON	
18 PROPERTY MANAGEMENT PART II (2DAY COURSE) 12:30 – 4:30 (4HRS) (\$40FEE) INSTRUCTOR – L. PAUL SMITH	17 MICROSOFT OUTLOOK 9AM – 11AM (2HRS CE) (\$40FEE) INSTRUCTOR – MIKE GREER	
19 <b>ORIENTATION/CODE OF ETHICS</b> (NAR REQUIRED) 9 AM – 2:00 (3 HRS OF CE) (NO FEE FOR MEMBERS) INSTRUCTOR – BUTCH DAILY	22 INTRODUCTION TO FORMS 8:30AM – 12:30 PM (4HRS) (NO CE) <b>*NEW MEMBER REQUIREMENT*</b>	
19 MICROSOFT WORD 9AM – 12NOON (NO CE) (\$45FEE) INSTRUCTOR – MIKE GREER	22 AFFILIATE SERVICES & PROFESSIONAL STANDARDS 1:00PM – 3:00PM (2 HRS) (NO CE) <b>*NEW MEMBER REQUIREMENT*</b>	
21 CERTIFIED NEIGHBORHOOD SPECIALIST (CNS) 8:30AM – 5:00PM (\$219 FEE) INSTRUCTOR – JIM COLEMAN	29 <b>CODE OF ETHICS</b> 11:00AM – 2:00PM (3HRS) (FREE FOR MEMBERS) INSTRUCTOR – CORE COURSES CERTIFIED	
21 RAMP UP YOUR PURCHASE BUSINESS WITH FHA 9AM – 12NOON (3HRS) (\$15FEE) INSTRUCTOR – CHERYL KNOWLTON		
24 INTRODUCTION TO FORMS 8:30AM – 12:30 PM (4HRS) (NO CE) <b>*NEW MEMBER REQUIREMENT*</b>		
24 AFFILIATE SERVICES & PROFESSIONAL STANDARDS 1:00PM – 3:00PM (2 HRS) (NO CE) <b>*NEW MEMBER REQUIREMENT*</b>		
25 <b>RISK REDUCTION/ FAIR HOUSING</b> 12:30 – 4:30 (4HRS) (\$20FEE) INSTRUCTOR – MAX RYJUI CORE COURSES CERTIFIED		

**Core Course Certified classes are HIGHLIGHTED**

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**Class size may be limited. Pre-registration is encouraged to ensure a seat in a class. The course fees listed are quoted for active board members. Please visit our website at [www.slrealtors.com](http://www.slrealtors.com) for updated information and secure member registration. Payment is required at the time of registration. Please allow for 48 hours notice on all class cancellations. Thank you.**

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