



Sponsored by: Illinois REALTORS® In Conjunction with: Heartland REALTOR® Organization.

COR 1906 – Core CE #564003753

Approved 4 credit hours of Mandatory Core Continuing Education in Illinois
A course designed for: Illinois Licensed REALTORS®

Course Description:

This course will provide attendees with the knowledge and skills necessary to protect consumers, enhance the professionalism of the real estate brokerage industry and prevent violations of the Real Estate Act.

Date: Thursday, October 26, 2023 (Registration deadline: 10/24/23)

Instructor: Sue Miller

Location: Heartland REALTOR® Organization, 405 E Congress Pkwy, Crystal Lake, IL

Registration: 8:15 am - 8:50 am

Course: 9:00 am–1:00 pm

Registration Options:

1. **Online:** Go to <https://bit.ly/hro-members-education-reg> (members only)
2. **Phone:** 815-459-0600
3. **Email:** info@HeartlandRO.com

Name _____ Illinois License #: _____

Address _____ City _____ State _____ ZIP _____

Phone _____ Email _____

Registration COMPLIMENTARY for the First 50 Primary Heartland REALTOR® Members

No Show Fee \$49.00

Late Registration \$49.00

Do you have any disabilities which require special accommodation? If so, please identify your special needs:

IR Approval #



Sponsored by: Illinois REALTORS® In Conjunction with: Heartland REALTOR® Organization.

TEC 1732 Digital Agent Toolkit #564003810

Approved 3 credit hours of Elective Continuing Education in Illinois

A course designed for: Illinois Licensed REALTORS®

Course Description:

Real estate is all about personal connections. Technology can go a long way to enhance those relationships by improving communication and safely providing services. This class provides the tools to make daily work life more efficient and effective using digital resources that are already available online and through your MLS (if you are an MLS participant). The student will also learn tips for using those online resources to find clients, engage with them and close more transactions.

Tuesday, October 31, 2023 (Registration deadline: 10/27/23)

Instructor: Justin Letheby

Location: Heartland REALTOR® Organization, 405 E. Congress Pkwy, Crystal Lake, IL 60014

Registration: 8:15 am - 8:50 am

Course: 9:00 am – 12:00 pm

Registration Options:

1. **Online:** Go to <https://bit.ly/hro-members-education-reg> (members only)
2. **Phone:** 815-459-0600
3. **Email:** info@HeartlandRO.com

Name _____ Illinois License #: _____

Address _____ City _____ State _____ ZIP _____

Phone _____ Email _____

Early Bird Registration Fee for REALTOR® Member \$39.00 _____

Registration Fee for Non-Members / After Deadline \$49.00 _____

Payment due at time of registration

If a registrant cancels within 48 hours prior to the course, or is a no show, there is a \$10 cancellation fee

Do you have any disabilities which require special accommodation? If so, please identify your special needs:

IR Approval #



Sponsored by: Illinois REALTORS® In Conjunction with: Heartland REALTOR® Organization.

RD 912 Surviving a Changing Market #564003746

Approved 3 credit hours of Elective Continuing Education in Illinois

A course designed for: Illinois Licensed REALTORS®

Course Description:

A changing market calls for agility, skill, deep knowledge, and a firm commitment to the ethical practice of the profession of real estate. As a market changes, new situations develop, calling on the broker’s ability to assess a situation and apply the correct responses. A broker must be able to satisfy the needs of a client who may not yet realize the changing market calls for different strategies and actions. This class considers the ways a broker can successfully navigate a market that is changing quickly and develops methods for a broker to succeed in growing their business.

Date: Tuesday, November 7, 2023 (Registration deadline:11/03/23))

Instructor: Deb DeBoer

Location: Heartland REALTOR® Organization, 405 E Congress Pkwy, Crystal Lake, IL

Registration: 8:15 am - 8:50 am

Course: 9:00 am – 12:00 pm

Registration Options:

1. **Online:** Go to <https://bit.ly/hro-members-education-reg> (members only)
2. **Phone:** 815-459-0600
3. **Email:** info@HeartlandRO.com

Name _____ Illinois License #: _____

Address _____ City _____ State _____ ZIP _____

Phone _____ Email _____

Early Bird Registration Fee for REALTOR® Member \$39.00 _____

Registration Fee for Non-Members / After Deadline \$49.00 _____

Payment due at time of registration

If a registrant cancels within 48 hours prior to the course, or is a no show, there is a \$10 cancellation fee.

Do you have any disabilities which require special accommodation? If so, please identify your special needs:

IR Approval #



Sponsored by: Illinois REALTORS® In Conjunction with: Heartland REALTOR® Organization.

ETH 1530 Code of Ethics: Roadmap to Best Practices #564003064

Approved 3 credit hours of Elective Continuing Education in Illinois

A course designed for: Illinois Licensed REALTORS®

Course Description:

Understanding the Code of Ethics and its requirements makes us better REALTORS®.

This course will walk you through the articles of the Code that are most misunderstood and/or are most violated. Bringing the very best representation to our buyer and seller clients is our number one goal and following the Code can help you do that.

Date: Thursday, November 9, 2023 (Registration deadline: 11/07/23)

Instructor: Jose Rey

Location: Heartland REALTOR® Organization, 405 E Congress Pkwy, Crystal Lake, IL

Registration: 8:15 am - 8:50 am

Course: 9:00 am – 12:00 pm

Registration Options:

1. **Online:** Go to <https://bit.ly/hro-members-education-reg> (members only)
2. **Phone:** 815-459-0600
3. **Email:** info@HeartlandRO.com

Name _____ Illinois License #: _____

Address _____ City _____ State _____ ZIP _____

Phone _____ Email _____

Registration COMPLIMENTARY for the First 50 Primary Heartland REALTOR® Members

No Show Fee \$39.00

Late Registration \$39.00

Do you have any disabilities which require special accommodation? If so, please identify your special needs:

IR Approval #:



Sponsored by: Illinois REALTORS® In Conjunction with: Heartland REALTOR® Organization.

RD 905 Compensation & Clients: Disclose it! Earn it! Keep it! #564003640
Approved 3 credit hours of Elective Continuing Education in Illinois
A course designed for: Illinois Licensed REALTORS®

Course Description:

Learn the requirements for disclosure of compensation and the reasons why disclosure needs to be disclosed to both the buyers and sellers. Analyze situations that commonly occur in the business and how to handle them, so compensation disputes are kept to a minimum.

Date: Tuesday, November 28, 2023 (Registration deadline: 11/24/23)

Instructor: Lynn Madison

Location: Heartland REALTOR® Organization, 405 E Congress Pkwy, Crystal Lake, IL

Registration: 8:15 am - 8:50 am
Course: 9:00 am - 12:00 pm

Registration Options:

1. **Online:** Go to: <https://bit.ly/hro-members-education-reg> (members only).
2. **Phone:** 815-459-0600
3. **Email:** info@HeartlandRO.com

Name _____ Illinois License #: _____

Address _____ City _____ State _____ ZIP _____

Phone _____ Email _____

Early Bird Registration Fee for REALTOR® Member \$39.00 _____

Registration Fee for Non-Members / After Deadline \$49.00 _____

Payment due at time of registration

If a registrant cancels within 48 hours prior to the course, or is a no show, there is a \$10 cancellation fee.

Do you have any disabilities which require special accommodation? If so, please identify your special needs:

IR Approval #



Sponsored by: Illinois REALTORS® In Conjunction with: Heartland REALTOR® Organization.

ETH 1530 Code of Ethics: Roadmap to Best Practices #564003064

Approved 3 credit hours of Elective Continuing Education in Illinois

A course designed for: Illinois Licensed REALTORS®

Course Description:

Understanding the Code of Ethics and its requirements makes us better REALTORS®. This course will walk you through the articles of the Code that are most misunderstood and/or most violated. Bringing the very best representation to our buyer and seller clients is our number one goal and following the Code can help you do that.

_____ **Date:** Tuesday, December 05, 2023 (Registration deadline: 12/01/23)

Instructor: Justin Letheby

Location: Heartland REALTOR® Organization, 405 E Congress Pkwy, Crystal Lake, IL 60014

_____ **Date:** Tuesday, February 20, 2024 (Registration deadline: 2/16/24)

Instructor: Jose Rey

Location: Heartland REALTOR® Organization, 405 E Congress Pkwy, Crystal Lake, IL 60014

_____ **Date:** Tuesday, March 26, 2024 (Registration deadline: 3/22/24)

Instructor: Jim Haisler

Location: Heartland REALTOR® Organization, 405 E Congress Pkwy, Crystal Lake, IL 60014

Registration: 8:15 am - 8:50 am

Course: 9:00 am – 12:00 pm

Registration Options:

1. **Online:** Go to <https://bit.ly/hro-members-education-reg> (members only)
2. **Phone:** 815-459-0600
3. **Email:** info@HeartlandRO.com

Name _____ Illinois License #: _____

Address _____ City _____ State _____ ZIP _____

Phone _____ Email _____

Early Bird Registration Fee for REALTOR® Member \$39.00 _____

Registration Fee for Non-Members / After Deadline \$49.00 _____

Payment due at time of registration

If a registrant cancels within 48 hours prior to the course, or is a no show, there is a \$10 cancellation fee.

Do you have any disabilities which require special accommodation? If so, please identify your special needs:

_____ IR Approval #



Sponsored by: Illinois REALTORS® In Conjunction with: Heartland REALTOR® Organization.

RD 982 - Sexual Harassment Prevention/Real Estate Safety #564003296

Approved 2 credit hours of Elective Continuing Education in Illinois

A course designed for: Illinois Licensed REALTORS®

Course Description:

This 2-hour elective course is designed to meet the requirements of sexual harassment prevention training required for all IDFPR licensees. In addition, it provides the student with information and training for safe interaction with the public in real estate transactions.

Date: Wednesday, December 13, 2023 *(Registration deadline: 12/11/23)*

Instructor: Jim Haisler

Location: Heartland REALTOR® Organization, 405 E Congress Pkwy, Crystal Lake, IL

Registration: 8:15 am - 8:50 am

Course: 9:00 am–11:00 am

Registration Options:

1. **Online:** Go to <https://bit.ly/hro-members-education-reg> (members only)
2. **Phone:** 815-459-0600
3. **Email:** info@HeartlandRO.com

Name _____ Illinois License #: _____

Address _____ City _____ State _____ ZIP _____

Phone _____ Email _____

Registration COMPLIMENTARY for the First 50 Primary Heartland REALTOR® Members

No Show Fee \$29.00

Late Registration \$29.00

Do you have any disabilities which require special accommodation? If so, please identify your special needs:

IR Approval #



Sponsored by: Illinois REALTORS® In Conjunction with: Heartland REALTOR® Organization

RD 982 - Sexual Harassment Prevention/Real Estate Safety #564003296

Approved 2 credit hours of Elective Continuing Education in Illinois

A course designed for: Illinois Licensed REALTORS®

Course Description:

This 2-hour elective course is designed to meet the requirements of sexual harassment prevention training required for all IDFPR licensees. In addition, it provides the student with information and training for safe interaction with the public in real estate transactions.

_____ **Date:** Tuesday, January 16, 2024 (Registration deadline: 01/12/24)

Instructor: Sue Miller

Location: Heartland REALTOR® Organization, 405 E. Congress Pkwy, Crystal Lake, IL 60014

_____ **Date:** Tuesday, February 06, 2024 (Registration deadline: 02/02/24)

Instructor: Jim Haisler

Location: Heartland REALTOR® Organization, 405 E. Congress Pkwy, Crystal Lake, IL 60014

_____ **Date:** Friday, March 08, 2024 (Registration deadline: 03/06/24)

Instructor: Jim Haisler

Location: Heartland REALTOR® Organization, 405 E. Congress Pkwy, Crystal Lake, IL 60014

Registration: 8:15 am - 8:50 am

Course: 9:00 am - 11:00 am

Registration Options:

1. **Online:** Go to <https://bit.ly/hro-members-education-reg> (members only)
2. **Phone:** 815-459-0600
3. **Email:** info@HeartlandRO.com

Name _____ Illinois License #: _____

Address _____ City _____ State _____ ZIP _____

Phone _____ Email _____

Early Bird Registration Fee for REALTOR® Member \$29.00 _____

Registration Fee for Non-Members / After Deadline \$39.00 _____

Payment due at time of registration

If a registrant cancels within 48 hours prior to the course, or is a no show, there is a \$10 cancellation fee.

Do you have any disabilities which require special accommodation? If so, please identify your special needs:

IR Approval #



Sponsored by: Illinois REALTORS® In Conjunction with: Heartland REALTOR® Organization.

Broker Post-License 15-Hour Class

Transactional Issues #513001895

Interactive Portion of the 45-Hour Post-Licensing Requirement

***Additional 30-hours can be taken online <https://heartlandro.leaponline.com/>**

Course Goal:

To provide new broker licensees with enhanced knowledge of a broad range of topics applicable to the real estate profession. The courses will assist the broker in developing the skills necessary to protect consumers and enhance the professionalism of the real estate industry.

Date: Tuesday & Wednesday, January 23 & 24, 2024 (Registration deadline: 01/19/24)

Instructor: Kelly Simpson

Location: Heartland REALTOR® Organization, 405 E. Congress Pkwy, Suite B, Crystal Lake, IL

Course: 9:00 am – 4:30 pm Both days. *Must attend both days to receive full credit.

Registration: 8:00 am - 8:50 am

Course: 9:00 am – 4:30 pm

Registration Options:

1. Online: Go to: <https://bit.ly/hro-members-education-reg> (members only)
2. Phone: 815-459-0600
3. Email: info@HeartlandRO.com

Name _____ Illinois License #: _____

Address _____ City _____ State _____ ZIP _____

Phone _____ Email _____

Early Bird Registration Fee for REALTOR® Member \$149.00 ___ (Before Registration Deadline)

Registration Fee for Non-Members / After Deadline \$169.00 ___

Payment due at time of registration

Payment can be made when registering online OR over the phone, 815-459-0600.

If a registrant cancels within 48-hours prior to the course, or is a no show, there is a \$50 cancellation fee.

Do you have any disabilities which require special accommodation? If so, please identify your special needs:

IR Approval #



Sponsored by: Illinois REALTORS® In Conjunction with: Heartland REALTOR® Organization.

COR 1906 – Core CE #564003753

Approved 4 credit hours of Mandatory Core Continuing Education in Illinois

A course designed for: Illinois Licensed REALTORS®

Course Description:

This course will provide attendees with the knowledge and skills necessary to protect consumers, enhance the professionalism of the real estate brokerage industry and prevent violations of the Real Estate Act.

_____ **Date:** Thursday, January 25, 2024 (*Registration deadline: 01/23/24*)
Instructor: Kelly Simpson
Location: Heartland REALTOR® Organization, 405 E Congress Pkwy, Crystal Lake, IL

_____ **Date:** Tuesday, February 27, 2024 (*Registration deadline: 02/23/24*)
Instructor: Sue Miller
Location: Heartland REALTOR® Organization, 405 E Congress Pkwy, Crystal Lake, IL

_____ **Date:** Wednesday, March 13, 2024 (*Registration deadline: 03/11/24*)
Instructor: Kelly Simpson
Location: Heartland REALTOR® Organization, 405 E Congress Pkwy, Crystal Lake, IL

Registration: 8:15 am - 8:50 am

Course: 9:00 am – 1:00 pm

Registration Options:

1. **Online:** Go to: <https://bit.ly/hro-members-education-reg> (members only)
2. **Phone:** 815-459-0600
3. **Email:** info@HeartlandRO.com

Name _____ Illinois License #: _____

Address _____ City _____ State _____ ZIP _____

Phone _____ Email _____

Early Bird Registration Fee for REALTOR® Member \$49.00 _____

Registration Fee for Non-Members / After Deadline \$59.00 _____

Payment due at time of registration

If a registrant cancels within 48 hours prior to the course, or is a no show, there is a \$10 cancellation fee.

Do you have any disabilities which require special accommodation? If so, please identify your special needs:

IR Approval #



Sponsored by: Illinois REALTORS® In Conjunction with: Heartland REALTOR® Organization.

RD 908 – Conflict Resolution #564002974
Approved 3 credit hours of Elective Continuing Education in Illinois
A course designed for: Illinois Licensed REALTORS®

Course Description:

REALTORS® adhering to the Code of Ethics have pledged to high standards of cooperation with their fellow licensees. When conflicts arise, resolution efforts are highly recommended for more immediate agreeable solutions as well as better long-term relationships. This course will highlight and compare certain rights licensees have as outlined in the Code of Ethics, Illinois License Law, local MLS Rules and Regulations and NAR MLS policies. Also covered is an overview of various options for formal dispute resolution including the complaint filing process with IDFP, Ethics and Arbitration hearings, Mediation, Ombudsman and the IR Citation program.

Date: Tuesday, March 05, 2024 (Registration deadline: 03/01/24)

Instructor: Chris Read

Location: Heartland REALTOR® Organization, 405 E. Congress Pkwy, Crystal Lake, IL

Registration: 8:15 am - 8:50 am

Course: 9:00 am - 12:00 pm

Registration Options:

1. **Online:** Go to <https://bit.ly/hro-members-education-reg> (members only)
2. **Phone:** 815-459-0600
3. **Email:** Info@HeartlandRO.com

Name _____ Illinois License #: _____

Address _____ City _____ State _____ ZIP _____

Phone _____ Email _____

Early Bird Registration Fee for REALTOR® Member \$39.00 _____

Registration Fee for Non-Members / After Deadline \$49.00 _____

Payment due at time of registration

If a registrant cancels within 48 hours prior to the course, or is a no show, there is a \$10 cancellation fee.

Do you have any disabilities which require special accommodation? If so, please identify your special needs:

IR Approval #