

**BROKER PRE-LICENSING**

Summer | Fall 2010 Schedule



The Illinois Association of REALTORS®  
Licensing & Training Center in conjunction with  
North Shore Barrington Association of REALTORS®  
Presents

## 75-Hour Broker Pre-Licensing Courses

with  
**Marki Lemons**

These updated courses are intended to provide the knowledge and tools necessary to become an effective Illinois Real Estate Broker. To view the full course descriptions see page 2.

**Note: You must complete 3 Mandatory Courses (M) and 2 Elective Courses (E) to qualify for the state broker exam.**

### August/September/October 2010

<u>Course Title</u>	<u>Class Dates</u>	<u>Time</u>	<u>Location</u>
<b>Advanced Principles 2000 (M)</b>	August 24th & 26th	8:30am - 4:30pm	Northbrook, IL
<b>Brokerage Administration (M)</b>	Aug 31st & Sept 2nd	8:30am - 4:30pm	Northbrook, IL
<b>Contracts &amp; Conveyances (M)</b>	Sept 8th & 10th	8:30am - 4:30pm	Northbrook, IL
<b>Property Management (E)</b>	Sept 13th & 15th	8:30am - 4:30pm	Northbrook, IL
<b>Finance (E)</b>	Sept 28 & Oct 5th	8:30am - 4:30pm	Northbrook, IL

**An ALL DAY review session is available for an additional \$65.00**

- Pre-registration required | •Payment of \$165.00 for each class is required at the time of registration.
- NSBAR cannot guarantee seating without payment. | • "BILL ME" Option available *only* for NSBAR Members.
- Cost includes book(s) and materials used for class, transcripts, simulation exercises, and refreshments.

**Registration is open one-half hour before the start of class. Late entrants will not be admitted.**

**REGISTER ONLINE AT: [www.nsbar.org/events.aspx](http://www.nsbar.org/events.aspx) | EMAIL: [education@nsbar.org](mailto:education@nsbar.org) | FAX: (847) 480-7362  
| 450 Skokie Blvd., Bldg. 1200 | Northbrook, IL 60062 |**

**Notice:** Course requirements may be subject to change after IDFPR releases the Rules & Regulations surrounding the new License Act for 2010.



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## Course Descriptions

**Advanced Principles 2000:** Mandatory for all broker candidates; 15 class hours. Course includes instruction in agency, disclosure, environmental issues, escrow, license law and other topics approved by the IDFPR.

**Appraisal:** Elective for all broker candidates; 15 class hours. Course includes instruction in the appraisal process, real property and value, economic trends, depreciation and land value.

**Brokerage Administration:** Mandatory for all broker candidates; 15 class hours. Course includes instruction in Illinois real estate law and licensure, listings, title search, forms for closing, contract forms, and the broker-salesperson relationship.

**Contracts and Conveyances:** Mandatory for all broker candidates; 15 class hours. Course includes instruction in deeds, fixtures, contracts, real estate closings, foreclosure and redemption, land use controls, landlord/tenant relationship, cooperatives and condominiums.

**Financing:** Elective for all broker candidates; 15 class hours. Course includes instruction in types & sources of financing, mortgages, mortgage documents, closing a mortgage, interest, liens, foreclosure, real property insurance, mortgage risk, principles of property value for mortgage credit, mortgage analysis and construction loans.

**Property Management:** Elective for all broker candidates; 15 class hours. Course includes, but not be limited to: instruction in fundamentals of tenant-management relationship, property modernization, property maintenance, leases, real property insurance, commercial property, industrial property and advertising.

**Sales and Brokerage:** Elective for all broker candidates; 15 class hours. Course includes instruction in qualifications and functions of a real estate broker; land utilization; appraisal principles and methods; office organization; selection, training and supervision of salespersons and office personnel; compensation of salesperson listings; prospects; real estate markets; financial control; and government regulations.

**TUITION:** \$165 per course. Transcripts will be forwarded within three weeks upon the completion of the course. A \$10 service charge will be imposed on all replacement transcripts. The review session is \$65. **SCHOOL POLICIES:** Attendance is required at all sessions. If more than 10% of any course is missed, the student must make up the lost hours in order to receive credit. Course completion requires at least an average of 75% on all tests/exams. All students must be high school graduates or equivalent (GED). **CLASS CANCELLATIONS:** The IAR Licensing and Training Center reserves the right to cancel classes that do not meet attendance requirements. All prepaid registration fees will be refunded.

**CANCELLATION/REFUND POLICY:** All fees will be refunded for written cancellations received at least 72 hours prior to the start of the event. There are no refunds or transfers after the start of the class. **REPEAT PRIVILEGES:** All IAR students may repeat the course within six months on a space available basis at any of our locations at no additional tuition cost. **REQUIREMENT FOR LICENSE:** To become a broker, an individual must either be an attorney at law or have successfully completed 120 classroom hours, 45 of which shall be those hours required to obtain a salesperson's license.

**APPROVED BY** The Illinois Department of Finance and Professional Regulations under the Real Estate License Act of 2000. **LOCATIONS:** The IAR Licensing and Training Center conducts classes at many convenient locations throughout Illinois. For information concerning current class schedules and locations, call (217) 529-2600 or write IAR Licensing and Training Center, PO Box 19451, Springfield, IL 62794-9451.

### Broker Pre-License FAX Registration Form

NSBAR FAX: (847)480-7362

TODAY'S DATE: \_\_\_ / \_\_\_ / \_\_\_

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City, State/Zip: \_\_\_\_\_

Phone: (\_\_\_\_) \_\_\_\_\_ Cell: (\_\_\_\_) \_\_\_\_\_

E-mail: \_\_\_\_\_

NRDS#: \_\_\_\_\_ LIC #: \_\_\_\_\_

**Important Notice:** If you have any disabilities that require special accommodations, please identify those special needs: \_\_\_\_\_

**Please note:** FAX registrations will be processed within 48 hours of receipt of FAX. You will receive email confirmation after your registration has been processed.

**PAYMENT: (circle one) VISA M/C DISC AMEX**

Card Number: \_\_\_\_\_

**SIGNATURE:** \_\_\_\_\_

EXP DATE: \_\_ / \_\_

**Select Date(s):** \*Each 2-day course = \$165.00 \*Each 1-day review = \$65.00 (SEE PAGE 1 FOR COURSE DATES AND TOPICS)

___ 7.7 & 7.9	___ 7.13 & 7.16	___ 7.20 & 7.22	___ 7.28 & 7.30	___ 8.3 & 8.5	___ 8.9	___ 8.11 & 8.13
___ 8.18 & 8.20	___ 8.23 & 8.25	___ 8.24 & 8.26	___ 8.30 & 9.1	___ 8.31 & 9.2	___ 9.8 & 9.10	___ 9.13 & 9.15
___ 9.20 & 9.24	___ 9.21	___ 9.27 & 10.01	___ 10.4 & 10.8	___ 10.11 & 10.15	___ 10.18 & 10.22	___ 10.25