

REALTOR INSTITUTE OF ILLINOIS

November/December 2011

Course I

Monday, Nov. 28 '11	Tuesday, Nov. 29 '11	Wednesday, Nov. 30 '11	Thursday, Dec. 1 '11
8:30	8:30	8:30	8:30
8:30 – 9:30 Agency Basics Cox	8:30 – 10:00 Buyer Agency in Action Cox	8:30 – 10:00 Foreclosure Process Cox	8:30 – 9:30 Element of a Contract Madison
Break 9:30 – 9:40	Break 10:00 – 10:10	Break 10:00 – 10:20	Break 10:00 – 10:20
9:40 – 10:20 Pricing Property - CMA Cox	10:10 – 11:10 Buyer Duties Cox	10:20 – 11:10 Short Sales Cox	10:20 – 11:20 Element of a Contract Madison
Break 10:20 - 10:30	Break 11:10-11:20	Break 11:10 – 11:20	Break 11:20 – 11:30
10:30 – 11:30 Pricing Property - CMA Cox	11:20 – 12:20 Buyer Counseling Cox	11:20 – 12:30 Short Sales Cox	11:30 – 12:00 Escrow Issues Madison
Break 11:30 - 11:40			Lunch 12:00 - 1:10
11:40 – 12:30 Pricing Property - CMA Cox			1:10 – 2:10 Presenting & Negotiating Cases Madison
Lunch 12:30 - 1:40	Lunch 12:20 - 1:30	Lunch 12:30 - 1:40	Break 2:10 – 2:20
1:40 – 2:40 Pricing Property - CMA Cox	1:30 – 2:30 Buyer Counseling Cox	1:40 – 2:40 Short Sales Cox	2:20 – 2:50 License Law Updates Kidwell
Break 2:40 – 3:00	Break 2:30 – 2:40	Break 2:40 – 2:50	
3:00 – 4:10 Listing Presentation Basics Madison	2:40 – 5:10 Showing Property Procuring Cause Madison	2:50 – 4:20 Fair Housing & Antitrust Kidwell	2:50 – 3:30 Property Management & Mortgage Fraud Kidwell
			Break 3:30 – 3:40
			3:40 – 4:40 Marketing & Advertising Basics Kidwell
Break 4:10 – 4:30		Break 4:20 – 4:30	Break 4:40 – 4:50
4:30 – 6:00 Handling Objections Madison	5:10 – 6:10 EXAM	4:30 – 6:30 RESPA & Additional Federal Regulations Kidwell	4:50 – 6:00 EXAM