

REALTOR INSTITUTE OF ILLINOIS
November/December 2011
Course II

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 – 9:45 Listing and Pricing to Sell Barker	8:30 – 9:45 Ethics, Arbitration & You Ayd	8:30 – 9:45 Disclosure Concerns for Real Estate Agents Core 1643, 3 Hrs Core B CE Kidwell	8:30 – 9:45 Working with Income and Investment Property Buyers Lundstedt
Break 9:45 – 10:00	Break 9:45 – 10:00	Break 9:45 – 10:00	Break 9:45 – 10:00
10:00 – 11:30 Listing and Pricing to Sell Barker	10:00 – 11:30 Ethics, Arbitration & You Ayd	10:00 – 11:30 Disclosure Concerns for Real Estate Agents Core 1643, 3 Hrs Core B CE Kidwell	10:00 – 11:30 Working with Income and Investment Property Buyers Lundstedt
Break 11:30 – 11:45	Break 11:30 – 11:45	Break 11:30 – 11:45	Break 11:30 – 11:45
11:45 – 12:30 Listing and Pricing to Sell Barker	11:45 – 12:30 Ethics, Arbitration & You Ayd	11:45 – 12:30 BPO Madison	11:45 – 12:30 Working with Income and Investment Property Buyers Lundstedt
Lunch 12:30 – 1:40	Lunch 12:30 – 1:40	Lunch 12:30 – 1:40	Lunch 12:30 – 1:40
1:40 – 3:30 Business Plans Stahle	1:40 – 3:00 Fast Facts: Federal Fair Housing CORE 1604, 3 hours Core B CE Daugherty	1:40 – 3:00 BPO Madison	1:40 – 3:00 Personal Financial Planning Bird
Break 3:30 – 3:45	Break 3:00 – 3:20	Break 3:00 – 3:15	Break 3:00 – 3:20
3:45 – 4:30 Personality Styles: How to Communicate and Negotiate Stahle	3:20 – 4:30 Fast Facts: Federal Fair Housing CORE 1604, 3 hours Core B CE Daugherty	3:15 – 4:45 Impact of Taxation on Real Estate II Bird	3:20 – 4:50 Personal Financial Planning Bird
Break 4:30 – 4:45	Break 4:30 – 4:45	Break 4:45 – 5:00	
4:45 – 6:00 Personality Styles: How to Communicate and Negotiate Stahle	4:45 – 6:00 EXAM	5:00 – 6:00 Impact of Taxation on Real Estate II Bird	4:50 – 6:00 EXAM