

June 2018— January 2019  
**MIDDLETON**

REAL ESTATE  
TRAINING, INC.



*Invest in your  
Future*

**Reminder for Real Estate Licensees:**

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

**2016 – minimum 2 hours**

**2017 - minimum 2 hours**

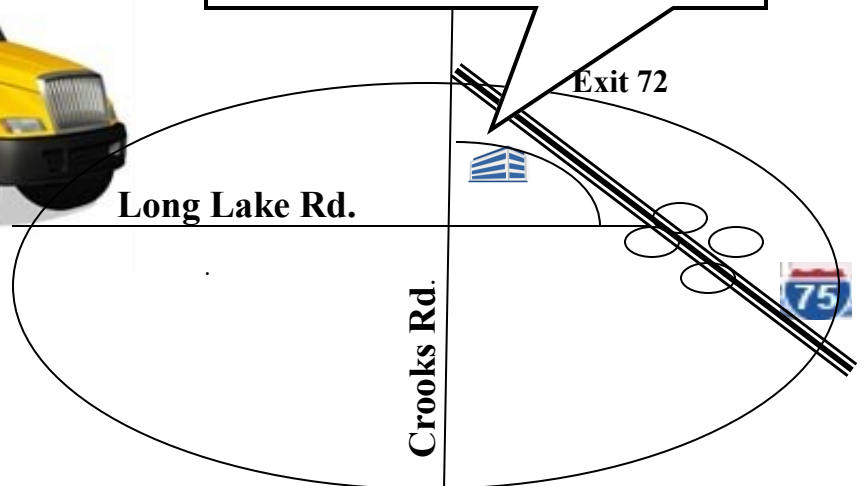
**2018 – by October 31, 2018 – Total 18 hours**

(2 hrs. each year must include law, rules  
and court cases regarding real estate)



**We have moved**

Our New Address Feb 1st 2016  
**901 Tower Dr.  
Suite #120  
Troy, MI 48098**



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  
Julie Chmura-Zehel  
Matthew M. Chmura  
Ramona Brown

***Instructors***

Ronald Coleman  
Les Mc Cuen  
Mark Richards  
Diane D' Agostino  
Dorian Harvey  
Lawrence Muhammad  
John Clemente

**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 COURSE 1900  
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 1/17

## *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)**  
**Class Reviews \$50.00 per class (4hrs)**

**Brokers Cram \$150.00 (20hrs)**  
**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**  
**ALL CLASSES SUBJECT TO AVAILABILITY**

**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 \$220.00 + materials \$75 / Walk-In \$225.00+ \$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:**

July 16th

July 17th

August 13th

August 14th

September 10th

September 11th

October 8th

October 9th

November 5th

November 6th

December 3rd

December 4th

January 7th (2019)

January 8th (2019)

## **One Week Real Estate Real Estate Fundamentals: TROY LOCATION**

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

July 9, 10, 11, 12, 13, 14	Monday thru Friday + Finals	9:00 a.m. - 6:00 p.m.
August 6, 7, 8, 9, 10, 18	Monday thru Friday + Finals	9:00 a.m. - 6:00 p.m.
September 10, 11, 12, 13, 14, 15	Monday thru Friday + Finals	9:00 a.m. - 6:00 p.m.
November 5, 6, 7, 8, 9, 17	Monday thru Friday + Finals	9:00 a.m. - 6:00 p.m.
December 3, 4, 5, 6, 7, 8	Monday thru Friday + Finals	9:00 a.m. - 6:00 p.m.
January 7, 8, 9, 10, 11, 12 (2019)	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 \$375+\$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.

### **Broker Basic I (6 weeks)**

June 7, 14, 21, 28, July 10, 17

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

Plus Finals & Fair Housing

August 9, 15, 23, 30, Sept. 13, 18

Plus Finals & Fair Housing

September 6, 20, 27, Oct. 4, 9, 16

Plus Finals & Fair Housing

November 8, 15, 20, 29, Dec. 6, 11

Plus Finals & Fair Housing

January 10, 17, 24, 31, Feb. 5, 12 (2019)

Plus Finals & Fair Housing

## **Broker 3 Hour Fair Housing • Tuition \$50.00**

September 26, 2018 Wed 2:00pm -5:00pm \*December 10, 2018 Mon 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 + \$50 materials Pre-paid • \$330.00 + \$50 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.**

August 21	Tuesday & Thursday	6:00pm-10:00pm
October 23	Tuesday & Thursday	6:00pm-10:00pm
February 26 (2019)	Tuesday & Thursday	6:00pm-10:00pm

**Broker Management: 32 Hours**

**Tuition: \$325.00 + \$65 materials Pre-paid • \$330.00 + \$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.**

July 24, 26, 31, Aug. 2	Tuesday & Thursday	9:00am-5:00pm (2 wks)
November 19, 21, 26, 28	Monday & Wednesday	9:00am-5:00pm (2 wks)
December 20, 27, Jan. 3 & 4 (2019)	Thur./Thur./Thur./Friday	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***

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

**Tuition: \$300.00 + materials \$60 Pre-paid**

**\$305.00 + materials \$60 Walk-In (*Counts as Residential & Commercial*)**

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

**Classes Start:**

July 23	Monday & Wednesday	6:00 p.m. - 10:00 p.m.
October 1	Monday & Wednesday	6:00 p.m. - 10:00 p.m.
December 3	Monday & Wednesday	6:00 p.m. - 10:00 p.m.

**National Uniform Standards of Appraisal Practice: 15 Hours**

**Tuition: \$250.00 + materials \$75 Pre-paid**

**\$255.00 + 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)***

September 19, 24, 26	Wed/Mon/Wed	5:00 p.m. - 10:00 p.m.
November 16 & 17	Friday & Saturday	9:00 a.m. - 5:00 p.m.
February 1 & 2 (2019)	Friday & Saturday	9:00 am - 5:00 p.m.

**Appraisal Procedures: 4 Weeks • 30 Hours Pre License/28 hours Continuing education**  
**Tuition: \$300.00 + materials \$30 Pre-paid \* \$305.00 + \$30 materials Walk-In**  
**(Counts as Residential & Commercial)**

**Start dates:**

August 20	Monday & Wednesday	6:00 p.m. - 10:00 p.m.
October 29	Monday & Wednesday	6:00 p.m. - 10:00 p.m.
January 7 (2019)	Monday & Wednesday	6:00 p.m. - 10:00 p.m.

**Supervising Trainee Appraiser: 4 hours**

**Tuition: \$69.00 Pre-paid \$75.00 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

September 17	Monday	6:00 pm - 10:00 pm
November 21	Wednesday	6:00 pm - 10:00 pm
January 30 (2019)	Wednesday	6:00 pm - 10:00 pm

**State Licensed Appraiser Requirements**

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

**Experience Required:** 2,000 hours of appraisal experience including at least 1500 hours of residential experience over at least 12 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)**

**Residential Report Writing: • 15 Hours**

**Tuition: \$200.00 + \$30 materials Pre-paid \$205.00 + \$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.

July 25, 30 & Aug. 1	Wed/ Mon/Wed	9:00 am - 1:30 pm
October 22, 24, 29	Mon/Wed/Mon	9:00 am - 1:30 pm
December 12, 17, 26	Wed/Mon/Wed	9:00 am - 1:30 pm
February 4, 6, 11 (2019)	Mon/Wed/Mon	9:00 am - 1:30 pm

**Residential Market Analysis & Highest & Best Use: 15 Hours**

**Tuition \$200.00 + \$30 materials Pre-paid \$205.00 + \$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/**15 hrs. credit for continuing education real estate or can be used for brokers pre-license training.**

June 11, 13, 18	Mon/Wed/Mon	1:30pm - 6:00pm
August 22, 27, 29	Wed/Mon/Wed	1:30pm - 6:00pm
October 8 & 15	Mon/Mon	9:00am -5:00pm
January 2 & 8 (2019)	Wed/Tue	9:00 am - 5:00 pm

### **3. Residential Site Valuation & Cost Approach: 15 Hours**

**Tuition: \$200.00 + \$30 for materials Pre-paid  
\$205.00 + \$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.

June 19, 20, 25,	Tue/Wed/Mon	9:00am - 1:30pm
September 17, 18, 19	Mon/Tue/Wed	1:30pm - 6:00pm
November 13, 15, 19	Tues/Thur/Mon	5:00pm - 10:00pm
January 21, 23, 28 (2019)	Mon/Wed/Mon	9:00am - 1:30pm

### **4. Residential Sales Comparison & Income Approach: 30 Hours**

**Tuition: \$340.00 + \$30 for materials Pre-paid  
\$345.00 + \$30 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.

July 26, 26, 31, Aug. 2, 7, 9	Tue/Thur/Tue/Thur/Tues/Thur	5:00pm- 10:00pm
November 19, 21, 26, 29	Mon/Wed/Mon/Wed	9:00am - 5:00pm
December 11, 13, 18, 20, 26, 27	Tues/Thur/Tue/Thur/Wed/Thur	5:00pm-10:00pm

#### **Certified Residential Appraiser Requirements**

**Education:** 200 hours of Approved Pre-Licensure appraisal education and college level Education or licensees who are 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 than 12 months.

**Exam:** AQB Exam

### **Statistics, Modeling & Finance: 15 Hours**

**Tuition: \$200.00 + \$30 for materials Pre-paid  
\$205.00 + \$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.

July 17, 18 & 25	Tues/Wed/Wed	1:30pm - 6:00pm
October 16, 17, 22	Tues/Wed/Mon	1:30pm - 6:00pm
December 11, 17, 26	Tues/Mon/Wed	1:00pm - 6:00pm

**Advanced Residential Applications & Case Studies: 15 Hours**

**Tuition: \$200.00 + \$30 for materials Pre-paid**

**\$205.00 + \$30 for materials Walk-In (Counts as Residential & Commercial)**

This class review of 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.

June 11, 13, 18	Mon/Wed/Mon	9:00am - 1:30pm
September 7, 21, 28	Fridays	5:00pm - 10:00pm
November 26, 27, 28	Mon/Tue/Wed	5:00pm - 10:00pm
January 21, 23, 28 (2019)	Mon/Wed/Mon	1:30pm - 6:00pm

**Exam Prep: Applied Principles: 20 Hours**

**Tuition: \$250.00 + \$30 for materials Pre-paid**

**\$255.00 + \$30materials 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.

June 19, 20, 25, 27	Tues/Wed/Mon/Wed	1:30pm– 6:00pm
August 3, 17, 24, 31	Fridays	5:00pm-10:00pm
October 2, 4, 9, 11	Tues/Thur/Tues/Thur	5:00pm-10:00pm
Dec. 14, 21, 28, Jan. 4 (2019)	Fridays	5:00pm-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 30 months.

**Exam:** 2015 AQB (Appraisal Qualifications Board)

**Call for class dates**



# BUILDER'S PRE-LICENSE TRAINING:

## Residential Builders and Maintenance and Alteration Contractors Course

(Effective June 1, 2008 60 hours pre-licensure education requirements)

### **BUILDERS COURSE #1– 32 Hours (4 weeks)**

**\$399.00 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:**

July 16	Monday & Wednesday	6:00pm - 10:00pm	4 weeks
September 17	Monday & Wednesday	6:00pm - 10:00pm	4 weeks
November 19	Monday & Wednesday	6:00pm - 10:00pm	4 weeks
January 28, 2019	Monday & Wednesday	6:00pm - 10:00pm	4 weeks

### **BUILDERS COURSE #2 – 32 Hours (4 weeks)**

**\$399.00 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:**

June 11	Monday & Wednesday	6:00pm – 10:00pm	4 weeks
August 13	Monday & Wednesday	6:00pm - 10:00pm	4 weeks
December 17	Monday & Wednesday	6:00pm - 10:00pm	4 weeks
February 25, 2019	Monday & Wednesday	6:00pm - 10:00pm	4 weeks

### **3 HOURS BUILDERS CONTINUING COMPETENCY COURSE**

**Must be completed by license renewal of May 31, 2017**

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

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

<b>Dates</b>	<b>October 24, 2018</b>	<b>Wednesday</b>	<b>2:00pm— 5:00pm</b>
	<b>December 19, 2018</b>	<b>Wednesday</b>	<b>3:00pm— 6:00pm</b>
	<b>January 29, 2019</b>	<b>Tuesday</b>	<b>3:00pm— 6:00pm</b>



**COURSE 1900  
6 HOURS REAL ESTATE  
CONTINUING EDUCATION CLASSES  
2 HOURS LAW FIRST 2 HOURS OF CLASS**

**This course is for the current year (2018) Continuing Education for Real Estate but can be taken for any year that licensees have missed. Licensees cannot get credit for duplicated classes.**

**Class can be taken as a 2 hour, a 4 hour, or all 6 hours for credit**

**Tuition: \$50.00 Pre-Paid (must be pre-paid before the day of course)**

**\$55.00 Walk-In**

	(R) Residential	(C) Commercial	
June 22, 2018 ( <b>offsite Clinton River Cruise</b> )		Friday	8:30 am - 3:30 pm ®
June 26, 2018		Tuesday	9:00 am - 3:30 pm ®
July 16, 2018		Monday	9:00 am - 3:30 pm ©
July 21, 2018		Saturday	9:00 am - 3:30 pm ®
July 27, 2018		Friday	9:00 am - 3:30 pm ®
August 4, 2018		Saturday	9:00 am - 3:30 pm ®
August 11, 2018		Saturday	9:00 am - 3:30 pm ®
August 13, 2018		Monday	9:00 am - 3:30 pm ®
August 20, 2018 ( <b>offsite Clinton River Cruise</b> )		Monday	8:30 am - 3:30 pm ®
August 24, 2018 ( <b>offsite Iroquois Club</b> )		Friday	8:30 am - 3:30 pm ®
August 25, 2018		Saturday	9:00 am - 3:30 pm ®
August 31, 2018 ( <b>offsite Bingham Farms</b> )		Friday	9:00 am - 3:30 pm ®
September 5, 2018		Wednesday	9:00 am - 3:30 pm ®
September 7, 2018		Friday	9:00 am - 3:30 pm ®
September 8, 2018		Saturday	9:00 am - 3:30 pm ®
September 21, 2018		Friday	9:00 am - 3:30 pm ®
September 22, 2018		Saturday	9:00 am - 3:30 pm ®
September 25, 2018		Tuesday	9:00 am - 3:30 pm ®
September 27 & 29, 2018		Tue/Thur	6:00 pm - 9:00 pm ®
September 29, 2018		Saturday	9:00 am - 3:30 pm ®
October 5, 2018 ( <b>offsite Iroquois Club</b> )		Friday	8:30 am - 3:30 pm ®
October 6, 2018		Saturday	9:00 am - 3:30 pm ®
October 11, 2018		Thursday	9:00 am - 3:30 pm ®
October 16 & 18, 2018		Tue/Thur	6:00 pm - 9:00 pm ®
October 18, 2018		Thursday	9:00 am - 3:30 pm ®
October 19, 2018 ( <b>offsite Bingham Farms</b> )		Friday	9:00 am - 3:30 pm ®
October 20, 2018		Saturday	9:00 am - 3:30 pm ®
October 25, 2018		Thursday	9:00 am - 3:30 pm ®
October 26, 2018		Friday	9:00 am - 3:30 pm ®
October 27, 2018		Saturday	9:00 am - 3:30 pm ®
October 30, 2018		Tuesday	9:00 am - 3:30 pm ®
October 31, 2018		Wednesday	9:00 am - 3:30 pm ®
November 3, 2018		Saturday	9:00 am - 3:30 pm ®
November 27, 2018		Tuesday	9:00 am - 3:30 pm ®
November 30, 2018		Friday	9:00 am - 3:30 pm ®

# Course 1900 Registration Form

**Please Remit To:**

**Middleton Real Estate Training, Inc.**

901 Tower Dr. Suite #120

Troy, Mi. 48098

(248)885-8311 • Fax: (248) 885-8435

**6 Hour Class (Includes 2 Hours Law)**  
**\$50.00 Pre-Paid \$55.00 Walk-in**  
**(Must be pre-paid before class date)**

**2 Hour Law Update Only (first two hours)**  
**\$30.00 Pre-Paid \$35.00 Walk-in**  
**( Must be pre-paid before class date)**

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Home Phone (\_\_\_\_) \_\_\_\_\_ Work Phone (\_\_\_\_) \_\_\_\_\_

E-mail \_\_\_\_\_

Class Date \_\_\_\_\_ Permanent I.D. \_6 5 0\_\_\_\_\_

Visa/Master \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature \_\_\_\_\_

**\$25.00 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 Course 1900**

**Continuing Education Class At One of The Following Locations?**

**Loretta J. Chmura, Instructor**

June 22, 2018	Clinton River Cruise	8:30 a.m. -3:30 p.m. ®
August 20, 2018	Clinton River Cruise	8:30 a.m. -3:30 p.m. ®
August 24, 2018	Iroquois Club	8:30 a.m. - 3:30 p.m. ®
August 31, 2018	Southfield (Bingham Farms)	9:00 a.m. - 3:30 p.m. ®
October 5, 2018	Iroquois Club	8:30 a.m. - 3:30 p.m. ®
October 19, 2018	Southfield (Bingham Farms)	9:00 a.m. - 3:30 p.m. ®

**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!

**Clinton River Cruise** All classes 8:30 a.m. - 3:30 p.m. Fee \$75.00

152 North River Rd.

Mount Clemens, MI 48043

June 22, 2018 Friday

August 20, 2018 Monday

Includes lunch and Cruise During Lecture

**Iroquois Club** All classes 8:30 a.m. - 3:30 p.m. Fee \$70.00

43248 N. Woodward

Bloomfield Hills, MI 48302

August 24, 2018 Friday

October 5, 2018 Friday

Includes Continental Breakfast & Executive Sandwich Board Buffet

**Southfield/Bingham Farms** All Classes 9:00am - 3:30pm Fee \$50.00

30400 Telegraph Rd. #151

Bingham Farms, MI 48025

(Located in Bingham Office Park Conference Center)

August 31, 2018 Friday

October 19, 2018 Friday

## REGISTRATION FORM FOR OFFSITE CON-ED

Please Remit To:

**Middleton Real Estate Training, Inc.**

901 Tower Dr. Suite 120

Troy, Mi. 48098

(248) 885-8311 \* Fax: (248) 885-8435

( Offsite classes Pre-pay only)

Clinton River Cruise

Iroquois Club

Southfield/Bingham Farms

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.

# COURSE 1800

## 6 HOUR CONTINUING EDUCATION CLASSES

This course is for people who **missed last year's 2017 Continuing Education**, or need to make up 6 hours for any previous year. Students cannot duplicate classes.

**Tuition: \$55.00 Pre-Paid (Must be pre-paid before day of the class)**  
**\$60.00 Walk-In**

July 6, 2018	Friday	9:00 a.m. - 3:30 p.m. (R)
August 3, 2018	Friday	9:00 a.m. - 3:30 p.m. (R)
September 7, 2018	Friday	9:00 a.m. - 3:30 p.m. (R)
October 5, 2018	Friday	9:00 a.m. - 3:30 p.m. (R)
November 2, 2018	Friday	9:00 a.m. - 3:30 p.m. (R)
December 7, 2018	Friday	9:00 a.m. - 3:30 p.m. (R)

## COURSE 1800 REGISTRATION FORM

***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 \$55.00**  
**(Must Be Pre-paid before the day of class)**  
**TUITION WALK-IN \$60.00**

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:**

**August 16 & 17, 2018 9:00am-5:00pm (NOCBOR 4400 W. WALTON BLVD. , WATERFORD)**

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***

Please remit to:

**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** (\_\_\_\_) \_\_\_\_\_ **Work Phone** (\_\_\_\_) \_\_\_\_\_

**E-mail** \_\_\_\_\_ **Class Date** \_\_\_\_\_

**Permanent I.D. 650** \_\_\_\_\_ **Visa/Master** \_\_\_\_\_

**Signature** \_\_\_\_\_ **Exp. Date** \_\_\_\_\_

Please return to: Middleton Real Estate Training, Inc.

**\$25.00 Service Fee For Returned Checks.**

## SPECIALTY CLASSES FOR REAL ESTATE CONTINUING EDUCATION CLASSES

Each of these classes **provides 6 or 7 hours** of Real Estate Continuing Education Credit, and includes the required yearly 2 hours of Law.

**FEE: \$75.00 pre-paid (includes materials) \$80.00 walk-in (includes materials)**  
(FOR DETAILED DESCRIPTIONS OF CLASSES, SEE PAGE 17)

### Real Estate Investing (New)

September 20, 2018	Thursday	9:00 a.m. - 4:30 p.m.
November 15, 2018	Thursday	9:00 a.m. - 4:30 p.m.
January 22, 2019	Tuesday	9:00 a.m. - 4:30 p.m.

### Green Day 1 (New)

September 27, 2018	Thursday	9:00 a.m. - 4:30 p.m.
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### Green Day 2 (New)

October 25, 2018	Thursday	9:00 a.m. - 4:30 p.m.
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### New Home Construction

July 17, 2018	Tuesday	9:00 a.m. - 3:30 p.m.
October 9, 2018	Tuesday	9:00 a.m. - 3:30 p.m.
December 18, 2018	Tuesday	9:00 a.m. - 3:30 p.m.
February 8, 2019	Friday	9:00 a.m. - 3:30 p.m.

### Military Relocation

August 21, 2018	Tuesday	9:00 a.m. - 3:30 p.m.
October 16, 2018	Tuesday	9:00 a.m. - 3:30 p.m.
January 11, 2019	Friday	9:00 a.m. - 3:30 p.m.

### Mastering the CMA (New)

June 14, 2018	Thursday	9:00 a.m. - 3:30 p.m.
August 28, 2018	Tuesday	9:00 a.m. - 3:30 p.m.
October 2, 2018	Tuesday	9:00 a.m. - 3:30 p.m.
December 13, 2018	Thursday	9:00 a.m. - 3:30 p.m.

**The following are not ABR elective classes, but still provide Real estate and Appraisal CE credit**  
**These classes are \$85.00 pre-paid/ \$90.00 walk-in and provide 7 hours of CE credit**

### Appraising Green Residences

June 16, 2018	Saturday	9:00 a.m. - 4:30p.m.
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### Investment Analysis for Income Properties (New)

July 12, 2018	Thursday	9:00 a.m. - 4:30 p.m.
September 6, 2018	Thursday	9:00 a.m. - 4:30 p.m.
November 8, 2018	Thursday	9:00 a.m. - 4:30 p.m.
January 10, 2019	Thursday	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**

**\*\*December 13, & 14, 2018 Thursday & 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.**

**October 10 & 12	Wednesday & Friday	9:00am - 5:00pm
**January 17 & 18, 2018	Thursday & Friday	9:00am - 5:00pm

\*\* In conjunction with NOCBOR/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 requirement and includes 3 hours of Fair Housing, or can be used for 30 hours of Real Estate continuing education**

**Class Cost: \$300.00 Pre-Paid – Includes materials \$315.00 Walk-in**

July 19, 20, 23	9:00 am - 5:00 pm
September 28, Oct. 1 & 2	9:00 am - 5:00 pm
November 12, 13, 14	9:00 am - 5:00 pm
January 14, 15, 16	9:00 am - 5:00 pm

**8 HOUR NMLS APPROVED CE TRAINING IS NOW AVAILABLE**

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

August 3rd	9am-5:00pm
October 23rd	9am-5:00pm

# Introduction to Commercial Real Estate:

*\$230.00 pre-paid \*\$235.00 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*

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.

**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 pre-license and appraisal continuing education credit.**

**HP10b11 Calculator required for this class:**

**Class Dates:**

June 5, 7, 12, 14,	Tuesday and Thursday	9:00am - 1:00pm
October 9, 11, 16, 18	Tuesday and Thursday	9:00am - 1:00pm
December 4, 6, 11, 13,	Tuesday and Thursday	9:00am - 1:00pm
February 12, 14, 19, 21 (2019)	Tuesday and Thursday	9:00am - 1:00pm

