



FALL EDUCATION WEEK

September 20th - 24th, 2021

Limited Seating Available at QCAR!
First Come First Seated!



Register TODAY for these Live Virtual Online Classes

IMPORTANT POINTS:

COST:

REGISTRATION:

- **MEMBERS:** Log onto rmlsa.clareity.net and click on the RAMCO tile of your Dashboard. Once logged into RAMCO under the "Events" tab drop down and choose "Upcoming Classes". You can filter by month choosing September.
- **NON-MEMBERS:** Call QCAR or email Patti Green at pgreen@qcarealtors.com to register.

QCARA Members: Pre-paid @ \$40.00 for 12 hours of CE classes per year.

Credits over your 12 - hour CE pass will be billed at the completion of Education Week @ \$6.00 ea.

Non-members: \$50.00 for 12 hours of CE classes. Additional hours @ \$8 each. Payment must be received before certificates are provided.



QCAR Education Rules for Online LIVE Interactive Zoom Classes

- Video is mandatory and must be on the entire time of the class for attendance. We need to fully see your whole face the entire time.
- Attendance will be taken several times throughout the webinar to ensure students are logged in.
- Students are required to attend the entire webinar.
- Students who log off before the class is complete or do not have their camera on will not receive CE credit.
- Breaks will be provided every 50 minutes by the instructor. Students will be notified when they are able to break and what time to return. Failure to return on time and on camera will result in not receiving CE credit.
- Students will be monitored throughout the entire class. Students may **NOT** turn off their camera, may not leave their camera during class, may not use a photo of themselves on camera, **may not drive**, take phone calls, text or talk during class, monitor email, and must be fully engaged in the class. If the participant is noted to not fully comply with these rules, it will result in failure to receive CE credit. During the class you may be called upon and asked to engage with the instructor. This interaction is a timed response. If a response is not received, it will result in failure to receive CE credit and **dismissal** from the class.
- If you have a question for the instructor, please use the chat messaging feature found at the bottom of your screen.
- Your microphone or phone will be muted upon entry into the Zoom class. The instructor may call on you during the class so a microphone is necessary.

LATE ARRIVALS:

In accordance with the Iowa Real Estate Commission's Administrative rules & the Illinois Department of Financial & Professional Regulation, successful completion of continuing education requires Full-Time attendance throughout the program, course or activity. A student who arrives late, leaves during class or leaves early shall not receive a certificate and such circumstance will be treated as a no-show.



Guest Speakers At FALL Education Week

Chris Bird

Chris Bird has been in the financial business for over 30 years. He started his career with a degree in Accounting and a minor in Business Administration. He also holds the Certified Financial Planner designation (CFP). Chris is enrolled to practice before the IRS (EA).

Chris was a Senior IRS agent for 16 years. He began conducting courses after leaving the IRS and started his own company, Chris Bird Seminars, Inc. Chris conducts over 150 seminars a year on income tax planning, financial planning, wealth building, residential rental property ownership, and tax strategies for the real estate and financial industries nationwide.

Chris was an adjunct instructor at the University of Illinois in tax law for 20 years. He is an instructor for the Auburn University Tax Schools and he teaches in the Midwest under the name of TaxSeminars.com. Chris has a unique way of making a tough subject (taxes and investments) entertaining and enlightening at the same time.



Thomas Bracey

Tom Bracey has been a licensed real estate agent for 37 years in the Quad City area. He grew up on a farm in Michigan and earned a Bachelor's Degree from Central Michigan University and later a Master's Degree from Western Illinois University while teaching as a graduate assistant.

After locating to Davenport, Tom taught and coached in the Davenport School District for many years. In 1994 he decided his true passion was real estate and made a commitment to his real estate career. Tom has Managing Broker and Real Estate CE Instructor licenses in Illinois and an Iowa Broker license.

Tom has co-developed 5 residential subdivisions in west Scott County and Blue Grass, Iowa and in addition to selling existing homes he has been involved in marketing and selling new construction for over 20 years. He has a CRS designation, is past recipient of the QCAR Distinguished Service Award and was past chair of the QCAR Forms Committee.

Tom has been married to Connie Bracey for 31 years and they have two great kids, Erin and Collin and were recently blessed last October with their first grandchild, Haylee.



Guest Speakers At FALL Education Week

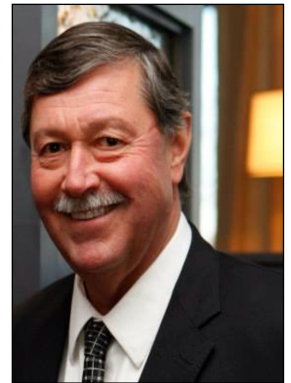
Mark Given

America's Leading Authority on Identifying and Achieving YOUR Priorities and has spoken at nearly 1000 events across the planet for more than a decade. Mark has helped create results for Inc. 500 companies, small and medium sized companies, organizations, associations, non-profits, Chambers of Commerce, schools systems and many other industries giving keynote speeches and facilitating breakout sessions world-wide and specialize in identifying and achieving what's most important in your life and business.



Jorge Gomez Jr.

Jorge Gomez, Jr., graduated from the University Of Iowa College Of Law in 1975. In June of 2021 he celebrate 46 years of practicing law. He is a member of the Iowa and Illinois bar associations. Jorge is the founding member and senior partner in the law firm of *Gomez May LLP*, with offices located in Davenport, Iowa and Moline, Illinois. Jorge is a founding member of Gomez Title and Closing Company LLC, located in Moline, Illinois. Jorge is also a founding partner of Abstracting Services, an abstracting company serving mainly Scott County Iowa. Jorge emphasizes his practice in the areas of real estate and banking law.



Jorge has been a continuing education presenter for Iowa Title Guaranty and the Iowa Bar Association. In addition, Jorge has been a bar exam grader for the Iowa Supreme Court.

Jorge has been involved in over thirty five thousand real estate transactions. He brings that valuable wealth of experience to all of his presentations and continuing education classes. Jorge is a certified continuing education instructor for real estate brokers and agents in the State of Iowa and the State of Illinois.

Guest Speakers At FALL Education Week

Jim Haisler

AHWD, BPOR, C2EX, CIPS, e-PRO, MRE, RCE

Chief Executive Officer with the Heartland REALTOR® Organization

Jim Haisler is the CEO of the Heartland REALTOR Organization on the IL WI border. He has a long history of involvement on the local state and national level including serving as Chairperson for two different NAR committees.

He has been in real estate for 25 years starting first as a full-time real estate agent before entering association management 20 years ago.

In addition to Jim earning a Master's Degree in Real Estate, he holds 7 other industry designations, along with 3 industry licenses so he is able to assist agents with their real estate careers.

For fun his family keeps a half dozen chickens and Jim enjoys beekeeping, woodworking and road biking.



Kerry Kidwell

Kerry's teaching career began in 1988 with pre-license instruction, which he continues today. Besides GRI, he has presented CE and REBAC classes for over 40 local associations in 5 states. Kerry has had numerous articles published in a variety of real estate magazines, has authored one book, and also reviews real estate textbooks for two large publishers.



Schedule of Events & Courses



Monday, September 20

8:30 a.m. - 12:30 p.m. —“IL 4 HR CORE”

Instructor: Kerry Kidwell

Credit: 4 HRS IL **Mandatory (564.003274)**

This IL CORE course includes license law, agency, brokerage agreements, disclosure, escrow, fair housing and advertising. After completion of this course, you will understand the basics of these topics as well as many of the recent changes in the License Law.

1:30 p.m. - 3:30 p.m. — “Sexual Harassment Prevention and Safety”

Instructor: Jim Haisler

Credit: 2 HRS IL Elective

***Includes **Mandatory** 1 HR Sexual Harassment Course for IL Licensees**

***Will Not Count Against CE Pass**

REALTORS® should understand situations and actions to avoid that could be construed as sexual harassment and Managers will also learn what steps to take in these situations as well. REALTOR® safety always has to be at the forefront of everyone’s minds. This course is provided by the Illinois REALTORS®.

Schedule of Events & Courses



Tuesday, September 21

8:00 a.m. - 5:00 p.m. - "Law Update"

Instructor: Jorge Gomez, Jr.

Credit: 8 HRS IA **Mandatory (101-102-ML3)**

This class is designed not only to refresh its attendees' knowledge for the Federal, State, and Professional regulations of real estate transactions, but also to apply them to their day-to-day business. This class is unique, in that it will be taught from the perspective of a practicing real estate attorney, who has significant experience in consulting with and representing real estate professionals every day. By the end of this course, participants will have a better understanding of contract law, agency law, and civil rights, how those concepts affect their jobs and shape their professional regulations. Attendees' will leave with applicable advice by which they can safeguard their business from legal or disciplinary action.

Wednesday, September 22

8:30 a.m. - 11:30 a.m. — “New Construction - Widen Your New Home Building Sea Of Knowledge”

Instructor: Tom Bracey

Credit: 3 HRS IA Elective (101-5186-E)

3 HRS IL Elective (564.003635)

***Will Not Count Against CE Pass**

This course will help agents understand the importance of learning new construction and adding it to their current line of business. The course is designed to benefit the newcomer all the way to the experienced agent as there are all levels of information from basic to advanced. The course will be particularly useful for our local agents as the instructor works in the same market as many of the students and will be able to teach practical content as it applies to our local market.

Topics include information regarding new construction and lot/land contracts, handling the completed and uncompleted spec sale, working with the pre-sold buyer and coordinating with lenders to create a smooth transaction and closing.

Other topics include getting started with and promoting builders, understanding energy efficiency basics and trends in home designs and production. IA and IL new construction warranties and their relationship to warranties builders provide will be covered and basic steps agents can take to prevent litigation down the road should construction defects arise. Information on plat and survey basics and current dilemmas and future challenges in new home construction will also be addressed. The course will also cover the current new construction dilemmas our country faces as we try to recover from covid and the long range problem of filling the gap of much needed new construction.

1:00 p.m. - 4:00 p.m. — “Challenge 2021 & Beyond! Sensible Strategies in a No Sense Market”

Instructor: Tom Bracey

Credit: 3 HRS IA Elective (101-5185-E)

3 HRS IL Elective (564.003636)

***Will Not Count Against CE Pass**

This course will help agents learn some of the current challenges in our real estate market and possible ways to deal with them in order to best represent our clients and create value. We will cover how agents can work with and provide information to appraisers in a proactive manner and better understand and appreciate the complex role they play.

We will also cover many challenges we have working with buyers and the stresses they face in this market in addition to challenges sellers face including pricing recommendations and handling multiple offers. The current market can cause sellers to become more lax in filling out seller disclosures and being more insistent on selling AS IS and creating possible risk for agents and brokers. Important tips we can give sellers on how to fill out seller disclosures will be covered.

In addition to learning some of the newer methods of doing CMAs there will also be an emphasis on learning traditional methods. The strong For Sale By Owner market will also be addressed and how agents can better work this market and also become better listing agents. We will also cover the importance of doing pre inspections to improve risk management in our “hurry up” atmosphere.

Thursday, September 23**8:30 a.m. - 11:30 a.m. — “Real Estate Issues Impacted by Recent Federal Tax Law Changes”****Instructor: Chris Bird****Credit: 3 HRS IA Elective (101-5182-E)****3 HRS IL Elective (564.003627)**

This 3 hour seminar/webinar will cover the latest in Federal Tax Law changes that have taken effect in the last several years that impact 2020 and 2021. These changes impact all taxpayers, including homeowners, prospective homeowners, owners of both residential rental as well as commercial rental properties. This includes the Tax Cuts and Jobs Act of 2017, effective in 2018, the Cares Act of 2020 that provided the various stimulus funds such as Economic Injury Disaster Advance and Loans and the Paycheck Protection Program (PPP) Loans. Discussion of the PPP Flexibility Act of June 2020, which resulted in significant modification to earlier tax law will also be included. The Consolidated Appropriations Act of December 2020 included many changes and extensions to the PPP program as well as including Tax Law Changes as well. Finally, with the recent Presidential elections, the course will include the real estate related issues which President Biden has included in his wish list of proposed legislation. These items and a thorough review of relevant tax laws that Realtors should be aware of will be the focus of this webinar.

12:00 p.m. - 1:00 p.m. - MEMBERSHIP MEETING

1. Program Feature: Presentation of Supra & Sentrilock keybox system as we go through the process of choosing one system.
2. Election of 2022 Officers / Directors
3. Association Update

1:30 p.m. - 4:30 p.m. — “Retirement & Financial Planning Strategies Focused on R.E. Investments 2021”**Instructor: Chris Bird****Credit: 3 HRS IA Elective (101-5181-E)****3 HRS IL Elective (564.003628)**

This 3-hour course covers many facets of financial planning and investing for the Real Estate Professional. The course will also provide an in-depth look at investing in residential real estate properties, which will benefit both the client and the Realtor. This part of the course will look at Rates of Return, Cash on Cash, and Debt Reduction Formulas. Most Realtors are not thinking seriously enough about their financial future, and this course will provide insight into the benefits of the SEP IRA, the Self Employed 401(k) and other types of tax deferred retirement plans.

Schedule of Events & Courses



Friday, September 24

8:00 a.m. - 12:00 p.m. — “Trust Based Ethics”

Instructor: Mark Given

Credit: 4 HRS IA **Mandatory (101-101-ME11)**

4 HRS IL Elective (564.003631)

In this course, the student will make a careful examination of the “what”, “how”, and “why” of ethical behavior in the REALTOR® community with a comparison to other sales and service industries. This program includes an emphasis on the REALTOR® Code of Ethics and its history. The student will participate in ethical scenarios that are both interesting, engaging and interactive.

1:00 p.m. - 4:00 p.m. — “Building Bridges to Cross the Great Generational Divide”

Instructor: Mark Given

Credit: 3 HRS IA Elective (101-5184-E)

3 HRS IL Elective (564.003634)

In this course, we cover the unique position of five generations - Matures, Boomers, GenX, GenY, and GenZ real estate buyers and sellers and their specific needs and wants. The 180 min lecture/workshop immerses the agent in typical characteristics, habits, ownership needs, negotiation, communication, and counseling skills to uniquely position the agent as a trusted advisor and prepared fiduciary.

Registration Form



E-mail form to: pgreen@qcarealtors.com

Drop Off / Mail to: QCAR
1900 State St., Suite 1
Bettendorf, IA 52722

REGISTRATION:

MEMBERS: Log onto rmlsa.clareity.net and click on the RAMCO tile of your Dashboard. Once logged into RAMCO under the Events tab drop down and choose "Upcoming Classes". You can filter by month choosing September.

NON-MEMBERS: Call QCAR and register over the phone 563-355-6655 or email Patti at pgreen@qcarealtors.com.

INFORMATION: (Please print clearly. One form required per person.)

Name: _____ Cell Phone: _____

Home Address: _____

City/State/Zip: _____

License Number(s): _____

Company: _____ Email Address: _____

Status (check one): QCAR Member Non-Member

REGISTRATION (place "X" on line at left to select):

- IL 4 HR CORE (Monday a.m.) _____ 4
- Sexual Harassment Prevention & Safety Training (Monday p.m.) _____ 2
***Will Not Count Against CE Pass**
- Law Update (Tuesday) _____ 8
- New Construction - Widen Your Sea of Knowledge (Wednesday a.m.) _____ 3
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- Challenge 2021 & Beyond! Sensible Strategies/No Sense Market (Wednesday p.m.) _____ 3
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- RE Issues Impacted by Recent Federal Tax Law Changes (Thursday a.m.) _____ 3
- Retirement & Financial Planning Strategies Focus/RE Investments (Thursday p.m.) _____ 3
- Trust Based Ethics (Friday a.m.) _____ 4
- Building Bridges to Cross the Great Generational Divide (Friday p.m.) _____ 3

Any credits used over your 12 hour CE pass will be billed at the completion of Education Week.

PAYMENT:	Total Class Hours:	_____
CE PASS (12 hours):	Members @ Pre-paid	N/A
	Non-members @ \$50.00	_____
Add-on Hours (over 12)	Members @ \$6/hour	_____
	Non-members @ \$8/hour	_____
Check enclosed payable to "QCAR" (Check No. _____)	Total Due:	_____

Charge to (Circle One): VISA / MC / Discover / AMEX **Address Card is Associated With: Home (above) or:

Address/City/State/Zip: _____

Card Number: _____ Verification Code (3 digits on back): _____

Exp. Date: _____ **Signature:** _____



Quad City Area REALTORS®

Monday, September 20

8:30am - 12:30pm

"IL 4 HR CORE"

Instructor: Kerry Kidwell

Credit: 4 HRS IL **Mandatory** 564.003274

1:30pm - 3:30pm

"Sexual Harassment Prevention & Safety Training"

Instructor: Jim Haisler

Credit: 2 HRS IL Elective ***Will Not Count Against CE Pass**

This Class Meets The 1 HR Requirement of Sexual Harassment Prevention Training for IL

Tuesday, September 21

8:00am - 5:00pm

"Law Update"

Instructor: Jorge Gomez, Jr.

Credit: 8 HRS IA **Mandatory** 101-102-ML3

Wednesday, September 22

8:30am - 11:30am

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Instructor: Tom Bracey

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Instructor: Chris Bird

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12:00pm - 1:00pm

MEMBERSHIP MEETING

1:30pm - 4:30pm

"Retirement & Financial Planning Strategies (Focused on R.E. Investments) 2021"

Instructor: Chris Bird

Credit: 3 HRS IA Elective 101-5181-E / 3 HRS IL Elective 564.003628

Friday, September 24

8:00am - 12:00pm

"Trust Based Ethics"

Instructor: Mark Given

Credit: 4 HRS IA **Mandatory** 101-101-ME11 / 4 HRS IL Elective 564.003631

1:00pm - 4:00pm

"Building Bridges to Cross The Great Generational Divide"

Instructor: Mark Given

Credit: 3 HRS IA Elective 101-5184E / 3 HRS IL Elective 564.003634

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