



Commercial Continuing Education Course Offerings

The Wisconsin Department of Safety and Professional Services requires all real estate licensees to complete 18 hours of continuing education. CARW is proud to offer six (1) hour in-person ELECTIVE courses approved by the State of Wisconsin for REALTOR Continuing Education. These courses are free to CARW members.



Session 1 - Prospecting and Marketing Compliance in Wisconsin | Tuesday, August 27th @ 9 AM= 1 Elective CE

Michael Testa, CCIM | Ogden & Company

This course is designed for real estate professionals to ensure adherence to state and federal regulations. It covers crucial topics including the Wisconsin Do Not Call Law, cold calling requirements, and handling represented parties. Participants will learn about fair housing practices, ethical advertising standards, and using the Equal Housing Opportunity logo correctly. The course emphasizes the importance of accurate advertising, clear firm identification, and obtaining proper consent for price changes and agency agreements. Essential for maintaining compliance, this course upholds the highest standards of professional conduct in real estate marketing and prospecting.



Session 2 - Introduction to AI and Commercial Real Estate Brokerage | Thursday, September 12th @ 9 AM= 1 Elective CE

Andy Hunt | Marquette University

This course introduces AI and its impact on commercial real estate brokerage. Participants will learn about AI fundamentals, including large language models like ChatGPT, and explore AI resources and best practices. Key topics include using AI for legal documents, market research, marketing, communication, and data analysis. The course also looks ahead to future AI advancements in real estate over the next 6, 12, and 24+ months, preparing professionals to enhance efficiency and decision-making in their practices.



Session 3 - Introduction to 1031 Exchanges | Wednesday, October 9th @ 9 AM= 1 Elective CE

Anna Barsky | Investment Property Exchange Services

This course provides an essential overview of 1031 exchanges, including their benefits, key terminology, and the concept of like-kind properties. Participants will learn the rules and guidelines for successful exchanges, the required periods, and the overall process. The course also addresses common pitfalls such as related party exchanges, seller-financed exchanges, and partnership issues. Additionally, reverse and improvement exchanges are covered to ensure a comprehensive understanding of all aspects of 1031 exchanges.



Session 4 - Title Commitments | November 5th @ 9 AM= 1 Elective CE

Alexandra Don | von Briesen

Learn the essentials of title commitments in real estate with this focused course, designed to help you understand their components, purpose, and significance in property transactions. Gain practical insights into identifying and resolving common title issues to ensure smooth and secure real estate deals.

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Session 5 - Approvals and Permits | Thursday, November 14th @ 9 AM = 1 Elective CE Tomás Clasen | Reinhart Law

This course provides a comprehensive overview of the permitting and approval process in Wisconsin commercial real estate (CRE). Topics include the history and importance of permitting, common permits and approvals such as rezoning, conditional use, business licenses, land division, building permits, and occupancy permits. Participants will learn about the application procedures, timelines, public hearings, and strategies for navigating regulatory challenges. The course includes case studies on industrial, commercial, and multi-family developments, emphasizing practical insights and compliance with state-specific legal considerations.



Session 6 - New Developments in Commercial Real Estate | Tuesday, December 10th @ 9 AM= 1 Elective CE

Jeremy Andereck | Reinhart Law

Explore the latest trends and innovations in commercial real estate with our course on new developments in the industry. Stay ahead of the curve by understanding cutting-edge strategies, emerging markets, and technological advancements shaping the future of commercial real estate.

LOCATION

TWO-FIFTY

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

FEE

\$0 - For CARW Members
\$25 - For Non-Members

[REGISTER VIA EVENTBRITE - HERE](#)

BILLING INFORMATION

- SESSION 1
- SESSION 2
- SESSION 3
- SESSION 4
- SESSION 5
- SESSION 6

Contact Name: _____

Company Name: _____

Email: _____

Phone Number: _____

Amount Remitted: _____

Credit Card Number: _____ Exp: _____ Sec Code: _____

Billing Address: _____