



2022
Fall Education Week!!
10 Classes!! 8 Instructors!!

**IN PERSON
 CLASSES AT THE
 GOLDEN LEAF
 CENTER**

**2902 E. Kimberly Rd. #1
 Davenport, IA 52807**

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.

· The Membership Meeting Lunch is free for members.

If you have any disabilities that require special accommodations, please identify those special needs to Patti at pgreen@qcarealtors.com or 563-355-6655.

MEMBERSHIP MEETING:

Non-members may attend the event if they purchase lunch (\$15), but may not participate in voting. The Association reserves the right to refuse entry.

COST:

QCAR 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. You are only allowed to purchase 1 CE Pass per calendar year.

Register today for these upcoming classes!

Monday, September 19, 2022

IL 4 - HR CORE

8:30AM - 12:30PM

Instructor: Kerry Kidwell
IL ONLY MANDATORY CE - 4 Hours
Course #: 564.003274

This course meets the requirement for CORE and includes license law, agency, brokerage agreements, disclosures, 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.

'ANNUAL MEMBERSHIP MEETING'

SEPTEMBER 19, 2022

12:45PM - 2:15PM

AGENDA WILL INCLUDE:

**ELECTION OF 2023 OFFICERS AND DIRECTORS
COMMUNITY PARTNERS
QCAR COMMITTEE REVIEW AND GOALS
ASSOCIATION UPDATE**

WHEN THERE'S A CROWD AT THE TABLE

2:30PM - 4:30PM

Instructor: Jorge Gomez, Jr.
IA Elective CE & IL Elective CE - 2 Hours
IA Course #: 101-5713-E
IL Course #: 564.003755

This course addresses the various situations and scenarios that REALTORS® face while representing buyers and sellers when there are several offers on the table. Issues such as how to prepare and present an offer for your buyer and how to consult your seller when there are competing offers will be addressed. Various strategies will be reviewed. The code of ethics as applicable, will be discussed.

Tuesday, September 20, 2022

UNDERSTANDING ETHICS, DIVERSITY, INCLUSION & COMMUNICATION IN REAL ESTATE

8:30AM - 12:30PM

Instructor: Kimberly Trimmel
IA Elective CE & IL Elective CE - 4 Hours
IA Course #: 101-5708-E
IL Course #: 564.003737

This course provides real estate leasing agents, brokers, and managing brokers with reliable references for guidance in dealing with complex ethical & communication issues while working in today's ever-changing marketplace. In an effort to meet the needs of having individuals participate in the real estate business and bring their full selves to work, this course also folds in the need to examine the effect and positive impact of a diverse and inclusive work environment. In an effort to meet the needs of communicating effectively with all those related to a transaction, lenders, client, co brokers etc., this course will equip you to communicate and connect with clients, other agents and your team in the marketplace.

LGBT+ INCLUSIVITY

1:30PM - 4:30PM

Instructor: Isabel Dawson
IA ONLY Elective CE - 3 Hours
Course #: 101-5714-E

At the end of this class, I hope you'll feel comfortable with basic terminology, know basic etiquette, distinguish between respectful and outdated/potentially offensive terms, know how to respectfully reply to someone coming out, & understand pronouns evolving usage. You will know ways to signal you are accepting and to build trust, recognize symbols of the LGBT+ Community, develop a greater understanding & empathy, and have any questions about the LGBT+ Community answered.

Wednesday, September 21, 2022

BE AWARE - THE LAW AND YOU

8:00AM - 5:00PM

Instructor: Jorge Gomez, Jr.

IA ONLY MANDATORY CE - 8 Hours

Course #: 101-102-ML4

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.

Thursday, September 22, 2022

MEASURE UP!

8:30AM - 9:30AM

Instructor: Jerry Wolking

FREE CLASS FOR ALL - NO CE CREDIT

Unsure about how to measure ranch, 1.5 story, 2 story, bi-level, raised ranch, split foyer, tri-level and quad-level homes? This is the class for you!

NEGOTIATION STRATEGIES 9:45AM - 11:45AM

Instructor: Michelle Kelley

IA ONLY Elective CE - 2 Hours

IA Course #: 101-5711-E

This course will help agents to increase their negotiation skills in a professional and ethical manner. This is in a lecture style with slide presentation. No class handout.

CANVA 101 FOR REAL ESTATE 12:00PM - 1:00PM

Instructor: Michelle Kelley

IA ONLY Elective CE - 1 Hour (*FREE CLASS*)

IA Course #: 101-5713-E

This course will help agents use Canva as a marketing resource. This is in a lecture style with live demonstration and handout.

SEXUAL HARASSMENT PREVENTION & REAL ESTATE SAFETY

1:30PM - 3:30PM

Instructor: Jim Haisler

IL ONLY Elective CE (RD-982) - 2 Hours (*FREE CLASS*)

IL Course #: 564.003296

This course is **REQUIRED** in order to renew your IL license.

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®.

There are no certificates issued for this class. We record your info to IR for credit.

Friday, September 23, 2022

ETHICS IN THE FIELD

8:30AM - 12:30PM

Instructor: Annette Panzek
IA MANDATORY CE & IL Elective CE - 4 Hours
IA Course #: 101-101-ME13
IL Course #: 564.003738

This course will cover how the REALTOR® Code of Ethics affects a REALTORS® day-to-day business and its impact on our industry and how our business is perceived by the general public. Using case studies and examples, this course will explain the Code of Ethics and how it relates to a REALTORS® business. At the end of the course students should be able to cite key components of the Code of Ethics and know what to do when unethical behavior is witnessed or there is a dispute about money.

This class meets NAR's triannual Code of Ethics requirement.

THANK YOU!

QCAR would like to thank you for attending Fall Education Week. We always strive to bring valuable education and fantastic instructors to you. We truly appreciate your participation and look forward to seeing you all soon!

Your Fall Instructors



Isabel Dawson (she/her) has been presenting for years, including a National Conference at only 18 years old! With her experience as an employee at a local real estate office, she applies her knowledge of the LGBTQ+ Community to Real Estate in a way that is comfortable and impactful. She is also the Executive Director of Genesis Guild, a local theatre providing free classical theatre.



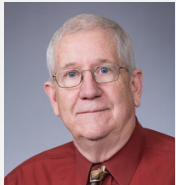
Jorge Gomez, Jr., graduated from the University Of Iowa College Of Law in 1975. In June of 2022, he will celebrate 47 years of practicing law. He is a member of the Iowa and Illinois bar associations. Jorge is the founding member and senior partner in the law firm of *Gomez May LLP*, with offices located in Davenport, Iowa and Moline, Illinois. Jorge is a founding member of Gomez Title and Closing Company LLC, located in Moline, Illinois.



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 & national level including serving as Chairperson for two different NAR committees. 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 & road biking.



Michelle Kelley is the Director of Education for a real estate company in Iowa and is a licensed instructor in IA & IL. She has a diverse background in real estate sales and training. She is a member of REEA (Real Estate Educators Association) and a Subject Matter Expert for the CE Shop.



Kerry Kidwell'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.



Annette Panzek has been a REALTOR® for over 32 years with experience in residential sales, including short sales & REO properties, and experience in property management & some commercial property. As a licensed real estate continuing education/pre-license instructor for 15 years, she loves to share her knowledge with her students. She is currently an adjunct professor at College of DuPage, teaching both the pre-license & post-license curriculum, which she authored. In her spare time, Annette spends time with her adult daughter with autism and practices Tae Kwon Do.



Kimberly Trimmel has over 30+ years industry experience, and brings engaging and thought-provoking training in the areas of REALTOR® Designations & Certifications as well as Continuing Education and Pre-License courses. As a licensed and certified speaker/trainer and coach, she also brings great value in the areas of Leadership Development, Communicating and Connecting, Diversity and Inclusion, Personality Behavior Assessment Coach, Goal Setting and Personal Development.



Jerry Wolking is a professional real estate consultant with extensive knowledge of the real estate selling and purchasing process in regards to Residential and Commercial Real Estate. He has earned the Graduate, REALTOR® Institute designation (GRI), and is a Certified Negotiations Expert. Jerry has been a full time real estate professional since 1994 and has lived in the Quad Cities since 1978. He is very active in the community, and is involved in charitable events, serving on several committees and organizations over the years and continues to do so. Jerry is licensed in IA & IL and said he's blessed because he enjoys what he does and is grateful for the opportunity to help others succeed.

Fall 2022 Education Schedule

Monday, September 19th, 2022

'IL CORE' with Instructor Kerry Kidwell (8:30am - 12:30pm)
Credit: 4 Hours IL Mandatory

***FALL MEMBERSHIP MEETING* (12:45pm - 2:15pm)**

'When There's a Crowd at the Table' with Instructor Jorge Gomez, Jr.
(2:30pm - 4:30pm)
Credit: 2 Hours IA Elective/IL Elective

Tuesday, September 20th, 2022

'Understanding Ethics, Diversity, Inclusion & Communication in Real Estate' with
Instructor Kimberly Trimmel (8:30am - 12:30pm)
Credit: 4 Hours IA Elective/IL Elective

'LGBT+ Inclusivity' with Instructor Isabel Dawson (1:30pm - 4:30pm)
Credit: 3 Hours IA Elective

Wednesday, September 21st, 2022

'Be Aware - the Law and You' with Instructor Jorge Gomez, Jr. (8:00am - 5:00pm)
Credit: 8 Hours IA Mandatory

Thursday, September 22nd, 2022

'Measure Up!' with Instructor Jerry Wolking (8:30am - 9:30am)
NO CE CREDIT (FREE CLASS)

'Negotiation Strategies' with Instructor Michelle Kelley (9:45am - 11:45am)
Credit: 2 Hours IA Elective

'Canva 101 for Real Estate' with Instructor Michelle Kelley (12:00pm - 1:00pm)
Credit: 1 Hour IA Elective (*FREE CLASS*)

'Sexual Harassment Prevention & Real Estate' with Instructor Jim Haisler
(1:30pm - 3:30pm)
Credit: 2 Hours IL Elective (*FREE CLASS*)
This course is REQUIRED in order to renew your IL license.

Friday, September 23rd, 2022

'Ethics in the Field' with Instructor Annette Panzek (8:30am - 12:30pm)
Credit: 4 Hours IA Mandatory/IL Elective
This course meets NAR's triannual Code of Ethics requirement.

QCAR Fall Education Week Registration

LIVE IN-PERSON Continuing Education - Please check the box for the class(es) you would like to register for below. Status: QCAR Member Pass Non-Member Pass \$50 (1 Per Year)

Members will be invoiced at the completion of Education Week for any credit hours used over your 12 Hour CE PASS.

- IL CORE - 4 Hours (IL Mandatory)
- When There's a Crowd at the Table - 2 Hours (IA & IL Elective)
- Understanding Ethics, Diversity, Inclusion & Communication in Real Estate - 4 Hours (IA & IL Elective)
- LGBT+ Inclusivity - 3 Hours (IA Elective)
- Be Aware - the Law and You - 8 Hours (IA Mandatory)
- Measure Up! - 1 Hour (NO CE - *FREE CLASS*)
- Negotiation Strategies - 2 Hours (IA Elective)
- Canva 101 for Real Estate - 1 Hour (IA Elective - *FREE CLASS*)
- Sexual Harassment Prevention & Real Estate Safety - 2 Hours (IL Required to Renew - *FREE CLASS*)
- Ethics in the Field - 4 Hours (IA Mandatory & IL Elective) *Meets NAR's Triannual COE Requirement*
- Monday, September 19th, 2022 Membership Meeting & Lunch (QCAR Member) 12:45pm
- Monday, September 19th, 2022 Membership Meeting & Lunch (Non-Member Cost: \$15.00) 12:45pm

I have a disability that requires special accommodations to fully participate in this course. Please specify here: _____

Please complete the information below and return this form to QCAR by emailing it to Patti Green at pgreen@qcarealtors.com or mailing it to 1900 State St., Suite 1, Bettendorf, IA 52722.

Name: _____
Cell #: _____
HOME Address: _____
City, State & Zip Code: _____
IA &/or IL License(s) #: _____
Your NRDS #: _____
Company: _____

Please make all checks payable to : QCAR

Check #: _____

Please charge my credit card (CIRCLE TYPE OF CARD):

VISA / MC / DISCOVER / AMEX

Card is associated with HOME Address above (please circle HOME) or address below:

Address, City, State & Zip Code: _____

Card #: _____

Expiration Date: _____

Verification Code: _____

SIGNATURE: _____