

July 2020— January 2021

MIDDLETON

REAL ESTATE
TRAINING, INC.

*Invest in your
Future*



Reminder for Real Estate Licensees:

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

2019 – minimum 2 hours

2020 - minimum 2 hours

2021 – by October 31, 2021 – Total 18 hours

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



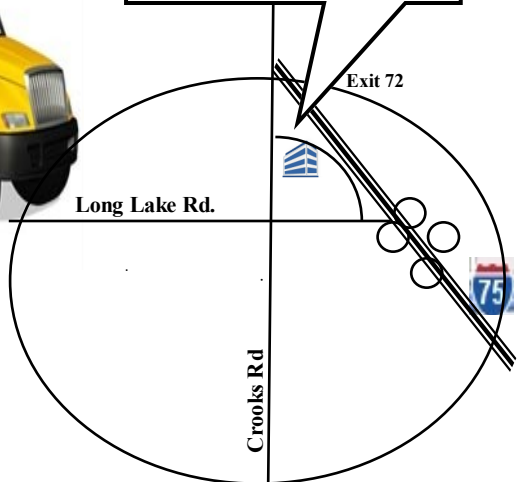
We have moved

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

Arden McCray

Instructors

Diane D'Agostino

John Clemente

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 considered appropriate for individuals who have completed the course.

**WHY NOT TAKE AN EXCITING 2020 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 6/20

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 (12 hrs)

Brokers Cram \$150.00 (20hrs)

Class Reviews \$50.00 per class (4 hrs)

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 \$230.00 + materials \$75 / Walk-In \$235.00+ \$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 13th

August 17th

September 14th

October 12th

November 9th

December 7th

January 11 (2021)

July 14th

August 18th

September 15th

October 13th

November 10th

December 8th

January 12 (2021)

One Week Real Estate Real Estate Fundamentals: TROY LOCATION

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

July 13, 14, 15, 16, 17, 25	Monday thru Friday + Finals	9:00 a.m. - 6:00 p.m.
August 3, 4, 5, 6, 7, 15	Monday thru Friday + Finals	9:00 a.m. - 6:00 p.m.
September 14, 15, 16, 17, 18, 19	Monday thru Friday + Finals	9:00 a.m. - 6:00 p.m.
November 2, 3, 4, 5, 6, 14	Monday thru Friday + Finals	9:00 a.m. - 6:00 p.m.
November 30, Dec. 1, 2, 3, 4, 12	Monday thru Friday + Finals	9:00 a.m. - 6:00 p.m.
January 4, 5, 6, 7, 8, 9 (2021)	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)

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

July 16, 23, 30, Aug. 6, 11, 18

Plus Finals & Fair Housing

September 17, 24, Oct. 1, 8, 13, 20

Plus Finals & Fair Housing

November 12, 19, 24, Dec. 3, 8, 15

Plus Finals & Fair Housing

January 7, 14, 21, 28, Feb 2, 9 (2021)

Plus Finals & Fair Housing

Broker 3 Hour Fair Housing • Tuition \$50.00

*August 31, 2020 (3:00pm– 6:00pm) *October 19, 2020 (3:00pm-6:00pm)

* December 9, 2020 (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.

September 8	(4 weeks)	Tuesday & Thursday	6:00pm-10:00pm
November 3	(4 weeks)	Tuesday & Thursday	6:00pm-10:00pm
January 5 (2021)	(4 weeks)	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.**

June 23, 24, July 7, 9	Tue/Thur.	9:00am-5:00pm (2 wks)
September 1, 3, 8, 10	Tue/Thur.	9:00am-5:00pm (2 wks)
November 9, 11, 23, 25	Mon/Wed.	9:00am-5:00pm(2 wks)
January 11, 13, 25, 27	Mon/Wed.	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: \$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 6	Monday & Wednesday	6:00 p.m. - 10:00 p.m.
September 14	Monday & Wednesday	6:00 p.m. - 10:00 p.m.
November 9	Monday & Wednesday	6:00 p.m. - 10:00 p.m.
January 4 (2021)	Monday & Wednesday	6:00 p.m. - 10:00 p.m.

2. 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)

August 28 & 29	Friday & Saturday	9:00 am - 5:00 p.m.
November 20 & 21	Friday & Saturday	9:00 am - 5:00 p.m.
January 29 & 30 (2021)	Friday & Saturday	9:00 am - 5:00 p.m.

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

Tuition: \$300.00 + materials \$30 Pre-paid * \$305.00 + \$30 materials Walk-In
(Counts as Residential & Commercial)

Start dates:

August 3	Monday & Wednesday	6:00 p.m. - 10:00 p.m.
October 12	Monday & Wednesday	6:00 p.m. - 10:00 p.m.
December 7	Monday & Wednesday	6:00 p.m. - 10:00 p.m.
February 1 (2021)	Monday & Wednesday	6:00 p.m. - 10:00 p.m.

4. 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 anyone that is acquiring a Limited Appraiser License as well as anyone 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

August 26	Wednesday	6:00 pm - 10:00 pm
November 4	Wednesday	6:00 pm - 10:00 pm
December 30	Wednesday	6:00 pm - 10:00 pm
February 24 (2021)	Wednesday	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: \$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.

August 10, 12, 17	Mon/Wed/Mon	9:00 am - 1:30 pm
October 5, 12, 14	Mon/Mon/Wed	9:00 am - 1:30 pm
December 7 & 14	Mondays	9:00 am - 5:00pm
February 1, 3, 8	Mon/Wed/Mon	1:30 pm - 6:00pm

2. 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 property's 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.**

August 10, 12, 17	Mon/Wed/Mon	1:30 pm - 6:00pm
October 21, 26, 28	Wed/Mon/Wed	1:30 pm - 6:00pm
December 15, 16, 21	Tues/Wed/Mon	1:30 pm - 6:00pm
February 15 & 17	Monday & Wednesday	9:00 am - 5:00pm

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.

August 19, 24, 26	Wed/Mon/Wed	1:30 pm - 6:00 pm
October 26, 28, 29	Mon/Wed/Thur.	9:00 am - 1:30 pm
December 21, 23, 38	Mon/Wed/Mon	9:00 am - 1:30 pm
February 22 & 24	Mon/Wed	9:00 am - 5:00pm

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.

August 18, 20, 25, 27, Sept. 1 & 3	Tuesday and Thursdays	5:00pm - 10:00pm
October 13, 15, 20, 22, 27, 29	Tuesday and Thursdays	5:00pm- 10:00pm
December 17, 18, 22, 29, 30	Thur./Fri/Tues/Tue/Wed	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 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 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 7, 9, 14	Tue/Thur./Tue	5:00pm-10:00pm
September 9, 11, 25	Wed/Fri/Fri	5:00pm-10:00pm
November 20, 27, Dec. 4	Fridays	5:00pm-10:00pm
January 15, 22, 29 (2021)	Fridays	5:00pm-10:00pm

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.

July 21, 23, 28	Tue/Thur./Tue	5:00pm - 10:00pm
October 5, 12, 14	Mon/Mon/Wed	1:30pm - 6:00pm
December 23, 28, 30	Wed/Mon/Wed	1:30pm - 6:00pm
February 1, 3, 8	Mon/Wed/Mon	1:30pm - 6:00pm

Exam Prep: Applied Principles: 20 Hours

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

\$255.00 + \$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.

August 7, 21, 28, Sept. 2	Fri/Fri/Fri/Wed	5:00pm - 10:00pm
October 2, 9, 23, 30	Fridays	5:00pm - 10:00pm
December 1, 3, 8, 10, 15	Tuesdays & Thursdays	6:00pm - 10:00pm
February 11, 12, 18, 19	Thursdays & 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 requirement)

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 13	Monday & Wednesday	6:00pm - 10:00pm	4 weeks
September 14	Monday & Wednesday	6:00pm - 10:00pm	4 weeks
November 16	Monday & Wednesday	6:00pm - 10:00pm	4 weeks
January 11 (2021)	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:

August 10	Monday & Wednesday	6:00pm – 10:00pm	4 weeks
October 12	Monday & Wednesday	6:00pm - 10:00pm	4 weeks
December 14	Monday & Wednesday	6:00pm - 10:00pm	4 weeks
February 8 (2021)	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

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

Dates:	July 8	Wednesday	3:00pm-6:00pm
	September 23	Wednesday	3:00pm-6:00pm
	December 22	Tuesday	3:00pm-6:00pm
	February 16 (2021)	Tuesday	2:00pm-5:00pm

Registration Form For Builder's Continuing Competency Course

Middleton Real Estate Training

901 Tower Dr. Suite 120

Fee: \$45.00 Pre-paid

Troy, Mi. 48098

\$50.00 Walk-in

(248) 885-8311 Fax# (248) 885-8435

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:

August 4	Tues/Thurs	6:00pm-10:00 pm
October 6	Tues/Thurs	6:00pm-10:00 pm

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

September 1	Tues/Thurs	6:00pm-10:00pm
November 17	Tues/Thurs	6:00pm-10:00pm

2020 MIDD—DEE

Continuing education (Current year)

6 HOURS REAL ESTATE

CONTINUING EDUCATION CLASS

This course is for the current year (2020) 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 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 26, 2020(offsite Clinton River Cruise)	Friday	8:30am - 3:30 pm (R)
June 27, 2020	Saturday	9:00am - 3:30 pm (R)
July 8, 2020	Wednesday	9:00am - 3:30 pm (R)
July 11, 2020 (zoom class)	Saturday	9:00am - 3:30 pm (R)
July 22, 2020	Wednesday	9:00am - 3:30 pm (R)
August 8 , 2020	Saturday	9:00am - 3:30 pm (R)
August 11 & 13, 2020	Tues/Thur.	6:00pm - 9:00 pm (R)
August 13, 2020 (offsite Iroquois Club)	Thursday	8:30am - 3:30 pm (R)
August 14, 2020 (offsite Clinton River Cruise)	Friday	8:30am - 3:30 pm (R)
August 22, 2020 (zoom class)	Saturday	9:00am - 3:30 pm (R)
August 25, 2020	Tuesday	9:00am - 3:30 pm (C)
August 27, 2020 (offsite NOCBOR)	Thursday	9:00am - 3:30 pm (R)
August 31, 2020	Monday	9:00am - 3:30 pm (R)
September 9, 2020 (Zoom class)	Wednesday	9:00am - 3:30 pm (R)
September 11, 2020(offsite NOCBOR)	Friday	9:00am - 3:30 pm (R)
September 12, 2020	Saturday	9:00am - 3:30 pm (R)
September 21, 2020	Monday	9:00am - 3:30 pm (R)
September 23, 2020	Wednesday	9:00am - 3:30 pm (R)
September 25, 2020 (offsite Bingham Farms)	Friday	9:00am - 3:30 pm (R)
September 26, 2020	Saturday	9:00am - 3:30 pm (R)
October 2, 2020 (offsite Iroquois Club)	Friday	8:30am - 3:30 pm (R)
October 3, 2020	Saturday	9:00am - 3:30 pm (R)
October 6, 2020	Tuesday	9:00am - 3:30 pm (C)
October 7, 2020 (offsite NOCBOR)	Wednesday	9:00am - 3:30 pm (R)
October 9, 2020 (offsite Bingham Farms)	Friday	9:00am - 3:30 pm (R)
October 10, 2020	Saturday	9:00am - 3:30 pm (R)
October 15, 2020	Thursday	9:00am - 3:30 pm (R)
October 19, 2020	Monday	9:00am - 3:30 pm (R)
October 24, 2020	Saturday	9:00am - 3:30 pm (R)
October 27, 2020	Tuesday	9:00am - 3:30 pm (R)
October 30, 2020	Friday	9:00am - 3:30 pm (R)
October 31, 2020	Saturday	9:00am - 3:30 pm (R)

Please look at page 16 for Specialty Classes you can take that will count for Continuing education for any of the 3 year cycle as well

2020 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:

- 2 hours only (2 hours legal)
\$30.00 pre-paid \$35.00 Walk-in
- 4 hours only (4 hours legal)
\$40.00 pre-paid \$45.00 walk-in
- 6 Hours (6 hours legal)
\$50.00 pre-paid \$55. walk-in

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

Name _____
Address _____
City _____ State _____ Zip _____
Home Phone (____) _____ Work Phone (____) _____
E-mail _____
Class Date _____ Permanent I.D. _650 _____
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 2020 CE

Continuing Education Class At One of The Following Offsite Locations?

Loretta J. Chmura, Instructor

June 26, 2020	Clinton River Cruise	8:30 a.m. - 3:30 p.m. (R)
August 13, 2020	Iroquois Club	8:30 a.m. - 3:30 p.m. (R)
August 14, 2020	Clinton River Cruise	8:30 a.m. - 3:30 p.m. (R)
August 27, 2020	NOCBOR	9:00 a.m. - 3:30 p.m. (R)
September 11, 2020	NOCBOR	9:00 a.m. - 3:30 p.m. (R)
September 25, 2020	Bingham Farms	9:00 a.m. - 3:30 p.m. (R)
October 2, 2020	Iroquois Club	8:30 a.m. - 3:30 p.m. (R)
October 7, 2020	NOCBOR	9:00 a.m. - 3:30 p.m. (R)
October 9, 2020	Bingham Farms	9:00 a.m. - 3:30 p.m. (R)

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. June 26, 2020 Friday
Mount Clemens, MI 48043 August 14, 2020 Friday

Includes lunch and Cruise During Lecture

Iroquois Club All classes 8:30 a.m. - 3:30 p.m. Fee \$70.00
43248 N. Woodward August 13, 2020 Thursday
Bloomfield Hills, MI 48302 October 2, 2020 Friday

Includes Continental Breakfast & Executive Sandwich Board Buffet

Southfield/Bingham Farms All Classes 9:00am - 3:30pm Fee \$50.00
30400 Telegraph Rd. #151 September 25, 2020 Friday
Bingham Farms, MI 48025 October 9, 2020 Friday

(Located in Bingham Office Park Conference Center)

North Oakland County Board: All Classes 9:00am - 3:30pm Fee \$50.00
4400 W. Walton Blvd. August 27, 2020 Thursday
Waterford, Mi. September 11, 2020 Friday
October 7, 2020 Wednesday

REGISTRATION FORM FOR OFFSITE, CON-ED

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

Middleton Real Estate Training, Inc.

Middleton Real Estate Training, Inc. Clinton River Cruise
901 Tower Dr. Suite 120 Iroquois Club
Troy, Mi. 48098 Bingham Farms
248-885-8311 *Fax 248-885-8435 NOCBOR

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.

COURSE 2019 Mid-Dee

6 HOUR CONTINUING EDUCATION CLASSES

This course is for people who **missed last year's 2019 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 10, 2020	Friday	9:00 a.m. - 3:30 p.m. (R)
August 7, 2020	Friday	9:00 a.m. - 3:30 p.m. (R)
September 11, 2020	Friday	9:00 a.m. - 3:30 p.m. (R)
October 2, 2020	Friday	9:00 a.m. - 3:30 p.m. (R)
November 6, 2020	Friday	9:00 a.m. - 3:30 p.m. (R)
December 4, 2020	Friday	9:00 a.m. - 3:30 p.m. (R)

COURSE 2019 Mid-Dee Continuing Education REGISTRATION

Please Remit To:

Middleton Real Estate Training, Inc.

TUITION PRE-PAID \$55.00

901 Tower Dr. Suite 120

(Must Be Pre-paid before the day of class)

Troy, Mi. 48098

TUITION WALK-IN \$60.00

(248) 885-8311 • Fax: (248) 885-8435

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

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 20 & 21, 2020 9:00am-5:00pm (NOCBOR 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

Name of Class _____

Troy, Mi. 48098

(248) 885-8311 • Fax: (248) 885-8435

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
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) (includes 2 hours legal)

July 6, 2020	Monday	9:00 a.m. - 4:30 p.m.
September 24, 2020	Thursday	9:00 a.m. - 4:30 p.m.
November 19, 2020	Thursday	9:00 a.m. - 4:30 p.m.
January 26, 2021	Tuesday	9:00 a.m. - 4:30 p.m.

Foreclosures (updated) (includes 2 hours legal)

June 25, 2020	Thursday	9:00 a.m.- 3:30 p.m.
August 20, 2020	Tuesday	9:00 a.m.- 3:30 p.m.
October 1, 2020	Thursday	9:00 a.m.- 3:30 p.m.
December 11, 2020	Friday	9:00 a.m.- 3:30 p.m.

Green Day 1 (New) (includes 2 hours legal)

September 18, 2020	Friday	9:00 a.m.- 4:30p.m.
November 13, 2020	Friday	9:00 a.m. - 4:30p.m.

Green Day 2 (New) (includes 2 hours legal)

September 22, 2020	Tuesday	9:00 a.m. - 4:30 p.m.
November 20, 2020	Friday	9:00 a.m.- 4:30 p.m.

New Home Construction (updated) (includes 2 hours legal)

August 14, 2020	Friday	9:00 a.m. - 3:30 p.m.
October 16, 2020	Friday	9:00 a.m. - 3:30 p.m.
January 8, 2021	Friday	9:00 a.m. - 3:30 p.m.

Military Relocation (updated) (includes 2 hours legal)

August 11, 2020	Tuesday	9:00 a.m. - 3:30 p.m.
October 20, 2020	Tuesday	9:00 a.m. - 3:30 p.m.
December 1, 2020	Tuesday	9:00 a.m. - 3:30 p.m.

Mastering the CMA (New)

August 25, 2020	Tuesday	9:00 a.m. - 3:30 p.m.
October 29, 2020	Thursday	9:00 a.m. - 3:30 p.m.
December 15, 2020	Tuesday	9:00 a.m. - 3:30 p.m.
February 12, 2021	Friday	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

July 20, 2020	Monday	9:00 a.m. - 4:30 p.m.
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Investment Analysis for Income Properties (New)

July 21, 2020	Tuesday	9:00 a.m. - 4:30 p.m.
September 15, 2020	Tuesday	9:00 a.m. - 4:30 p.m.
November 10, 2020	Tuesday	9:00 a.m. - 4:30 p.m.
January 12, 2021	Tuesday	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

** July 24 & 31	Friday & Friday	9:00am - 5:00pm
**November 10 & 13	Tuesday & Friday	9:00am - 5:00pm
**January 15 & 22 (2021)	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.**

**August 26 & September 2	Fridays	9:00am - 5:00pm
**December 10 & 11	Thursday & Friday	9:00am - 5:00pm
**February 5 & 12 (2021)	Fridays	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 20 hours of Real Estate continuing education

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

Dates: July 27, 28, 29	9:00 am - 5:30 pm
September 28, 29, 30	9:00 am - 5:30pm
November 16, 17, 18	9:00 am - 5:30pm
January 18, 19, 20 (2021)	9:00 am - 5:30pm

8 HOUR NMLS APPROVED CE TRAINING IS NOW AVAILABLE

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

***Call for Dates**

Introduction to Commercial

Real Estate:

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 an 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

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.

HP10b 11 Calculator required for this class:

Class Dates:

Call for Dates

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

Who is it for:

AR'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.

