

North Dakota Association of REALTORS® presents:

## Continuing Education Courses



Ramada Bismarck Hotel  
1400 E. Interchange Ave  
Bismarck, ND 58501



# October 16 & 17, 2017

### Monday, October 16

1:30 – 4:30 pm

#### Code of Ethics

Instructor: Daryl Braham

3 hours ND elective CE (CENOV17-002)

This class will provide instruction of the REALTORS® Code of Ethics. The instructor will share the duties and obligations imposed on REALTORS® and how these requirements can be implemented into their daily operations to avoid potential marketplace problems and give their buyers and sellers ethical services. This class meets the National Association of REALTORS® ethical biennial training requirement.

### Tuesday, October 17

8:30 – 11:30 am

#### Contracts Gone Bad

Instructor: Carol Lawhun

3 hours ND elective CE (CENOV18-067)

The goal of this class is to explore different types of real estate contracts, discuss contract pitfalls encountered by other agents, and to challenge agents to determine options that will protect their clients.

### Tuesday, October 17

1:00 – 4:00 pm

#### But Wait, There's More! Ethical Dilemmas in Advertising

Instructor: Carol Lawhun

3 hours ND elective CE (CENOV18-068)

This class will provide a comparison of laws and ethics. Participants will look at case studies from the NAR Code of Ethics to determine whether or not a violation occurred and how the situation may have been handled better.

### About the Instructors:



**Daryl Braham** is the COO of Jeff Shipleigh Enterprises, and the owner of iON Leadership Consulting - providing consulting, training and speaking services to companies and associations throughout the US and Canada.

**Carol Lawhun:** became a REALTOR® in 2002. She is a practicing Broker Associate along with her husband; is proud to hold designations of ABR, CRS, SRES, and CNE and has been a certified instructor since 2004. Carol was born and raised in Rapid City.



**LAST CHANCE FOR CE THIS YEAR**

Licenses may take as little as 3 hours or as many as 9 hours during this seminar.

**FOOD & LODGING**

All meals will be an out-of-pocket expense to the participants.

A block of rooms has been reserved at the Bismarck Ramada Hotel. Please make reservations yourself, however, specify that you are reserving under the North Dakota Association of REALTORS® room block. Early reservations are a must as the block will be available only through October 2.

Ramada Bismarck Hotel  
1400 E Interchange Ave  
Bismarck, ND 58501  
701-258-7000

**KEEP YOUR CE CERTIFICATES!**

Each REALTOR®/Licensee is responsible for keeping their CE certificates. If you have lost a certificate you will have to get a duplicate from the entity that sponsored the course you attended. Please check course numbers to be sure you haven't taken the same course previously this year.

**MINNESOTA CREDITS**

These courses will **not** be approved for CE credits in MN.

**REFUND POLICY**

Full refund (less \$10 processing fee if registration was paid by credit card) may be returned only if notice of cancellation is submitted in writing to the ND Association of REALTORS® **five days prior** to classes. Refund of half the fee will be returned upon receipt of **written cancellation no later than two days prior to classes. NO REFUNDS OR CREDITS THEREAFTER.** Any refunds will be mailed immediately following the seminar. Email refund requests to [info@ndrealtors.com](mailto:info@ndrealtors.com), fax to 866-665-1011, or mail to 318 W Apollo Avenue, Bismarck, ND 58503.

**ATTENTION BROKERS!!**

Every North Dakota licensee (except those that are exempt) will need 9 hours of continuing education by November 15, 2017.

The Designated Broker is required to certify to the Real Estate Commission that each renewing licensee has completed the CE hours when renewing licenses. Therefore, the licensee and the Designated Broker must retain copies of all education forms and certificates for their own records.

**ONLINE COURSES**

Available anytime on the web – courses are available starting at 2 hours in length – fully approved by the Real Estate Commission for continuing education! Ordering the course is easy – go to [www.ndrealtors.com](http://www.ndrealtors.com) and click on Education.



Check here if you plan on attending the classes and will need assistance relating to a disability.

**Please attach a business card or print:**

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

Email: \_\_\_\_\_

MC     Visa     Disc     AmEx     Check

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Exp \_\_\_\_\_ Signature \_\_\_\_\_

**Send form and payment to:**

NDAR  
318 W Apollo Avenue – Bismarck, ND 58503  
Fax: 866-665-1011 – [info@ndrealtors.com](mailto:info@ndrealtors.com)



ND REALTOR®	On or Before Oct 8	Oct 9-Oct 15	Walk In
<input type="checkbox"/> Code of Ethics	\$50	\$75	\$85
<input type="checkbox"/> Contracts Gone Bad	\$50	\$75	\$85
<input type="checkbox"/> Ethical Dilemmas in Advertising	\$50	\$75	\$85
Non-Member	On or Before Oct 8	Oct 9-Oct 15	Walk In
<input type="checkbox"/> Code of Ethics	\$75	\$100	\$110
<input type="checkbox"/> Contracts Gone Bad	\$75	\$100	\$110
<input type="checkbox"/> Ethical Dilemmas in Advertising	\$75	\$100	\$110

Calculate your total:

# of classes \_\_\_\_\_ X fee \_\_\_\_\_ = \$ \_\_\_\_\_

**Please note:** Price is per class.  
(ex: If a ND REALTOR® registering on October 5 takes all three classes, the total cost is \$150.)

**For Office Use Only**

Date: \_\_\_\_\_ Amt: \_\_\_\_\_ Ck #: \_\_\_\_\_ EC#: \_\_\_\_\_