

Ohio REALTORS® presents...



OHIO
REALTORS®

20-Hour Post Licensure for Salespeople

4 Convenient Locations!
Dayton/Columbus/Cincinnati/Toledo



\$ 199

As you embark on your new career, it is important for you to understand fully the seriousness of the responsibility you accept when assisting others with real estate transactions. This course is required of all new salespeople and must be completed within twelve months of the date you were licensed. It is designed to update you with current laws, to review basic steps to succeed in the business, and to identify fiduciary duties throughout the transaction. This class will serve as a foundation for the legal and ethical obligations you face.

Topics covered include...

- Basic Business Practice
 - Fair Housing
 - Agency
- Broker Responsibilities
- Fiduciary Duties When Listing Property (Working with Sellers)
- Fiduciary Duties When Showing Property (Working with Buyers)
 - Advertising Laws & Rules
 - Earnest Money – Fiduciary Duties
- Fiduciary Duties Pre-Closing, Closing, and Post-Closing
 - The Basics of Property Management
 - The Basics of Commercial Real Estate
- The Basics of Short Sales, Foreclosures, Land Contracts and Wholesaling in Ohio
 - Federal and State programs
 - Current Economic Conditions
- Your Real Estate Duties and Avoiding the Unlicensed Practice of Law

See reverse for registration...

20 HOUR POST LICENSURE FOR SALESPEOPLE

Please print:

Name: _____

RE File #: _____

Email: _____

Phone: _____

Course Times:

Day 1 – 9:00 a.m. – 5:00 p.m.

Day 2 – 8:30 a.m. – 4:30 p.m.

Day 3 – 8:30 a.m. – 3:30 p.m.

Please register me for the following date/location:

February 12-14 - Dayton

Dayton REALTORS®
1515 S. Main St.
Dayton, OH

June 11-13 - Columbus

Ohio REALTORS®
200 E. Town St.
Columbus, OH

March 26-28 - Columbus

Ohio REALTORS®
200 E. Town St.
Columbus, OH

August 27-29 - Toledo

Toledo Regional Association of REALTORS®
590 Longbow Dr.
Maumee, OH

May 7-9 - Cincinnati

Cincinnati Area Board of REALTORS®
14 Knollcrest Dr.
Cincinnati, OH

September 10-12 - Dayton

Dayton REALTORS®
1515 S. Main St.
Dayton, OH

Instructor(s): Alec Hagerty, ABR, ABRM, BPOR, e-PRO, SFR, SRS
Charlie Foster, CRB, GRI

Do you have any disabilities which require special accommodations, including the provision of auxiliary aids and services? If so please indicate needs:

Registration Fee

Registration fee - **\$199**

Payment:

__ Visa __ MC __ Discover __ AMEX Check # _____

Acct. # _____

Exp. ___/___ Signature _____

Amount enclosed: _____

Return to:

Ohio REALTORS®
200 E. Town Street
Columbus, Ohio 43215-4648
Phone: (614) 225-6229
Fax: (614) 241-2848
Register at ohiorealtors.org
Email: wright@ohiorealtors.org

