



2014 RMLS™ EDUCATION SUMMIT CLASS DESCRIPTIONS

Rooms E141/E142

Understanding Appraisals and BPOs - 3 OR & WA CE hours

presented by Pacific West Appraisal Services, Rooms E141/E142, 8:30am and 2pm

This course covers the residential appraisal process, giving the REALTOR® a look into the mind and thought process of the appraiser, and the regulations appraisers have to adhere to.

A residential BPO model will be presented to the REALTORS® that attend the class. This BPO model is a whole and complete market price estimating software that is modeled after the residential appraisal process that appraisers follow. This software, SmartBPO, is free to all REALTORS® who attend the course and learn how to use it.

Awesome Open Houses - 1 OR CE hour

presented by Cloud CMA, Rooms E141/E142, 12pm

Maximize your opportunities with Cloud CMA's buyers reports and property reports at your next open house. Learn how to deliver branded real estate content instantly to any mobile device on the spot. Learn the best follow-up techniques to capture all your potential leads. These paperless strategies will make your open house shine and provide your clients with a valuable edge in looking for the right house and the right agent.

Rooms E143/E144

Closing Short Sales - 3 OR CE hours

presented by REconomy, Rooms E143/E144, 9am

This course will cover the new Oregon statute regulating the arms length agreement. Arms Length Agreements – which investors wave them and when, protecting your client from a deficiency judgment or 1099c, understanding servicers motivations and how to better work with them, tips on specific servicers and holding a foreclosure at bay while closing a short sale.

Negotiations and Ethics- 3 OR CE hours

presented by REconomy, Rooms E143/E144, 2pm

Understanding the emotional process of buyers and sellers to help them move through the transaction gracefully, developing listening skills to solve problems, problem solving skills, and creating win-wins for all parties.

Room E145

Law and Rule Required Course - 3 OR CE hours - \$30

presented by Phil Querin, Querin Law LLC, Room E145, 9am - register at <http://bit.ly/LARRC>

Attendees from a recent class said:

“Loved the case studies, the banter back and forth, and the great information presented.”

“It was a great course and I’m very glad I took it. It was well worth the \$30.”

“I would attend any courses or presentations with these two experienced professionals.”

Every broker is required to complete this three-hour course, and this program is dynamic and relevant.

Legal Update - 1.5 OR CE hours \$15

presented by Phil Querin, Querin Law LLC, Room E145, 1pm - register at <http://bit.ly/Legal2014TF>

Phil discusses risk management tips, traps that REALTORS® need to be aware of, and the latest real estate legal issues.

Construction Financing Options & Opportunities- 1 OR CE hour

presented by Umpqua Bank Home Lending, Room E145, 3pm

Learn about the construction and renovation financing options and opportunities available for clients and builders.

Room E146

Electrical Service & Why Size Can Matter- 1 OR CE hour

presented by Pillar to Post Home Inspections, Room E146, 8:30am

This course covers simple techniques you can use to determine the electrical service size of a house. It also helps you understand the implications of service size.

You will learn basic terms and definitions, a few techniques to determine service size, and the implications of service size by its relationship to electrical components. By the end of this session you should be able to define electrical terms, identify different electrical components, estimate the service size through a first guess, distinguish between service size and the individual ratings of each electrical component, describe the implications of the difference between service size and the individual ratings of each electrical component, outline the process and implications of upgrading the service, and offer your clients alternatives to upgrading their service.

Issues in Newer Homes- 1 OR CE hour

presented by Pillar to Post Home Inspections, Room E146, 10am

Do you know what to expect from a home that is 10 to 20 years old? Homes of this age have some characteristic conditions. None of them are particularly alarming but the client is not prepared for them. This course will teach you what the typical life cycles are for some common components, what the characteristic conditions are for a home in the 10 to 20 year old range, what to expect from an engineered floor system, and how to prepare your client for the inspection of a 10 to 20 year old home — no home is perfect!

Moving Towards Sustainable Housing - 1 OR CE hour

presented by Pillar to Post Home Inspections, Room E146, 11:30am

Over the past few years there has been a push to increase efficiencies, use less energy, and use environmentally friendly products. The next step is to look at our houses and how they operate to see what can be done to make a lighter footprint on Earth. In other presentations we have covered green building materials, green appliances, high efficiency heating and cooling, and geothermal heat pumps. In this presentation we look more specifically at the environmental impact of houses and how simple choices we make can change the impact. We will look at other technologies that are only now reaching critical mass. In particular, we will look at how energy from the sun is managed and harnessed directly in residential homes. We may look at technologies such as wind power, which will have an impact on our lives in the years to come but are not usually employed directly on site.

New Technologies for Homes - 1 OR CE hour

presented by Pillar to Post Home Inspections, Room E146, 1pm

We will look at a select list of new technologies for the home. As with anything a consumer considers purchasing, it is always wise to remember the old adage: buyer beware. Not all technologies live up to their claims. We will explore hot-water-on-demand water heaters, heat pumps, geothermal, heat pump for hot water, home automation, and new technologies in air conditioning.

Introduction to REALTOR® Property Resource (RPR) - 1 OR CE hour

presented by REALTOR® Property Resource, Room E146, 2:30pm and 4pm

Learn how to utilize REALTOR® Property Resource (RPR) as a tool for applying integrated data sources to better serve homebuyers and sellers. The course will include an overview of specific features such as comp analysis, value refinement, market activity, neighborhood and demographic information, and various detailed report options.

Rooms E147/E148

Washington credit hours only

CORE - 3 WA CE hours

presented by TEP Producers, Room E147/E148, 9am and 1pm

The WA State Real Estate Commission and the Department of Licensing require at least 3 clock hours of CORE curriculum for every real estate license renewal.