



# 2017-18 BIENNIUM | CONTINUING EDUCATION



## 2017-18 Commercial CE Information

Now more than ever, quality counts when it comes to your real estate education. Don't just renew your license — enhance your career! CARW offers 6 state-approved continuing education topics, allowing you to complete the 18 hours of CE that you will need. You have access to all of the required courses and 2 of the approved electives to meet your career needs and interests.

### Location:

TWO-FIFTY - 1st Floor Training Room  
250 E. Wisconsin Ave. Milwaukee, WI 53202  
(Parking fees NOT included)

### Pricing:

#### Early-Bird Pricing: (by August 15th)

CARW Members: \$27/module, total of \$162  
Non-members: \$40/module, total of \$240

#### Regular Pricing: (AFTER August 15th)

CARW Members: \$37/module, total of \$222  
Non-members: \$50/module, total of \$300

**Course Registration:** Please select courses and dates on this form. Online registration is available at [wra.org/CommCECourses](http://wra.org/CommCECourses)

**For more information:** please contact Davis Renzelmann at CARW at (414) 271.2021 or [davis@carw.com](mailto:davis@carw.com)  
or Michelle Harrison at WRA at (608) 241-2047 or [michelle@wra.org](mailto:michelle@wra.org)

2017-18 BIENNIUM COURSE DESCRIPTIONS	SESSION 1	SESSION 2
<b>Wisconsin Investment Property and Property Management in Commercial Real Estate (Elective B)</b> <b>Description:</b> Discuss a wide variety of topics associated with commercial real estate investments and property management. Learn to truly understand how to value properties for your landlord, tenant, buyer or seller clients to most effectively assist them. <b>Instructor:</b> Jonathan Sayas, <i>Stewart Title Guaranty Company</i>	<b>September 13</b> 8:00-11:30 a.m.	<b>November 8</b> 8:00-11:30 a.m.
<b>Financing in Commercial Real Estate (Elective C)</b> <b>Description:</b> Get up to speed on a crucial aspect of successful commercial real estate transactions: financing. Success as a real estate professional is dependent on closings, and closings are dependent on finances—including cash deals. Understanding the A to Z of financing will help you and your clients get to the finish line more often. <b>Instructor:</b> Jonathan Sayas, <i>Stewart Title Guaranty Company</i>	<b>September 13</b> 12:30-4:00 p.m.	<b>November 8</b> 12:30-4:00 p.m.
<b>Wisconsin Listing Contracts in Commercial Real Estate (Course 1)</b> <b>Description:</b> Look at many different aspects of commercial real estate contracts and forms as they are used in Wisconsin. The focus of this course is to generate understanding in the use of the forms, as well as to provide definitions and insight on all the documents and listings. <b>Instructor:</b> Carol Krigbaum, <i>Krigbaum Law LLC</i>	<b>September 20</b> 8:00-11:30 a.m.	<b>November 1</b> 8:00-11:30 a.m.
<b>Ethics and Best Practices in Commercial Real Estate (Course 4)</b> <b>Description:</b> Review all parts of the Code of Ethics and Standards of Practice, look at real-life examples relating to various Articles, examine the benefits of mediation over arbitration and review key Wisconsin laws that govern ethical business practices in Wisconsin. <b>Instructor:</b> Mike Tobin, <i>Storm, Balgeman, &amp; Klippel S.C.</i>	<b>September 20</b> 12:30-4:00 p.m.	<b>November 1</b> 12:30-4:00 p.m.
<b>Wisconsin New Developments in Commercial Real Estate (Course 3)</b> <b>Description:</b> Course highlights new commercial legislation and revised forms and focuses on pending and proposed legislative and regulatory changes, as well as other potential changes to licensing regulations for commercial real estate. <b>Instructor:</b> Cori Lamont, <i>Wisconsin REALTORS® Association</i>	<b>September 27</b> 8:00-11:30 a.m.	<b>November 15</b> 8:00-11:30 a.m.
<b>Wisconsin Offers to Purchase in Commercial Real Estate (Course 2)</b> <b>Description:</b> Develop an understanding of some of the less used, but very important topics, in commercial real estate. Although you may not have many transactions with an “as is” clause, or perhaps you don't think you will ever be the principal in a transaction, it is important to understand proper protocol when dealing with these and other less common transactions. <b>Instructor:</b> Paul Jonas, <i>Michael Best &amp; Friedrich LLP</i>	<b>September 27</b> 12:30-4:00 p.m.	<b>November 15</b> 12:30-4:00 p.m.

Please submit completed REGISTRATION form along with payment made out to the  
Wisconsin REALTORS Association, 4801 Forest Run Rd., Suite 201, Madison, WI 53704

Name: \_\_\_\_\_ WRA ID #: \_\_\_\_\_

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

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Phone: \_\_\_\_\_

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

**PAYMENT:** \_\_\_\_\_ Check: Amount Enclosed: \_\_\_\_\_ (Make Checks Payable to WRA)

**OR (Visa or MC) CC#:** \_\_\_\_\_ exp: \_\_\_\_\_ 3-Digit Code: \_\_\_\_\_ Billing Zip: \_\_\_\_\_