

**INDIANA REAL ESTATE EDUCATION
ADVISORY COUNCIL
JUNE 12, 2023**

3:00 p.m. (local time)

TO BE HELD THROUGH WEBEX

TO JOIN, CALL: (240) 454-0887

MEETING CODE: 610915440 OR

<https://IndianaEnhanced.Webex.com/join/PLAWebex>

1. GETMERENEWED.com – Significant Change App

- a. Real Estate Appraisal **4 hours**
- b. Comparative Market Analysis **4 hours**
- c. Real Estate Auctions **4 hours**
- d. Foreclosures **4 hours**
- e. Indiana Broker Management & Supervision **4 hours**
- f. Protecting Protected Classes in Real Estate **4 hours**
- g. Residential Mortgage Market **4 hours**
- h. Technology and Real Estate Brokerage **4 hours**
- i. Understanding the Basics of Reverse Mortgage **4 hours**
- j. Understanding Flood Zones in Real Estate **4 hours**

2. Real Estate Certification Program (RECP) CE10600303 – Significant Change App

- a. NAR's Green Designation Course (Asynchronous & Synchronous) **12 hours**
- b. Down Payment Assistance Program (Approved 11/17/22) but needs revised with:
Asynchronous and Synchronous – **2 hours Broker**
- c. Your Consumer, AI and the Technology Tools to Serve Them (Asynchronous &
Synchronous) **3 hours**
- d. Mastering Real Estate Brokerages: The Path to Success (Asynchronous &
Synchronous) **3 hours**

3. Frontline Training & Consulting (new provider)

- a. Realtor Safety, Surviving Violent Encounters
4 hrs.
 - New instructor – Dale Anderson

Tabled for correct form – this is the correct online form...the other is a paper application.

4. Southern Indiana Realtors Association (CE21200049)

- a. Common Defects and Water Damage
3 hrs.
- b. Short Sales & Foreclosure Resource Certification (NAR course)
8 hrs.

5. World Inspection Network International LLC – new provider

- a. Sewer Scopes in Homes for Real Estate Professionals
2 hrs.
- b. Random in Homes for Real Estate Professionals
3 hrs.
 - New Instructor - Mahlie Dukes-Whitaker (INST201078)

6. **Meridian Title Corporation- Significant Change App**
 - a. The Players and The Process **2 hours**
 - b. Cash Transactions & FIRPTA Combo Class **2 hours**
 - c. FIRPTA & Understanding Land Contracts Combo Class **2 hours**
 - d. Understanding Land Contracts & Cash Transactions Combo Class **2 hours**

7. **Indiana Business and Real Estate Academy CE21800026-Significant Change App**
 - a. Ways a Purchase Agreement can be Terminated Live/Virtual **2 hours Managing Broker**
 - b. Ways a Purchase Agreement can be Terminated Online **2 hours Managing Broker**
 - c. Maximizing Profitability-Harnessing the Power of Association Tools **2 hours**
 - d. Ask Jay – Actual Quests for Information and the Answers **2 hours Managing Broker**

8. **Tuckers School of Real Estate CE10600410-Significant Change App**
 - a. BAGI – Presenting the Client, Realtor, and Builder Relationships **2 hours**

9. **Indiana Business and Real Estate Academy CE21900026-Significant Change App**
 - a. Ways a Purchase Agreement can be Terminated (Live/Virtual) **2 hours Managing Broker**
 - b. Ways a Purchase Agreement can be Terminated (Online) **2 hours Managing Broker**
 - c. Maximizing Profitability – Harnessing the Power of Association Tools **2 hours**
 - d. Ask Jay – Actual Quests for Information and the Answers **2 Managing Broker**

10. **Empire Learning (CE21700011)**
 - a. Real Estate Investing: Recognizing Opportunities **3 hrs.**
 - b. Real Estate Investing: Crunching the Numbers and Understanding Purchase Agreements **4 hrs.**
 - c. Fair Housing: Confronting Racial Discrimination **4 hrs.**
 - d. Advances Opportunities: REOs, Short Sales, Probates, and Passive Investing **4 hrs.**
 - e. Property Management: Single-Family Rentals 101 **3 hrs.**
 - f. Real Estate Investing: Due Diligence and Closings **3 hrs.**
 - g. Real Estate Investing: Getting Started **3 hrs.**

TABLE All for learning objectives and to recheck their hours requested.

- 11. Tucker School of Real Estate (CE10600410)-Significant Change App**
 - a. Bridge the Gap with Intentional Inclusion 2.0 **3 hours**
 - b. How to go from Relationships to Referrals without Asking **3 hours**
 - c. Supporting Seniors as they Age **3 hours**

- 12. REAL University, Inc. (CE21100008)-Significant Change App**
 - a. What is Trending in Real Estate Industry for 2023 and Beyond **2 hours**
 - b. How AI can help Home Buyers and Sellers Throughout the Real Estate Process **4 hours**

- 13. Indiana Commercial Board of REALTORS (CE10600375)-Significant Change App**
 - a. Understanding the Commercial Real Estate Development Process **2 hours Brokers**

Next Scheduled Meeting
July 31, 2023