

Joel Carlson's list of Continuing Education AND **no** CE (call Joel directly 714-271-7322 to schedule) courses:



Required courses:

1. Trust Fund Handling – 3 hours
2. Ethics & Professional Conduct – 3 hours
3. Agency – 3 hours
4. Fair Housing – 3 hours
5. Risk Management – 3 hours
6. Legal and Marketing Update – 30 hours
(all testing for 45 hours CE is done online)

Consumer Protection Classes thru CAR:

7. Senior Real Estate Specialist (SRES) 16 hours

Classes with NO Continuing Education:

8. Understanding the “new” RPA-CA (3 hours)
9. Digital Ink and zipVault (3 hours)
10. The 39 “Standard” Disclosures Required on the sale of 1 to 4 residential owner-occupied! (3 hours)
11. Probate and the Independent Administration of Estates Act (IAEA) (3 hours)
12. ZipForms 6 – Pro and Standard Explained! (3 hours)
13. Foreclosures, Short Sales and REO's (3 hours)
14. Professional Standards (required every 2 years for members of Grievance, Pro Standards and Arbitration Committee's) 4 hours
15. The Mobile Computing RE Professional – 3 hours
16. Office Policies and Procedures – 3 hours

Plus ALL of the GRI (Graduate, Realtor Institute) Courses below!

Course 100: Agency Relationships, Duties and Disclosures

Mandated course covers when and how agency relationships are created, when licensees must disclose agency relationships and includes an overview of an agent's responsibilities to both customers and clients.

*Courses #100 and #101 are taught on the same day.

Course 101: Ethics, Professional Conduct, and Legal Aspects

Mandated course covers the requirements of the DRE Regulation regarding professional conduct... Develop an understanding of the general duties of a licensee to avoid fraud and negligence... Develop awareness of the antitrust Laws.

*Courses #100 and #101 are taught on the same day.

Course 102: Trust Fund Management

Mandated course emphasizes that knowing how to properly handle trust funds helps keep licensees from losing their licenses. Discover the importance of properly accounting for client's deposits. Whether a salesperson or a broker, licensees need to know how to maintain records and document the receipt and disbursement of trust funds in a manner that is consistent with the law.

*Courses #102 and #104 are taught on the same day.

Course 104: Fair Housing

Mandated course is designed to increase the real estate licensees knowledge of sources of federal and state fair housing laws and related civil right and anti discrimination laws that affect real property transactions and business establishments.

*Courses #102 and #104 are taught on the same day.

Course 105: Legal Issues

8 hours continuing education course covers disclosure laws... Basic contract laws... Estates in real property... Types of deeds that transfer title... Easement Law... Tenant/Landlord Law... Current legal issues and updates.

Course 106: Money Making Strategies for Success

8 hours continuing education course details importance of setting goals and how to develop a plan to achieve those goals... Identifying major principles of time management... Creating a system to measure the effectiveness of activities... Using effective communication techniques when conducting business both in person and over the telephone.

Course 107: Technology Applications in Real Estate

Mandated course is designed to increase the real estate licensees knowledge of sources of federal and state fair housing laws and related civil right and anti discrimination laws that affect real property transactions and business establishments.

Course 108: GRI Risk Management

Mandated course designed to help minimize the chance of having a claim or lawsuit filed against you by following some simple Risk Management steps and by becoming educated in the areas which cause the greatest incidence of claims. The suggestions, education, and advice presented can limit your liability and assist you with the handling of a claim if you are faced with one.

Course 109: Residential Real Estate Finance

8 hours continuing education course details practical techniques for financing single-family homes and condominiums. Gain an understanding of financing programs to assist clients in obtaining financing. Learn creative financing alternatives.

Course 110: Marketing, Financing and Managing Commercial Properties

8 hours continuing education course details factors presented covering industrial and commercial property... Evaluation of clients needs... Merchandising techniques, including exchange meetings and marketing sessions... Financing strategies for commercial and industrial properties.

Course 111: Investment Property Analysis

8 hours continuing education course details factors influencing investment decisions and investors' objectives. Analyze investment real estate, using valuation processes and approaches. Become acquainted with the cash flow analysis process and the concepts of discounted cash flow and internal rate of return. **Please bring a financial calculator to class.**

Course 113: Real Property, Tax and Exchanging

8 hours continuing education course details various tax issues involved in owner occupied residential property... Capital gains taxation information... Federal tax policies on an individual real estate practice... Exchange transactions.

Course 114: Essential Concepts of the C.A.R. Residential Purchase Agreement

8 hours continuing education course details the Residential Purchase Agreement from beginning to end... familiarize you with primary contract principals... familiarize you with general provisions affecting deposit receipt forms... explains significance of selected Regulations of the Real Estate Commissioner and section of the Business.