

INDIANA REAL ESTATE EDUCATION ADVISORY COUNCIL

December 14, 2021

1:30 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>

- A. Carpenter Realtors (CE21200006)
 - a. Business Plan, Your Roadmap to Success 4 hrs.

- B. Greater Northwest IN Association of Realtors (CE10600438)
 - a. How to Better Serve Those Who've Served You 2 hrs.

- C. Indiana Business and Real Estate Academy (CE21800026)
 - a. Standardized Language for non-standard issues (online) - MB 2 hrs.
 - b. Agency issues...Believable and Unbelievable (online) – MB 2 hrs.
 - c. Do This....Don't Do That (online) – MB 2 hrs.

- D. Real Estate Career Network (CE10600513)
 - a. All About The Money 2 hrs.

- E. Real Estate Sales Academy
 - a. New site location

- F. Upstate Alliance of Realtors (CE10600435)
 - a. How Not to Get Sued – MB 4 hrs.
 - b. Safeguarding You and Your Real Estate Transactions 2 hrs.
 - c. Understanding Real Estate and Mortgage Fraud 2 hrs.

- G. WebCE, Inc. (CE21900012)
 - a. Working with Senior Clients in Real Estate 4 hrs.
 - b. Adhering to a Higher Standard: The Code of Ethics 3 hrs.

Next Scheduled Meeting

January 6, 2022