

# REALTOR INSTITUTE OF ILLINOIS

November/December 2011

## Course III

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 <b>Generational Selling</b> Madison	8:30 – 9:20 <b>Technology Tools: Engaging Your Client through Social Media</b> TEC 1711 3 Hours Elective CE Stahle	8:30 – 9:30 <b>How to Master Negotiations</b> Daugherty	8:30 – 9:20 <b>Real Estate Through a Telescope: An Overview of the National Housing Market</b> Harney
Break 9:30 – 9:45	Break 9:20 – 9:30	Break 9:30 – 9:45	Break 9:20 – 9:30
9:45 – 11:10 <b>Short Sales Update</b> Madison	9:30 – 10:20 <b>Technology Tools: Engaging Your Client through Social Media</b> TEC 1711 Stahle	9:45 – 11:15 <b>How to Master Negotiations</b> Daugherty	9:30 – 10:20 <b>Real Estate Through a Telescope: An Overview of the National Housing Market</b> Harney
Break 11:10 – 11:20	Break 10:20 – 10:30	Break 11:15 – 11:30	Break 10:20 – 10:30
11:20 – 12:30 <b>Short Sales Update</b> Madison	10:30 – 11:25 <b>Technology Tools: Engaging Your Client through Social Media</b> TEC 1711 Stahle	11:30 – 12:30 <b>How to Master Negotiations</b> Daugherty	10:30 – 11:25 <b>1031 Exchanges</b> Bird
	Break 11:25 – 11:35		Break 11:25 – 11:35
	11:35 – 12:30 <b>Online Valuation Websites</b> Stahle		11:35 – 12:30 <b>1031 Exchanges</b> Bird
Lunch 12:30 – 1:40	Lunch 12:30 – 1:40	Lunch 12:30 – 1:40	Lunch 12:30 – 1:40
1:40 – 3:10 <b>Customer Service</b> Barker	1:40 – 3:15 <b>Misrepresentation</b> Aydt	1:40 – 2:50 <b>Tax Update</b> Bird	1:40 – 3:15 <b>Working with Income and Investment Property Sellers</b> Lundstedt
Break 3:10 – 3:25	Break 3:15 – 3:35	Break 2:50 – 3:05	Break 3:15 – 3:35
3:25 – 4:45 <b>RESPA and Mortgage Fraud</b> Barker	3:35 – 4:50 <b>Procuring Cause</b> Aydt	3:05 – 4:20 <b>License Law, Agency &amp; Escrow</b> 3 Hours Core A CE COR 1656 Bochenek and Urbance	3:35 – 4:50 <b>Working with Income and Investment Property Sellers</b> Lundstedt
Break 4:45 – 5:00		Break 4:20 – 4:35	
5:00 – 6:00 <b>RESPA and Mortgage Fraud</b> Barker	4:50 – 6:00 <b>EXAM</b>	4:35 – 6:00 <b>License Law, Agency &amp; Escrow</b> COR 1656 Bochenek and Urbance	4:50 – 6:00 <b>EXAM</b>