

**INDIANA REAL ESTATE EDUCATION
ADVISORY COUNCIL
September 18, 2023
2:00 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. Colibri Real Estate, LLC CE21300021 – Significant Change App

- a. Online: A New Look at Contract Law – 3 hours (Robert Fleck)
- b. Online: Americans with Disabilities Act ADA: – 3 hours (Paul Lorenzen)
- c. Online: Educating Homebuyers – 3 hours (Paul Lorenzen)
- d. Online: Educating Sellers – 2 hours (Paul Lorenzen)
- e. Online: Ethics in the Age of Disruption- 3 hours (Robert Fleck)
- f. Online: Fair Housing – 4 hours (Robert Fleck)
- g. Online: Finding Your Focus: Niche Marketing for Real Estate- 3 hours (Robert Fleck)
- h. Online: Going Green: Elements of an Eco-friendly Home – 3 hours (Robert Fleck)
- i. Online: Handling Multiple Offers – 2 hours (Robert Fleck)
- j. Online: How to Work with Real Estate Investors - Part 1 – 3 hours (Thomas Lundstedt)
- k. Online: How to Work with Real Estate Investors - Part 2 – 3 hours (Thomas Lundstedt)
- l. Online: Implicit Bias Awareness and Cultural Competency – 4 hours (Robert Fleck)
- m. Live Webinar: NAR: May the Code Be With You – 3 hours
- n. Online: Managing a Real Estate Brokerage – 4 hours
- o. Online: NAR: May the Code Be With You – 3 hours (Robert Fleck)
- p. Online Correspondence: A Day in the Life of a Buyer Agent – 3 hours (Robert Fleck)
- q. Online Correspondence: A Home Buyer's Guide to Credit Scores – 2 hours
- r. Online Correspondence: A New Look at Contract Law – 3 hours (Robert Fleck)
- s. Online Correspondence: Ethics in the Age of Disruption – 3 hours (Robert Fleck)
- t. Online Correspondence: How to Work with Real Estate Investors - Part 1 – 3 hours (Thomas Lundstedt)
- u. Online Correspondence: Listing Agreements – 3 hours
- v. Online Correspondence: Managing a Real Estate Brokerage – 4 hours
- w. Online Correspondence: Navigating a Hot Sellers' Market – 3 hours (Robert Fleck)
- x. Online Correspondence: Real Estate Safety: Protect Yourself and Your Clients – 3 hours (Robert Fleck)
- y. Online: Real Estate Investing: Beyond the Basics – 4 hours (Thomas Lundstedt)
- z. Online: Real Estate Safety: Protect Yourself and Your Clients – 3 hours (Robert Fleck)
- aa. Online: Real Estate Trust Accounts – 2 hours (Robert Fleck)

- bb. Online: Taking the Distress Out of Distressed Properties – 3 hours (Robert Fleck)

2. Monica Decker – New Instructor Permit Application – Pre-Licensing

3. Empire Learning – Significant Change Form

- a. Going Green: Energy Efficient Upgrades and Tax Credits – 4 hours
- b. Commercial Updates: Opportunity Zones & Tax Credits – 3 hours

4. Beverly Roberts – New Instructor Permit Application – Pre-Licensing

5. Real Estate Sales Academy, SC421000074 – Significant Change Application & School Site Application

- a. Indiana Broker Pre-Licensing Course – 90 hours
- b. New School Site Application

6. Real Estate Career Network, CE10600513 – Significant Change Application

- a. Help! My Transaction is Falling Apart – 2 hours
- b. Earnest Money – MB Approval – 2 hours

7. Cressy & Everett Real Estate, CE20900914 – Significant Change Application

- a. Better Homes: An American Story of Courage – 3 hours

8. Rachel Huitsing – New Instructor Permit Application – CE

9. The CE Shop, CE10800853 – Significant Change Application

- a. Growing Green: Environmental Awareness and Your Real Estate Practice – 3 hours

10. Real Estate Certification Program, SC00000002 – New Site Location Application

- a. Site for Pre-Licensing Course – Columbus

11. Southern Indiana Realtors Association, CE21200049 – Significant Change Application

- a. A day in the Life of Title – 3 hours

12. REAL University, CE21200008 – Significant Change Application

- a. Real Estate Wholesale Buyers: Identifying Risks and Protecting Seller Clients – 4 hours

13. Reed School of Real Estate, CE21100017 – Significant Change Application

- a. Indiana License and Escrow Law (Broker & Managing Broker) – 4 hours
- b. Next Level Drying – 6 hours

14. Executive School of Real Estate – Demotte IN – New School

- a. Real Estate Broker Course Application – New
- b. School Site Application

15. Indiana Business and Real Estate Academy, CE21800026 – Significant Change Application

- a. Advanced Listing Presentations (live and online) Managing Broker – 2 hours
- b. The Real Estate Commission and What it Does (live and online) Managing Broker – 2 hours
- c. How Can You Violate the Code of Ethics (Live and online) Managing Broker – 3 hours
- d. Actual Requests for Information and the Answers (live and online) – 2 hours

Next Scheduled Meeting
November 6, 2023