



Inland Professional Title, LLC

A Locally Owned and Operated
Title & Escrow Company

CORRESPONDENCE CLOCK HOUR COURSES (These are classes you may take on your own, anywhere)

THREE HOUR CLASS: \$30.00 each

1. **CORE CURRICULUM 2010 – 2011 (required)**
2. **BROKER TRANSITION CLASS (required)**
3. **WHO OWNS THIS HOUSE?**
Do you know who owns the listing you just advertised? We often take ownership issues for granted and don't do the simple research or ask the questions that can make or break a sale. From community property to death of a spouse there can be even the simplest issue left untouched. Fraud, forgeries, mistakes can affect ownership. Read some interesting cases that begged for the question "who owns this house?"
4. **WHITE COLLAR CRIME**
This focuses on fraud prevalent in real estate and mortgage transactions. Here are 10 most common types of fraud including Inflated Sales Prices, Ghost Deed of Trusts, Mortgage Elimination, Flipping, Straw Buyers and Foreclosure Rescue. It is important to have knowledge of the schemes so that you as the agent don't participate in one that could threaten your license or put you in an orange jumpsuit.
5. **TWENTY QUESTIONS ON TWITTER**
This is your opportunity to learn about twitter, get signed on to Twitter.com, send tweets and get followers. Then, use Twitter to start building a following, including prospective real estate customers!
6. **WHY SHOULD A SELLER LIST?**
You have more competition than ever in this market. Much of that competition is not necessarily the other real estate firms, but also the internet. Here is a list of reasons a seller "should" list with you! It will give you ideas for your listing presentation and remind you of why you are getting paid that commission each time you sell!
7. **SHORT SALE FLOPPING AND FRAUD**
This 3 hour course covers the definition of short sale transactions and how perpetrators are creating and profiting from fraudulent transactions using short sales.
8. **WATCH WHAT YOU SAY**
This course covers the issues regarding misrepresentation in real estate transactions. In Addition there are times that an agent must disclose and times when disclosure could violate laws as in the case of fair housing.
9. **RENTAL RIGHTS**
This 3 clock hour course focuses on the Washington State Landlord Tenant Act. It affects all the property managers, landlords and tenants in the state. Both the landlords and the tenants have rights and violating the law can have serious consequences for either party. It is important as a real estate agent to have a working knowledge of the law because almost every agent at one time or another dabbles in property management to some extent.
10. **BEWARE OF LOSER LOANS**
This class is an introduction to different types of loan programs that could be abusive and take advantage of the consumer. Some consumers with less than perfect credit may pay higher rates

and fees. Predatory lending practices take advantage of consumers that do not necessarily have to pay higher fees.

FIVE HOUR CLASSES: \$40.00 each

1. **RESIDENTIAL RENTAL REALITY**
This course focuses on the basic principles and practices of residential property Management. In addition to learning about the field of property management and tenant administration, the Washington State Landlord Tenant Act, Fair Housing Laws and Agency Law are covered.
2. **THE DANGEROUS DOZEN**
This course is designed to give real estate agents an overview of the common errors made when writing and negotiating purchase and sale agreements .
3. **WHAT IS A HOME WORTH?**
This course is on determining the market value of residential property. It covers the definition and principals of value, the appraisal process, and the steps to create detailed market analysis report of a residential home, analyzing statistics, legal and ethical consideration and creating a detailed report.
4. **CONSUMER RIGHTS**
This course looks at the law that affects the rights of a consumer that is purchasing or selling a property in Washington State. The rights are a result of state and federal laws. The course looks at the laws from the rights of a consumer.
5. **SIGNING LISTING AGREEMENTS**
This course covers the essentials of listing residential real estate.
6. **WHEN ARE YOU AN AGENT?**
Understanding agency relationships is of critical importance to real estate agents. This course focuses on the law and why it is implemented.
7. **EARNEST MONEY AND ESCROW (from the first check to the last!)**
This course will cover the handling of the earnest money, the escrow process, the breakdown on the settlement statement and challenges that can delay closing of residential transactions.

7.5 HOUR CLASSES: \$50.00 each

1. **LISTINGS THAT SELL**
This course covers the essentials of listing residential real estate so that properties successfully sell.
2. **KEEP YOUR LICENSE**
This course takes a stimulating look at the ethical and legal conduct and issues we face in the real testate industry. Learn ways you could lose your license, discriminating practices you may have used and what risks you are taking today. Ignorance will not be your best defense in an arbitration hearing or a court of law!
3. **FAIR HOUSING**
This course will cover the Federal and State Fair Housing and Discrimination Laws as they relate to real estate. Learn the history of fair housing laws, what are protected classes, the conduct that violates the laws and consequences for violation.
4. **KEY TO BUYERS**
This course covers the essentials of working with prospective residential real estate purchasers.

30 CLOCK HOURS ADVANCED PRACTICES \$175.00

This course is made up of six (6) sections that are five (5) hours each including a quiz with each of the six courses and an advanced practices test at the end. The classes are:

- a. **When you are an agent**
- b. **What is a home worth**
- c. **Signing listing agreements**
- d. **Earnest money and escrow**

- e. Dangerous Dozen**
- f. What is a broker**

Please choose the course(s) you wish to take and then contact me with the course(s) you have chosen. I will then email the course(s) to you. After you have completed each course, take the test, complete the evaluation and return to me along with a check payable to Professional Direction. I will issue you a certificate upon receipt.

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