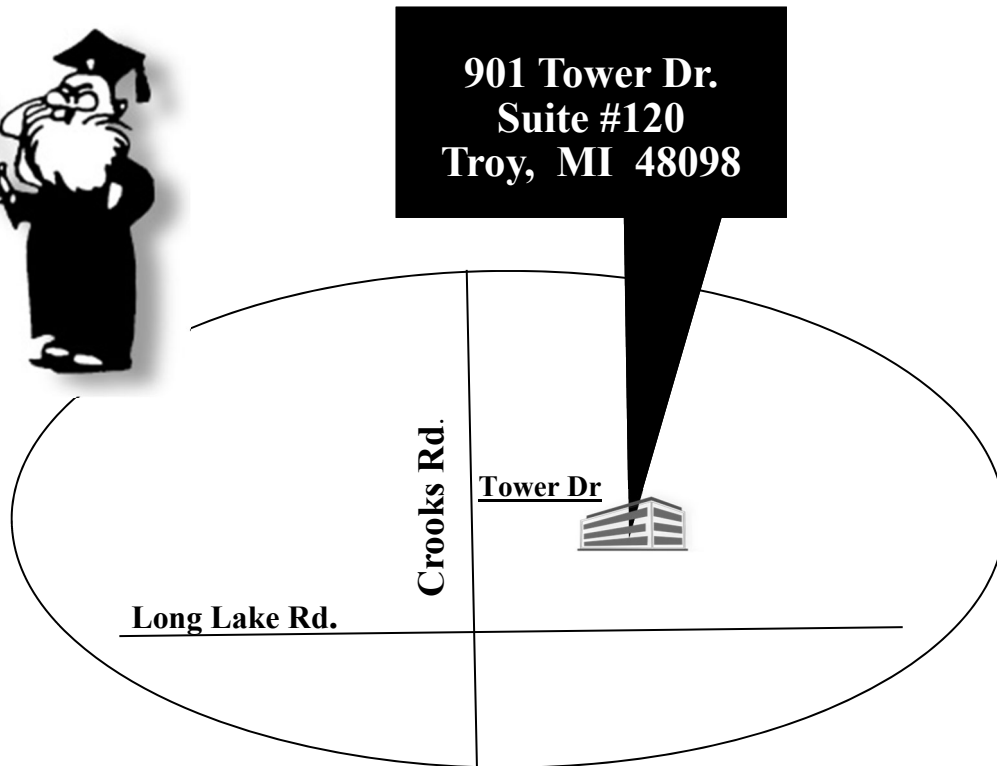


January 2024— July 2024
MIDDLETON
REAL ESTATE TRAINING, INC.

Reminder for Real Estate Licensees:

You need **18** hours of CE to renew your 3 year license
with the following minimum requirements:

Minimum 2 hours of laws rules and court cases each year
Starting February 2024, 1 additional hour per year
must be on Fair housing
(3 hrs. is now required each year)



Ph # (248) 885-8311 FAX(248) 885-8435
901 Tower Dr. Suite 120 Troy, Mi. 48098
www.middletontraining.com
e-mail Tami@Middletontraining.com

Director/Instructor:

Loretta J. Chmura

Office Staff

Tamara Sherman
Verneda Harvey

Instructors

Diane D' Agostino
Dorian Harvey
Justin Kopsch
Ronald Coleman

MISSION STATEMENT:

To provide our students with excellence in education by including up-to-date information as well as keeping our students informed on current trends so that they may be as professional as possible in their chosen occupation.

Conduct:

Our classroom atmosphere is intended to be conducive to an enjoyable learning environment. This would include, but not be limited to, a classroom environment free from inappropriate conduct such as talking on cell phones during class, interfering with classroom lectures, foul language or disruptive behavior. Any student not complying with company policy will result in expulsion from any and all programs.

Visitors:

Students **may not** bring any visitors to class unless they pay full tuition. Children are **not allowed in the classroom** or to be unsupervised at any time. **NO PETS** allowed.

Refunds:

All tuition and fees paid by the applicant shall be refunded if the applicant is rejected by the school before enrollment. An application fee of not more than \$25 may be retained by the school if the applicant is denied. All tuition and fees paid by the Applicant shall be refunded if requested within 3 business days after signing a contract with the school. Once the 3 days commence, there will be no refund after the first scheduled session. All refunds shall be requested in writing, and will be returned within 30 days of the request. Notwithstanding the above, refunds are not consider appropriate for individuals who have completed the course.

**WHY NOT TAKE AN EXCITING 2024 CE
6 - HOUR CONTINUING EDUCATION CLASS
AT AN OFF-SITE LOCATION?**

Loretta J. Chmura, Instructor
See page 13 for dates and registration form

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Holiday Schedule

School will be closed on the following days:
 ■ New Year’s Day ■ Thanksgiving Day ■ Labor Day
 ■ Independence Day ■ Memorial Day ■ Christmas Day
 In the event of hazardous weather, call school for information regarding class schedule.

DEPT. OF LICENING AND REGULATORY AFFAIRS PERMIT #000103
 STATE OF MICHIGAN PUBLICATION DATE 1/24

Class Reviews

If you only need a review prior to taking the exam, Middleton has different Review Classes for salespersons and brokers. The Review Classes are for those who already have all the required education hours.

Salespersons Cram \$120.00 (12hrs) **Brokers Cram \$150.00 (20hrs)**
Class Reviews \$50.00 per class (4hrs)
Broker Fair Housing \$50.00 (3hrs)

Entrance Requirements

All Classes
 Must be 18 years of age and have knowledge and understanding of the English language. No other prerequisites are required.

\$25.00 Service Charge for Returned Checks.
\$5.00 Administration Charge for Duplicate Certificates

We reserve the right to cancel any class due to lack of enrollment

COURSE DESCRIPTIONS

Real Estate Fundamentals: 5 Weeks • 48 Hours

Pre-paid Tuition \$230.00 + materials \$75 / Walk-In \$240.00+ \$75 materials

This course is designed to prepare the student for the real estate licensing examination for the State of Michigan. The licensing examination consists of 120 questions, and is conducted by (PSI). Our program gives you the necessary real estate background, in order for you to do well on the exam. Areas covered include:

- Laws ■ Contracts ■ Rules and Regulation ■ Licensing
- Real Estate Ownership ■ Brokerage ■ Pricing ■ Valuation

MIDDLETON REAL ESTATE TRAINING: IN TROY

Mondays & Wednesdays
9:00 a.m. – 1:00 p.m.

Tuesdays & Thursdays
6:00 p.m. – 10:00 p.m.

Start Dates:

January 8 (2024)
February 12
March 11
April 8
May 6
June 3
July 15

January 9 (2024)
February 13
March 12
April 9
May 7
June 4
July 16

One Week Real Estate Real Estate Fundamentals: TROY LOCATION

(Prerequisite: must register and pick up materials one week prior to class.)

January 8, 9, 10, 11, 12, 20 (2024)	Monday thru Friday + Finals	9:00 a.m. - 6:00 p.m.
March 4, 5, 6, 7, 8, 16	Monday thru Friday + Finals	9:00 a.m. - 6:00 p.m.
April 1, 2, 3, 4, 5, 13	Monday thru Friday + Finals	9:00 a.m. - 6:00 p.m.
May 6, 7, 8, 9, 10, 18	Monday thru Friday + Finals	9:00 a.m. - 6:00 p.m.
June 3, 4, 5, 6, 7, 15	Monday thru Friday + Finals	9:00 a.m. - 6:00 p.m.
July 8, 9, 10, 11, 12, 20	Monday thru Friday + Finals	9:00 a.m. - 6:00 p.m.

Broker Basic I: 6 Weeks • 60 Hours

Pre-Paid Tuition \$370.00+materials \$75 / Walk-In \$380+\$75 materials

This course is designed to prepare you to successfully pass the Broker's Licensing Examination developed by PSI. We assist our students with all the required paperwork.

This course goes toward 90 hour requirement for Broker License. Classroom lectures and discussions are an intricate part of all our courses. Additional workshops, in specialized areas are included at no additional cost.

Class dates:

January 11, 18, 25, Feb. 1, 6, 13
March 14, 21, 28, April 4, 9, 16
May 16, 23, 30, June 6, 11, 18
July 18, 25, August 1, 8, 13, 20

9:00 a.m. - 6:00 p.m.

Plus Finals & Fair Housing
Plus Finals & Fair Housing
Plus Finals & Fair Housing
Plus Finals & Fair Housing

Broker 3 Hour Fair Housing • Tuition \$50.00 pre-paid \$60.00 walk-in

*February 26, 2024 Monday 6:00pm – 9:00pm *April 26, 2024 Monday 3:00pm– 6:00pm

*July 8, 2024 Monday 6:00pm - 9:00pm *September 5, 2024 Thursday 3:00pm - 6:00PM

Real Estate Law: • 32 Hours

Tuition: \$325.00 + materials \$65 Pre-paid • \$330.00 + materials \$65 Walk-In

This course will include discussions on the statutes. **This course is approved and will go toward the Brokers 90 hour requirement for licensing as well as 15 hours credit for appraisal pre-license and appraisal continuing education credit.**

Call for Dates

Introduction to Property Management: 4 weeks • 32 Hours

Tuition: \$325.00 + \$65 materials Pre-paid • \$335.00 + \$65 Walk-In

This course is designed to help the licensee to better understand the profession of property management. It includes career opportunities discussion, Michigan Laws as it relates to the profession as well as guidance to provide quality level service to clients.

This course is approved for 32 hrs. Broker credit with 3 hours of Fair Housing or can count as 32 hrs. of Real Estate Continuing Education which includes 6 hrs. on law.

May 14, 2024	(4 weeks)	Tuesday & Thursday	6:00pm-10:00pm
September 24, 2024	(4 weeks)	Tuesday & Thursday	6:00pm-10:00pm

Broker Management: 32 Hours

Tuition: \$325.00 + \$65 materials Pre-paid • \$335.00 + \$65 Walk-In

This course is designed for anyone who is a manager, or wants to be manager/owner, who supervises or directs the conduct of a Real Estate Business. **This course is approved and will go toward the 90 hour requirement for licensing and includes 3 hour fair housing or can count as 32 hours of real estate continuing education which includes 6 hours on laws.**

January 15, 17, 22, 24 (2024)	9:00am-5:00pm (2 wks)
February 20, 21, 26, 28, 2024	9:00am-5:00pm (2 wks)
April 23, 25, 30, May 2, 2024	9:00am-5:00pm (2 wks)
July 15, 17, 22, 24, 2024	9:00am-5:00pm (2 wks)

Limited Real Estate Appraisal License Requirements

Education: 75 hours of approved pre-licensure appraisal education

Experience Required: None • **Exam:** None

Four CLASSES FOR LIMITED APPRAISAL LICENSE – AQB Approved

1. Appraisal Principles: 4 weeks • 32 Hours Pre/30 Hours Continuing Education

Tuition: \$315.00 + materials \$65 Pre-paid

\$325.00 + materials \$65 Walk-In (Counts as Residential & Commercial)

Can also be used for 30 hrs Broker Educational Requirements and Appraisal CE requirements)

Classes Start:

January 8, 2024	Monday & Wednesday	6:00 p.m. - 10:00 p.m.
March 4, 2024	Monday & Wednesday	6:00 p.m. - 10:00 p.m.
May 13, 2024	Monday & Wednesday	6:00 p.m. - 10:00 p.m.
July 15, 2024	Monday & Wednesday	6:00 p.m. - 10:00 p.m.

2. National Uniform Standards of Appraisal Practice: 15 Hours

Tuition: \$275.00 + materials \$75 Pre-paid

\$285.00 + materials \$75 Walk-In (Counts as Residential & Commercial)

(You do not need to purchase materials if you have the current edition of the USPAP book)

March 1 & 2, 2024	Friday & Saturday	9:00 am - 5:00pm
April 29, May 1, 6, 8, 2024	Monday & Wednesday's	6:00 pm - 10:00pm
July 13 & 19, 2024	Friday & Saturday	9:00 am - 5:00pm
September 6 & 7, 2024	Friday & Saturday	9:00 am - 5:00pm

3. Appraisal Procedures: 4 Weeks • 30 Hours Pre/28 hours Continuing education

Tuition: \$315.00 + materials \$40 Pre-paid * \$325.00 + \$40 materials Walk-In
(Counts as Residential & Commercial)

Start dates:

February 5, 2024	Monday & Wednesday	6:00 p.m. - 10:00 p.m.
April 1, 2024	Monday & Wednesday	6:00 p.m. - 10:00 p.m.
June 10, 2024	Monday & Wednesday	6:00 p.m. - 10:00 p.m.
August 12, 2024	Monday & Wednesday	6:00 p.m. - 10:00 p.m.

4. Supervising Trainee Appraiser: 4 hours

Tuition: \$75.00 Pre-paid \$85.00 Walk-in (counts for Residential and commercial).

This class is required as of January 2015 for any one that is acquiring a Limited Appraiser License as well as any one that wants to train a Limited Appraiser. Only Certified Residential or Certified General appraisers can train a Limited appraiser, and can only train 3 Limited appraisers at one time. This class also counts for Residential or Commercial CE credit for appraisers

February 28 (2024)	Wednesday	6:00 pm - 10:00 pm
April 24, 2024	Wednesday	6:00 pm - 10:00 pm
July 10, 2024	Wednesday	6:00 pm - 10:00 pm
September 4, 2024	Thursday	6:00 pm - 10:00 pm

State Licensed Appraiser Requirements

Education: 150 hours of approved pre-licensure appraisal education (**four classes**)

Experience Required: 1,000 hours of appraisal experience over at least 6 months. **Exam:** AQB Exam

Recommended sequence for obtaining this license and/or obtaining a certified Residential License follows. All classes are AQB Approved (Appraisal Qualifications Board)

1. Residential Report Writing: • 15 Hours

Tuition: \$215.00 + \$30 materials Pre-paid \$225.00 + \$30 materials Walk-In

The course is recommended after obtaining at least 200 hrs. of appraisal experience while licensed as a limited appraiser and helps the licensee to better understand the 1004 appraisal form and the requirements of each section of the FNMA 1004 summary appraisal report. This AQB content class is to obtain either the state licensed or residential certified license and is approved for **15hrs. pre-license credit for Residential** as well as **14 hrs. of appraisal continuing education credit** for all levels of appraisal licenses.

January 2 & 16 (2024)	Tuesdays	9:00am - 5:00pm
March 11, 12, 13, 2024	Mon/Tues/Wed	1:30pm - 6:00pm
May 1, 13, 15, 2024	Wed/Mon/Wed	1:30pm - 6:00pm
August 12, 14, 20, 2024	Mon./Wed/Tue.	1:30pm - 6:00pm

2. Residential Market Analysis & Highest & Best Use: 15 Hours

Tuition \$215.00 + \$30 materials Pre-paid \$225.00 + \$30 materials Walk -In

This course is recommended after obtaining at least 500 hours of appraisal experience while licensed as a limited appraiser, but is also excellent for any licensed appraiser to better understand how to analyze real estate markets and to better understand the elements necessary in determining a properties highest and best use. This course is an AQB content course for obtaining state license and certified residential appraisal license and is approved for **15hrs. pre-license credit for Residential license** as well as **14 hrs. of appraisal continuing education credit** for all level appraisal licenses/**14 hrs. credit for continuing education real estate or can be used for brokers pre-license training.**

February 2 & 9 (2024)	Fridays	9:00am - 5:00pm
April 8, 10, 15, 2024	Mon/Wed/Mon	1:30pm - 6:00pm
June 10, 12, 17, 2024	Mon/Wed/Mon	1:30pm - 6:00pm
August 21, 26, 28, 2024	Wed/Mon/Wed	1:30pm - 6:00pm

3. Residential Site Valuation & Cost Approach: 15 Hours

**Tuition: \$215.00 + \$30 for materials Pre-paid
\$225.00 + \$30 for materials Walk-In (Counts as Residential)**

This class is recommended after a limited appraiser has gained 2000 hours of experience and is preparing to take their state exam to become state licensed. This course is designed to help an appraiser to better understand the valuation techniques for land value as well as how to be more efficient with the cost approach. This course is a required AQB content course and is approved for **15 hrs. pre-license for state licensed and Residential Certified Appraisers** as well as **14 hours of continuing education credit** for all level appraisal licenses.

February 12, 13, 14, 2024	Mon/Tue/Wed	1:30pm - 6:00pm
April 16, 22, & 24, 2024	Tues/Mon/Wed	1:30pm - 6:00pm
June 18, 19, & 20, 2024	Tues/Wed/Thurs	1:30pm - 6:00pm
August 20, 22, & 23, 2024	Tues/Thurs/Fri	5:00pm - 10:00pm

4. Residential Sales Comparison & Income Approach: 30 Hours

**Tuition: \$350.00 + \$40 for materials Pre-paid
\$360.00 + \$40 materials Walk-In (Counts as Residential)**

This class is recommended as the last class taken to prepare for the next level license. This course is an excellent review of the sales comparison approach and all of the Necessary requirements for performing the income approach to value. This is a Required AQB content course for obtaining a State License and Residential Certified Appraisal license and is approved for **30 hrs. pre-license for either of those licenses** as well as **28 hours of continuing education credit** for all level appraisal licenses.

February 20, 22, 27, 29, Mar 5, 7, 2024	Tuesday & Thursdays	5:00pm - 10:00pm
April 16, 18, 23, 25, 30, May 2, 2024	Tuesday and Thursdays	5:00pm - 10:00pm
June 18, 20, 21, 25, 27, July 9, 11, 2024	Tue/Thu/Fri/Tue/Thu/Tue/Thu	6:00pm - 10:00pm

Certified Residential Appraiser Requirements

Education: 200 hours of Approved Pre-Licensure appraisal education and college level Education or licensees who are State licensed for a minimum of 5 years with no disciplinary actions may qualify in lieu of college level education.

Experience Required: 1,500 hours of experience in no fewer then 12 months.

Exam: AQB Exam

Statistics, Modeling & Finance: 15 Hours

**Tuition: \$215.00 + \$30 for materials Pre-paid
\$225.00 + \$30 materials Walk-In (Counts as Residential & Commercial)**

This class reviews the applicability of measurements of central tendencies for all three approaches to value as well as statistical analysis, introduction to financing terms that are important to appraisers, as well as understanding the six functions of a dollar. This course content is required by AQB for pre-licensing, for Certified Residential and Certified General and is approved for **15 hrs. pre-license for Residential Certified as well as Certified General appraisal license** and **14 hours of continuing education credit** for all appraisal licenses.

January 5, 12, 26 (2024)	Fridays	5:00pm - 10:00pm
March 19, 21, 26, 28, 2024	Tuesday and Thursdays	6:00pm - 10:00pm
May 1, 13, & 15, 2024	Wed/Mon/Wed	9:00am - 1:30pm
July 16, 18, & 23, 2024	Tues/Thurs/Tues	5:00pm - 10:00pm

Advanced Residential Applications & Case Studies: 15 Hours

Tuition: \$215.00 + \$30 for materials Pre-paid

\$225.00 + \$30 for materials Walk-In (Counts as Residential & Commercial)

This class reviews more challenging residential appraisals and methodologies that appraisers can use to appraise them to be in compliance with the competency provision of USPAP as well as the scope of work requirements. This course is a AQB content course for Certified Residential license and is approved for **15 hrs. pre-license for Residential Certified** as well as **14 hrs. of appraisal continuing education** for all level appraisal licenses.

February 5, 7, 12 (2024)	Mon/Wed/Mon	9:00am - 1:30pm
April 15, 22, 24	Mon/Wed/Mon	9:00am - 1:30pm
June 10, 12, 17	Mon/Wed/Mon	9:00am - 1:30pm
August 26, 28, 29	Mon/Wed/Mon	9:00am - 1:30pm

Exam Prep class/Applied Principles: 20 Hours

Tuition: \$275.00 + \$30 for materials Pre-paid

\$285.00 + \$30 materials Walk-In (Counts as Residential & Commercial)

This course is designed to prepare an appraiser for state licensed, certified residential and certified general examination for the state of Michigan. This course counts as **20 hour pre-license for Residential Certified** as well as **18 hours of appraisal continuing education** for all level appraisal licenses.

February 6, 8, 13, 15, 2024	Tuesday and Thursdays	5:00pm - 10:00pm
April 19, 26, May 3, 10, 2024	Fridays	5:00pm - 10:00pm
July 25, 30, Aug 1, 6, 8,	Thurs/Tues/Thurs/Tues/Thurs	6:00pm - 10:00pm

General Real Estate Appraiser

Education: 300 hours of approved pre-licensure appraisal education subject matters approved under the AQB criteria for acceptable courses.

And a bachelors degree

Experience Required: 3,000 hours of appraisal experience including at least 1,500 hours of non-residential experience over at least 18 months.

Exam: 2024 AQB (Appraisal Qualifications Board)

Call for class dates

Registration Form For Builder's Continuing Competency Course

Middleton Real Estate Training
901 Tower Dr. Suite 120
Troy, Mi. 48098
(248) 885-8311 Fax# (248) 885-8435

Fee: \$50.00 Pre-paid
\$60.00 Walk-in

Name _____
Address _____
City _____ State _____ Zip _____
Home Phone (____) _____ Work Phone (____) _____
E-Mail _____
Class Date _____ Permanent I.D.# _____
Visa/Master _____ Exp. Date _____
Signature _____

\$25. 00 Service Fee For Returned Checks
Must Cancel Prior to Class Date For Refund

Introduction to Home Inspection: 4 Weeks • 32 Hours

Tuition: \$550.00 + materials \$60 Pre-paid
\$560.00 + materials \$60 Walk-In

Learn how to inspect all the major components of a house, identify roof styles, determine the normal life expectancies of roofs, furnaces, water heaters etc., as well as estimating the costs of replacing such items!

Classes start:

January 16, 2024	Tues/Thurs	6:00pm-10:00pm
April 9, 2024	Tues/Thurs	6:00pm-10:00pm

Advanced Home Inspection: 2 Weeks • 16 Hours

Tuition: \$495.00 (includes materials) Pre-paid
\$500.00 (includes materials) Walk-In

Prerequisite: "Introduction to Home Inspection"

This course is designed for individuals who want to further their knowledge of the home inspection industry with a more in depth study of the major components of a house. Because of the rapid changes in technology and federal legislation surrounding the home inspection industry, continuing education is critical to the success of a home inspector. Licensed, master craft person will answer questions and address code of each session.

- Foundations and Basements • Electrical • HVAC Systems
- Attics, Structure, and Framing • Plumbing • Legal Issues

Call for dates:

BUILDER'S PRE-LICENSE TRAINING:

Residential Builders and Maintenance and Alteration Contractors Course (Effective June 1, 2008 60 hours pre-licensure education requirement)

BUILDERS COURSE #1– 32 Hours (4 weeks)

\$400.00 Pre-registered (at least 24 hours before day of course)

\$425.00 if not pre-registered

(Course includes books and course materials)

Each 6 hour session can be taken as a stand alone course for only \$100.00 each plus materials

This course includes 5 of the 7 mandatory subjects – 6 hours each:

1. Construction Safety Standards
2. Contracts Liability & Risk Management
3. Business Management, Estimating, & Job Costing
4. Marketing and Sales
5. Construction Project Management

Classes Start:

January 8, 2024	Monday & Wednesday	6:00pm - 10:00pm	4 weeks
March 11, 2024	Monday & Wednesday	6:00pm - 10:00pm	4 weeks
May 6, 2024	Monday & Wednesday	6:00pm - 10:00pm	4 weeks
July 8, 2024	Monday & Wednesday	6:00pm - 10:00pm	4 weeks

BUILDERS COURSE #2 – 32 Hours (4 weeks)

\$400.00 Pre-registered (at least 24 hours before day of course)

\$425.00 if not pre-registered

(Course includes books and course materials)

This course includes the remaining 2 mandatory subjects - 6 hours each as well as the remaining 18 hours devoted to preparing you for the builders exam, with the last two hours devoted to a practice examination.

1. Michigan Residential Building code
2. Building Design and Building Science
 - Building Layout and Blue print reading
 - Plans and Specifications
3. Michigan Builders Laws and Rules
 - Regulatory and Statutory requirements
 - Conduct and Penalties
4. Building Components
 - Excavation and site work • Carpentry
 - Roofing • Insulation • Masonry

Classes Start:

February 5, 2024	Monday & Wednesday	6:00pm – 10:00pm	4 weeks
April 8, 2024	Monday & Wednesday	6:00pm – 10:00pm	4 weeks
June 3, 2024	Monday & Wednesday	6:00pm – 10:00pm	4 weeks
August 5, 2024	Monday & Wednesday	6:00pm – 10:00pm	4 weeks

3 HOURS BUILDERS CONTINUING COMPETENCY COURSE

This course must be completed by the licensee once within the 3 year license renewal

Satisfies the 3 hours continuing competency requirements required by State of Michigan

\$50.00 pre-paid \$60.00 walk in

COVERS: • Builders Codes - 1 hour • Safety - 1 hour • Laws - 1 hour

Dates:

March 26, 2024	Tuesday	3:00pm-6:00pm
May 28, 2024	Tuesday	3:00pm-6:00pm
August 27, 2024	Tuesday	3:00pm-6:00pm

2024 MIDD— DEE

Continuing education (Current year)

6 HOURS REAL ESTATE

CONTINUING EDUCATION CLASS

This course is for the current year (2024) Continuing Education for Real Estate but can be taken for any year that licensees have missed. Licensees cannot get credit for duplicated classes. All six hours are considered legal update.

Class can be taken as a 3 hour, or all 6 hours for credit

Tuition: \$50.00 Pre-Paid (must be pre-paid before the day of course) \$60.00 Walk-In
 (R) Residential (C) Commercial

January 13, 2024		Saturday	9:00am - 3:30 pm (R)
February 3, 2024		Saturday	9:00am - 3:30 pm (R)
February 15, 2024		Thursday	9:00am - 3:30 pm (R)
February 24, 2024	(Zoom class)	Saturday	9:00am - 3:30 pm (R)
March 9, 2024		Saturday	9:00am - 3:30 pm (R)
March 23, 2024	(Zoom class)	Saturday	9:00am - 3:30 pm (R)
March 26, 2024		Tuesday	9:00am - 3:30 pm (R)
April 6, 2024		Saturday	9:00am - 3:30 pm (R)
April 18, 2024		Thursday	9:00am - 3:30 pm (C)
April 20, 2024	(Zoom class)	Saturday	9:00am - 3:30 pm (R)
April 29, 2024	(offsite NOCBOR)	Monday	9:00am - 3:30 pm (R)
May 4, 2024		Saturday	9:00am - 3:30 pm (R)
May 11, 2024		Saturday	9:00am - 3:30 pm (R)
May 14, 2024	(Zoom class)	Tuesday	9:00am - 3:30 pm (R)
May 17, 2024	(offsite Bingham farms)	Friday	8:30am - 3:30 pm (R)
June 1, 2024		Saturday	9:00am - 3:30 pm (R)
June 13, 2024	(offsite NOCBOR)	Thursday	9:00am - 3:30 pm (R)
June 29, 2024	(Zoom class)	Saturday	9:00am - 3:30 pm (R)
July 16, 2024		Tuesday	9:00am - 3:30 pm (R)
July 23, 2024		Tuesday	9:00am - 3:30 pm (R)
July 27, 2024	(Zoom class)	Saturday	9:00am - 3:30 pm (R)
August 3, 2024		Saturday	9:00am - 3:30pm (R)
August 15, 2024		Friday	9:00am - 3:30pm (R)
August 19, 2024		Thursday	9:00am, - 3:30pm (R)
August 22, 2024	(offsite Iroquois)	Thursday	9:00am - 3:30pm (R)
August 24, 2024	(Zoom class)	Saturday	9:00am - 3:30 pm (R)
August 27, 2024		Tuesday	9:00am - 3:30 pm (R)

2024 Continuing Education (Current year) Registration Form

Please Remit To:

Middleton Real Estate Training, Inc.
901 Tower Dr. Suite #120
 Troy, Mi. 48098
 PH: (248) 885-8311 • Fax: (248) 885-8435

Please check one:

3 hours only (2 hours legal and 1 hour of fair housing)
\$40.00 pre-paid \$50.00 walk-in

6 hours (6 hours legal with 1 hr fair housing)
\$50.00 pre-paid \$60.00 walk-in

(Pre-paid means that you must be pre-paid before class date)

Name _____

Address _____

City _____ State _____ Zip _____

Home Phone (____) _____ Cell Phone (____) _____

E-mail _____

Class Date _____ Permanent I.D. # 650 _____

Visa/Master _____ Exp. Date _____

Signature _____

\$35.00 Service Fee For Returned Checks
 Must Pay Before Class Date For Pre-Paid Rate
 Must Cancel Prior To Class Date For Refund

WHY NOT TAKE AN EXCITING 2024 CE

Continuing Education Class At One of The Following Offsite Locations?

Loretta J. Chmura, Instructor

April 29, 2024	NOCBOR	9:00 a.m. - 3:30 p.m. (R)
May 17, 2024	Bingham Farms	9:00 a.m. - 3:30 p.m. (R)
June 13, 2024	NOCBOR	9:00 a.m. - 3:30 p.m. (R)
August 22, 2024	Iroquois Club	8:30 a.m. - 3:30 p.m. (R)

See page 13 for offsite registration form and refund information.

Return to Middleton Real Estate Training, Inc.
Remember to check dates you wish to attend!

Iroquois Club	All classes 8:30 a.m. - 3:30 p.m.	Fee \$75.00
43248 N. Woodward	August 22, 2024	Friday
Bloomfield Hills, MI 48302		

Includes Continental Breakfast & Executive Sandwich Board Buffet

Southfield/Bingham Farms	All Classes 9:00am - 3:30pm	Fee \$50.00
30400 Telegraph Rd. #151	May 17, 2024	Thursday
Bingham Farms, MI 48025		
(Located in Bingham Office Park Conference Center)		

North Oakland County Board:	All Classes 9:00am - 3:30pm	Fee \$50.00
4400 W. Walton Blvd.	April 29, 2024	Thursday
Waterford, Mi.	June 13, 2024	Thursday

REGISTRATION FORM FOR OFFSITE CON-ED

Please Remit To: (Offsite classes Pre-pay Only)

Middleton Real Estate Training, Inc.

Middleton Real Estate Training, Inc.
 901 Tower Dr. Suite 120
 Troy, Mi. 48098
 248-885-8311 *Fax 248-885-8435

Iroquois Club	<input type="checkbox"/>
Bingham Farms	<input type="checkbox"/>
NOCBOR	<input type="checkbox"/>

Name _____

Address _____

City _____ State _____ Zip _____

Home Phone (____) _____ Work Phone (____) _____

E-mail _____ **Class Date** _____

Permanent I.D. 650 _____ Visa/Master _____

Signature _____ Exp. Date _____

***Must pre-pay 7 days prior to class/no refunds after that time.**

Please return to: Middleton Real Estate Training, Inc.
\$35.00 Service Fee For Returned Checks.

COURSE 2023 Midd-Dee

6 HOUR CONTINUING EDUCATION CLASSES

This course is for people who **missed last year's 2023 Continuing Education**, or need to make up 6 hours for any previous year. Students cannot duplicate classes.

Tuition: \$60.00 Pre-Paid (Must be pre-paid before day of the class)
\$70.00 Walk-In

January 6, 2024 (Zoom)	Saturday	9:00am - 3:30 pm (R)
February 2, 2024	Friday	9:00am - 3:30 pm (R)
March 1, 2024	Friday	9:00am - 3:30 pm (R)
April 5, 2024	Friday	9:00am - 3:30 pm (R)
May 3, 2024	Friday	9:00am - 3:30 pm (R)
June 7, 2024	Friday	9:00am - 3:30 pm (R)
August 2, 2024	Friday	9:00am - 3:30 pm (R)

Return to Middleton Real Estate Training, Inc.
Remember to check dates you wish to attend!

Please Remit To:

Middleton Real Estate Training, Inc.
901 Tower Dr. Suite 120
Troy, Mi. 48098
(248) 885-8311 • Fax: (248) 885-8435

TUITION PRE-PAID \$60.00
(Must Be Pre-paid before the day of class)
TUITION WALK-IN : \$70.00

Name _____

Address _____

City _____ State _____ Zip _____

Home Phone (____) _____ Work Phone (____) _____

E-mail _____

Class Date _____ Permanent I.D. _6 5 0_____

Visa/Master _____ Exp. Date _____

Signature _____

Last four digits of your Social Security Number _____ Required by the State of MI.

\$25.00 Service Fee For Returned Checks
Must Pay Before Class Date For Pre-Paid Rate
Must Cancel Prior To Class Date For Refund

Refunds: All tuition and fees paid by the applicant shall be refunded if the applicant is rejected by the school before enrollment. An application fee of not more than \$25 may be retained by the school if the applicant is denied. All tuition and fees paid by the applicant shall be refunded if requested within 3 business days after signing a contract with the school. Once the 3 days commence, there will be no refund after the first scheduled session. All refunds shall be requested in writing, and will be returned within 30 days of the request. Not

~~withstanding the above, refunds are not considered appropriate for individuals who have completed the course.~~

REAL ESTATE NEGOTIATION EXPERT-RENE

Class Cost: \$300.00 pre-paid \$315.00 walk-in (includes materials)

This class will count for 14 hours of real estate continuing education

Class Dates:

Call for dates:

This new 2-day Course is an interactive experience to help negotiators elevate their game! The course examines all types of negotiation formats and methods so that today's negotiators can play the game to win. A full spectrum of tips, tools, techniques and advantages will be provided so that negotiators can provide effective results for their client.

The second day of the course focuses on real-world field scenarios to help negotiators apply the power tools, techniques and tactics learned on the first day. Understanding the tactics and techniques is one thing, but learning how to recognize them being done and using them effectively requires practice. These field scenarios provide the foundational experience and practice negotiators need to master so they can effectively advocate for their clients.

SPECIALTY CLASS REGISTRATION FORM

Middleton Real Estate Training, Inc.

901 Tower Dr. Suite 120

Troy, Mi. 48098

(248) 885-8311 • Fax: (248) 885-8435

Name of Class _____

Course fee: _____

Name _____

Address _____

City _____ **State** _____ **Zip** _____

Home Phone (____) _____ **Cell Phone** (____) _____

E-mail _____ **Class Date** _____

Permanent I.D. 650 _____ **Visa/Master** _____

Signature _____ **Exp. Date** _____

Please return to: Middleton Real Estate Training, Inc.

\$35.00 Service Fee For Returned Checks.

SPECIALTY CLASSES

FOR REAL ESTATE AND APPRAISER CONTINUING EDUCATION

Each of these classes provides 6 or 7 hours of Real Estate and Appraisal con-ed credit
FEE: \$75.00 pre-paid (includes materials) \$85.00 walk-in (includes materials)
(FOR DETAILED DESCRIPTIONS OF CLASSES, SEE PAGE 17)

Real Estate Investing (updated 2023) (includes 2 hours legal)

March 15, 2024	Friday	9:00 a.m. - 4:30 p.m.
May 24, 2024 (zoom)	Friday	9:00 a.m. - 4:30 p.m.

Foreclosures (updated 2023) (includes 2 hours legal)

January 19, 2024	Friday	9:00 a.m. - 3:30 p.m.
April 19, 2024	Friday	9:00 a.m. - 3:30 p.m.
July 12, 2024	Friday	9:00 a.m. - 3:30 p.m.

Resort and Second Home Specialist (Includes 2 hours legal)

February 27, 2024 (zoom)	Tuesday	9:00 a.m. - 4:30 p.m.
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New Home Construction (updated) (includes 2 hours legal)

March 8, 2024	Friday	9:00 a.m. - 3:30 p.m.
May 21, 2024	Tuesday	9:00 a.m. - 3:30 p.m.
August 9, 2024	Friday	9:00 a.m. - 3:30 p.m.

Military Relocation (updated 2023) (includes 2 hours legal)

February 9, 2024	Friday	9:00 a.m. - 3:30 p.m.
May 10, 2024	Friday	9:00 a.m. - 3:30 p.m.
July 19, 2024	Friday	9:00 a.m. - 3:30 p.m.

Mastering the CMA (Updated 2023)

March 19, 2024	Tuesday	9:00 a.m. - 3:30 p.m.
June 7, 2024	Friday	9:00 a.m. - 3:30 p.m.

Home Finance Resource (Understanding the different lending options (New 2023)

January 23, 2024 (zoom)	Tuesday	9:00 a.m. - 4:30 p.m.
April 26, 2024	Friday	9:00 a.m. - 4:30 p.m.
May 29, 2024 (zoom)	Wednesday	9:00 a.m. - 4:30 p.m.

Planning and Zoning (New 2024) (includes 2 hours legal)

February 19, 2024	Monday	9:00 a.m. - 4:30 p.m.
June 21, 2024 (zoom)	Friday	9:00 a.m. - 4:30 p.m.

Green 1 (Updated 2023) (includes 2 hours legal)

March 25, 2024 (zoom)	Monday	9:00 a.m. - 4:30 p.m.
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Green 2 (Updated 2023) (includes 2 hours legal)

April 11, 2024	Thursday	9:00 a.m. - 4:30 p.m.
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The following are not ABR elective classes, but still provide Real estate and Appraisal CE credit. These classes are \$85.00 pre-paid/ \$95.00 walk-in and provide 7 hours of CE credit

Investment Analysis for Income Properties (New)

January 26, 2024	Friday	9:00 a.m. - 4:30 p.m.
August 10, 2024	Saturday	9:00 a.m. - 4:30 p.m.

BECOME AN ABR (ACCREDITED BUYER REPRESENTATIVE)

Day 1: "Theory & Practice of Buyer Agency" & "Service Delivery"

Day 2: "Marketing Practices" & "Office Policy, Negotiations and Relocations"

Day 3: "Elective Course" (see descriptions below)

This Class is Approved by REBAC (Real Estate Buyer's Agent Council) and Fulfills the Educational Requirements for the ABR Designation. ABR counts as 15 hrs. real estate continuing education credit or can be used toward 90 hr. broker pre-licensing requirement.

\$300.00 Pre-paid includes materials & first year dues to REBAC \$315.00 Walk-In

****February 16, & 23, 2024 Thursday & Thursday 9:00am - 5:00pm**

****May 31, & June 14, 2024 Wednesday & Friday 9:00am - 5:00pm**

****July 26, & August 2, 2024 Friday & Friday 9:00am - 5:00pm**

****Location: NOCBOR 4400 W. Walton Blvd. Waterford, Mi.**

(must also take an elective course from page 16 for designation)

ELECTIVE COURSE DESCRIPTIONS FOR ABR

\$75.00 pre-paid / \$80.00 walk in each if taken independent of the ABR Course

Each of the classes are approved for 6 Hours of Real Estate Continuing Education and includes the 2 Hours of required Law as well as count for Appraisal continuing education

Real Estate Investing: Building Wealth representing investors and becoming one yourself

This REBAC elective course covers the fundamentals of real estate investment that practitioners need to know to expand their business services. Learn to adapt core real estate skills and learn new skills to serve clients who want to invest in single family homes, condos, townhomes, and small multifamily properties. You will learn to goal set, plan, evaluate, and acquire properties as well as manage them.

Military Relocation

The goal of this course is to educate the real estate professional about working with current and former service members to find the housing solutions that best suit their needs as sellers or buyers and take full advantage of military benefits and support. You will learn how to provide real estate services at any stage in the service member's military career that meet the needs of this niche market

Pricing Strategies: Mastering the CMA

This course will provide students with the ability to select appropriate comparables and make accurate adjustments to them, for use in developing home price opinions. This course will also guide sellers and buyers through the details of CMA'S and the pricing principles to prepare them. This course will also teach licensees how to interact effectively with appraisers

Green Day 1

The Resource-efficient Home: Remodels, Retrofits, Renovations, and New Home Construction covers the distinguishing characteristics that make a home resource thrifty. The course looks at why consumer demand for these homes is increasing and how both the homes and consumer expectations impact the market. The course prepares real estate professionals to provide advice and sources of information to help homeowners improve the resource efficiency of their homes from low-cost fixes and DIY projects to retrofitting and replacing systems to big-budget remodeling projects.

Green Day 2

Representing Buyers and Sellers of Resource-Efficient Homes, the second course in the designation program sequence, focuses on applying the knowledge of resource-efficient. Smart, and certified homes gained in the preceding course and adapting core real estate skills to build business success in the niche market for resource-efficient homes.

New Home Construction and Buyer Representation

The goal of this course is to help real estate professionals gain the product and transaction knowledge needed in order to guide buyer-clients through the steps and processes for purchase, construction, and customization of a new home. Students will learn how to interact with new home builders and sales representatives to protect their clients' interests while developing productive business relationships. This course counts for Real Estate and Appraisal Con-Ed.

(SRES) Senior Real Estate Specialist – 15 hours

FEE: \$300.00 Pre-paid includes books & dues for the first year

\$315.00 Walk-In includes books and dues for the first year

Learn distinguishing characteristics and trends of the 55+market so that you can discern them in your own market area. •Challenge stereotypes and draw valid generalities about 55+ real estate clients and customers. •Raise awareness of some do's and don'ts when striving to gain and serve the 55+market. **This course counts as 15 hrs. Broker Pre-licensing credit and includes 1.5 hours of Fair Housing, or can be used for 12 hours of Real Estate continuing Education.**

**April 12, & 19, 2024	Friday & Friday	9:00am - 5:00pm
**June 27, & 28, 2024	Thursday & Friday	9:00am - 5:00pm
**August 16 & 23, 2024	Friday & Wednesday	9:00am - 5:00pm

**** In conjunction with NOCBOR Located at: 4400 W. Walton Blvd. Waterford, MI.**

20 HOUR SAFE COMPREHENSIVE MLO COURSE

Beginning July 31, 2010 an individual shall not engage in the business of mortgage loan originator with respect to any dwelling located in this state without first obtaining and maintaining annually a license under this act. Each licensed mortgage loan originator must register with and maintain a valid unique identifier issued by the nationwide mortgage licensing system and registry. This course is approved by state of Michigan and Nationwide Mortgage Licensing System for a person to obtain a mortgage loan office license.

Beginning July 31, 2010 persons regulated under the act cannot perform loan officer services until the following requirements are met.

1. Complete a 20 Hour NMLS approved course
2. Pass The National Component of the SAFE Mortgage loan originator test
3. Pass the State-Specific component of the SAFE Mortgage loan originator test
4. Must make application and pay the required NMLS registration fees

This course is also approved for 30 hours towards broker requirements and includes 3 hours of Fair Housing, or can be used for 20 hours of Real Estate continuing education

Class Cost: \$325.00 Pre-Paid – Includes materials \$335.00 Walk-in

Dates:	January 29, 30, 31 (2024)	9:00 am - 5:30 pm
	March 18, 19, 20, 2024	9:00 am - 5:30 pm
	May 20, 21, 22, 2024	9:00 am - 5:30 pm
	July 29, 30, 31, 2024	9:00 am - 5:30 pm

8 HOUR NMLS APPROVED CE TRAINING IS NOW AVAILABLE

COST: \$130.00 Pre-Paid—includes materials \$140.00 walk-in fee

Classes starting in August, Call for dates

Introduction to Commercial Real Estate:

Cost: \$230.00 Pre-paid/\$240.00 Walk-in
HP10B ii Calculator required for this course and can be purchased at the class.
Please contact office before hand if you need one. Cost: \$50.00

Counts as appraisal and real estate con-ed

This course is approved and will provide 15 hours toward the Brokers 90 hour requirement for Real estate licensing or will count as credit for Real Estate CE as well as 14 hours appraisal continuing education credit.

Dates:

March 12, 14, 19, 21, 2024	Tues & Thurs (2weeks)	9:00am - 1:00pm
June 11, 13, 18, 20, 2024	Tues & Thurs (2weeks)	9:00am - 1:00pm
September 10, 12, 17, 19, 2024	Tues & Thurs (2 weeks)	9:00am - 1:00pm

This course provides and introductory insight into the various types of Commercial Real Estate properties and information for students who are interested in going into the Commercial Real Estate field. This course also teaches students the Time value of Money, to help them understand investment yields to assist them in working with buyers and sellers of these types of properties as well as financial Analysis of the **Commercial market.**

EPRO

Cost: \$300.00 pre-paid/\$315.00 walk-in

Who is it for: NAR's e-PRO® certification program helps REALTORS® master the advanced digital marketing techniques of today. With the e-PRO® certification, REALTORS® increase their ability to reach customers, expand their capabilities, and build trust by safeguarding client information.

What You Gain

Consumers find you first through a search on our e-PRO® website

- Your name stands out at nar.realtor and White Pages at realtor.com®
- You customize all e-PRO® marketing materials to work best for you
- You gain new networking opportunities with tech-savvy REALTORS®

