



2019-2020 BIENNIUM COMMERCIAL Continuing Education Course Offerings

INSTRUCTORS



Paul Jonas
Michael Best & Friedrich LLP



Carol Krigbaum
Krigbaum Law LLC



Jonathan Sayas
Stewart Title Guaranty Company

TIMES

Morning Session 8:30 am–12 pm
Afternoon Session 1 pm–4:30 pm
Check-in opens 30 minutes before class.
Additional courses will be available in Fall 2020.

PRICE

CARW Members:
\$27 per course, total \$162
Non members:
\$40 per course, total \$240

LOCATION

TWO-FIFTY
250 E. Wisconsin Ave.
Training Room - 1st Floor
Milwaukee, WI 53202

Parking fees are NOT included with registration.

For more information, contact Tracy Johnson at CARW at (414) 271.2021, tracy@carw.com

Register online at <http://www.wra.org/CommCECourses>

COURSES 5 & 6

Thursday, January 16, 2020

Wisconsin Real Estate Law and Practice
(Course 5)

Carol Krigbaum,
Krigbaum Law LLC

Wisconsin Real Estate Transactions
(Course 6)

Carol Krigbaum,
Krigbaum Law LLC

COURSES 3 & 4

Thursday, February 6, 2020

Wisconsin New Developments
(Course 3)

Paul Jonas,
Michael Best & Fredrich LLP

Wisconsin Real Estate Ethics and Consumer Protection
(Fulfills NAR Ethics) (Course 4)

Jonathan Sayas,
Stewart Title Guaranty Company

COURSES 1 & 2

Thursday, February 20, 2020

Wisconsin Listing Contracts
(Course 1)

Jonathan Sayas,
Stewart Title Guaranty Company

Wisconsin Offers to Purchase
(Course 2)

Jonathan Sayas,
Stewart Title Guaranty Company

Check or

Credit Card: MasterCard Visa

LICENSEE NAME

LICENSE NUMBER

COMPANY

CREDIT CARD NUMBER

MAILING ADDRESS

EXP DATE

3-DIGIT CODE

CITY

STATE

ZIP

SIGNATURE

EMAIL

PHONE

AMOUNT ENCLOSED

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



2019-2020 BIENNIUM **COMMERCIAL** Continuing Education Course Offerings

COURSE 1 WISCONSIN LISTING CONTRACTS

a. Seller Disclosure and Defects

(50 minutes) MANDATORY

- i. Listing agent's inspection and disclosure obligations
(Wis. Stat. § 452.133(1)(c), Wis. Admin. Code § REEB 24.07)
- ii. Seller representation regarding defects
(Relevant WB Listing Contract, e.g. lines 241-245 of the WB-1)
- iii. Real estate condition report or vacant land disclosure report
(Wis. Stat. §§ 709.03, Wis. Stat. § 709.033)
- iv. Amendments to report (Wis. Stat. § 709.035) and right to rescind (Wis. Stat. § 709.05)

b. Agency (50 minutes)

- i. Pre-agency (Wis. Stat. § 452.134(1))
- ii. Disclosure of duties
(Wis. Stat. § 452.135, relevant WB Listing Contract, e.g. lines 67-94)
- iii. Multiple representation (Wis. Stat. § 452.134, relevant WB Listing Contract, e.g. lines 95-124 of the WB-1)
- iv. Subagency (Wis. Stat. § 452.134(1), relevant WB Listing Contract, e.g. lines 125-134)

c. Fees and Commission (50 minutes)

- i. Commission
(Relevant WB Listing Contract, e.g. lines 27-51 of the WB-1)
- ii. Fees and commissions (Wis. Stat. § 452.19)
- iii. Actions for commissions (Wis. Stat. 452.20)

COURSE 2 WISCONSIN OFFERS TO PURCHASE

a. Inspection and Testing (50 minutes) MANDATORY

- i. Duty to inspect – working with a buyer
(Wis. Admin. Code § REEB 24.07)
- ii. Inspections and tests
(Relevant WB Offer, e.g. lines 395-409 of the WB-11)
- iii. Inspection and Testing Contingencies
(Relevant WB Offer, e.g. lines 410-433 of the WB-11)
- iv. Notices and amendments
(WB-41 Notice Relating to Offer to Purchase, WB-40 Amendment to Offer to Purchase)

b. Special Assessments and Closing Prorations (50 minutes)

- i. Special assessments
(Wis. Stat. Ch. 66. SubCh. VII)
- ii. Payment for special assessments
(Relevant WB Offer, e.g. lines 360-368 of the WB-11)
- iii. Closing prorations
(Relevant WB Offer, e.g., lines 118-139 of the WB-11)
- iv. Disclosure of existing or pending special assessments
(Wis. Stat. §§ 709.03, 709.033 Wis. Admin. Code § REEB 24.07)

c. Financing and Appraisal Contingencies (50 minutes)

- i. Buyer's loan commitment
(Relevant WB Offer, e.g., lines 216-246 of the WB-11)
- ii. Seller termination and financing unavailable
(Relevant WB Offer, e.g., lines 247-256 of the WB-11)
- iii. Offer not contingent on financing
(Relevant WB Offer, e.g., lines 257-263)
- iv. Appraisal contingency
(Relevant WB Offer, e.g., lines 264-271 of the WB-11)

COURSE 3 WISCONSIN NEW DEVELOPMENTS

a. Wisconsin Department of Safety and Professional Services Complaint and Discipline Process

(50 minutes) MANDATORY

- i. Reporting convictions (Wis. Stat. § 440.03, Wis. Admin. Code § REEB 24.17)
- ii. Disciplinary proceedings (Wis. Stat. §§ 440.20-25,)
- iii. Investigation and discipline of licensees (Wis. Stat. § 452.14)
- iv. Penalties (Wis. Stat. § 452.17)

b. Wisconsin Real Estate Case Law (50 minutes)

c. Federal Legal Real Estate Issues Update (50 minutes)

COURSE 4 WISCONSIN REAL ESTATE ETHICS AND CONSUMER PROTECTION

a. Misrepresentation and Concealment

(50 minutes) MANDATORY

- i. Material adverse facts and Material Facts
(Wis. Stat. §§ 452.133, Wis. Admin. Code § REEB 24.07, National Association of REALTORS® Code of Ethics, Article 2)
- ii. Reliance on third party inspections and investigations
(Wis. Admin. Code § REEB 24.07)
- iii. Misrepresentation
(Wis. Stat. § 100.18, National Association of REALTORS® Code of Ethics, Article 12)
- iv. Defect defined: home inspector, seller, offer to purchase
(Wis. Stat. §§ 440.97(2m), 440.975(3)(cm), 709.03, 709.33, Relevant WB Offer, e.g., lines 182-184 of the WB-11)

b. Dispute Resolution (50 minutes)

- i. Ombudsman
(National Association of REALTORS policy statement #59)
- ii. Mediation
(National Association of REALTORS® Code of Ethics, Article 17)
- iii. Arbitration
(National Association of REALTORS® Code of Ethics, Article 17)

c. Security (50 minutes)

- i. Guard against hacking (Wis. Stat. § 452.133)
- ii. Password protection (Wis. Stat. § 452.133)
- iii. Social media presence (Wis. Stat. § 452.133)
- iv. Protecting databases (Wis. Stat. § 452.133)

COURSE 5
WISCONSIN REAL ESTATE LAW AND PRACTICE

a. Commercial Commission Liens (50 minutes)

- i. Commercial real estate (Wis. Stat. § 779.32)
- ii. Placing a lien (Wis. Stat. § 779.32)
- iii. Removing a lien (Wis. Stat. § 779.32)
- iv. Enforcing a lien (Wis. Stat. § 779.32)

b. Avoiding Complaints and Litigation (50 minutes)

- i. Addressing incompetence
(Wis. Admin. Code § REEB 24.03(2)(a))

- ii. Protect the public against fraud, misrepresentation and unethical practices (Wis. Admin. Code § REEB 24.03(2)(b))
- iii. Be knowledgeable regarding laws, public policies and current market conditions
(Wis. Admin. Code § REEB 24.03(2)(c))

c. Cooperation with Out-of-State Licensees (50 minutes)

- i. Referral Fees (Wis. Stat. § 452.19)
- ii. WB-28 Cooperative Agreement (Wis. Stat. § 452.137)
- iii. WB-29 Commercial Cooperative Agreement
(Wis. Stat. § 452.137)

COURSE 6
WISCONSIN REAL ESTATE TRANSACTIONS

a. Commercial Transaction Documents (50 minutes)

- i. Letters of intent (Wis. Admin. Code Ch. REEB 16)
- ii. Commercial leases (Wis. Admin. Code. Ch. REEB 16)
- iii. Cooperation agreements with Out of State Licensees (OSL) (Wis. Stat. § 452.137. Wis. Admin. Ch. REEB 16)

b. Commercial Buyer Agency/Tenant Representation (50 minutes)

- i. WB-38 Commercial Buyer Agency/Tenant Representation Agreement
- ii. WB-47 Amendment to Buyer Agency/Tenant Representation Agreement

c. Explaining Multiple Representation (50 minutes)

- i. Client or customer (Wis. Stat. 452.01)
- ii. Rejection of multiple representation
(Wis. Stat. § 452.134, Wis. Stat. § 452.135, Relevant WB Listing Contract, e.g. lines 113-119 of the WB-1)
- iii. Multiple representation with designated agency
(Wis. Stat. § 452.134, Wis. Stat. § 452.135, Relevant WB Listing Contract, e.g. lines 113-119 of the WB-1)
- iv. Multiple representation without designated agency
(Wis. Stat. § 452.134, Wis. Stat. § 452.135, Relevant WB Listing Contract, e.g. lines 113-119 of the WB-1)