

REALTOR® Association of the Sioux Empire, Inc. (RASE)

**2012 Spring Education Calendar**

Class	Sponsor	Location	Date	Time
<b>NAR New Member Code of Ethics</b> Instructor: Breck Miller 3 Required Hrs. Postlicensing Pd. 1: 3 Hrs. Ethics	RASE <a href="http://www.rase-inc.org">www.rase-inc.org</a>	Sioux Falls, SD	02/03/2012	1-4 p.m.
<b>Risk Management for the Real Estate Professional</b> Instructor: Marcie Roggow 7 Required Hrs. Postlicensing Pd. 1: 3 Agency, 3 Contracts, 1 Ethics Hrs.	RASE <a href="http://www.rase-inc.org">www.rase-inc.org</a>	Sioux Falls, SD	02/09/2012	9-5 p.m.
<b>Bouncing Back</b> Instructor: Richard Flint CE Pending Approval	RASE <a href="http://www.rase-inc.org">www.rase-inc.org</a>	Sioux Falls, SD	03/28/2012	8-11 a.m.
<b>Representing Your Client in a Creative Market:</b> <i>What you need to know about financing, short sales, foreclosures &amp; more</i> Instructor: Chandra Hall CE Pending Approval	RASE <a href="http://www.rase-inc.org">www.rase-inc.org</a>	Sioux Falls, SD	04/05/2012	9-4 p.m.
<b>Ethics in a Wired World</b> Instructor: Melanie McLane CE Pending Approval	RASE <a href="http://www.rase-inc.org">www.rase-inc.org</a>	Sioux Falls, SD	04/25/2012	9-12 p.m.
<b>What's it Worth?</b> Instructor: Melanie McLane CE Pending Approval	RASE <a href="http://www.rase-inc.org">www.rase-inc.org</a>	Sioux Falls, SD	04/25/2012	1-4 p.m.
<b>Agency: The Choices Simplified</b> Instructor: Marcie Roggow 3 Required Hrs. Postlicensing Pd. 1: 3 Hrs. Agency	RASE <a href="http://www.rase-inc.org">www.rase-inc.org</a>	Sioux Falls, SD	05/03/2012	9-12 p.m.
<b>Top 10 Legal Issues</b> Instructor: Marcie Roggow 3 Required Hrs. Postlicensing Pd. 1: 1 Agency, 1 Fiduciary, 1 Ethics Hrs.	RASE <a href="http://www.rase-inc.org">www.rase-inc.org</a>	Sioux Falls, SD	05/03/2012	1-4 p.m.
<b>NAR New Member Code of Ethics</b> Instructor: Breck Miller 3 Required Hrs. Postlicensing Pd. 1: 3 Hrs. Ethics	RASE <a href="http://www.rase-inc.org">www.rase-inc.org</a>	Sioux Falls, SD	05/04/2012	1-4 p.m.
<b>The Appraisers Methods: First the HVCC and Now Dodd-Frank</b> Instructor: Craig Steinley 4 Required REALTOR® CE Hrs. 4 Appraiser Hrs.	RASE <a href="http://www.rase-inc.org">www.rase-inc.org</a>	Sioux Falls, SD	05/10/2012	8:30-12:30 p.m.
<b>The Appraisers Methods: Analyzing the Market's Direction and Dealing with Sales Concessions</b> Instructor: Craig Steinley CE Pending Approval 4 Appraiser Hrs.	RASE <a href="http://www.rase-inc.org">www.rase-inc.org</a>	Sioux Falls, SD	05/11/2012	8:30-12:30 p.m.
<b>19 Mistakes Commercial Brokers Make</b> Instructor: Cindy Chandler CE Pending Approval	RASE <a href="http://www.rase-inc.org">www.rase-inc.org</a>	Sioux Falls, SD	06/04/2012	10-3 p.m.
<b>Mind Your Own Business</b> Instructor: Rob Mehta, ABR, CIPS Approved: 3 Elective Hours Postlicensing Pd. 1: 3 Hrs. Business	RASE <a href="http://www.rase-inc.org">www.rase-inc.org</a>	Sioux Falls, SD	06/07/2012	1-4 p.m.

Planning/Etiquette				
<b>Risk Management for the Real Estate Professionals</b> Instructor: Marcie Roggow 7 Required Hrs. Postlicensing Pd. 1: 3 Agency, 3 Contracts, 1 Ethics Hrs.	RASE <a href="http://www.rase-inc.org">www.rase-inc.org</a>	Sioux Falls, SD	06/14/2012	9-5 p.m.
<b>Property Disclosures</b> Instructor: Carol Lawhun 6 Required CE Hrs. Postlicensing Pd. 2: 6 Hrs. Property Issues	RASE <a href="http://www.rase-inc.org">www.rase-inc.org</a>	Sioux Falls, SD	06/18/2012	9-4 p.m.