

**Indiana Real Estate Commission  
CE Sponsor - RE Broker**

4/24/20

11:39AM

certifi

**1 Attempt (AYPORealEstate.com)**

(877) 724-6150

contact@atyourpaceonline.com

1	Indiana 4 Hour Managing Broker Course	4.00
2	Indiana 8 Hour Real Estate Ethics	8.00
3	Indiana 12 Hour Real Estate Law & Contract Review	12.00
4	Indiana 12 Hour Real Estate Financing	12.00
5	Indiana 8 Hour Property Management Course	8.00
6	Indiana 4 Hour Course for Managing Brokers	4.00

**101studies.com**

(317) 762-8047

classes@101studies.com

1	Basic Contracts and Practicing Law Without a License	6.00
2	Fair Housing	3.00
3	House Flipping: Pitfalls to Avoid	3.00
4	NAR Code of Ethics	3.00
5	Negotiations	3.00
6	House Flipping: The Basics	3.00
7	Introductions to Green Building & Sustainable Design	3.00
8	Home Inspectors Overview	3.00
9	Residential Property Management	3.00

**1st Team U**

(219) 324-1584

1stteamu@gmail.com

1	24 Hour Education Course (Activation)	24.00
10	Settlement Procedures	2.00
11	Code of Ethics	2.00
14	Buyer Representation	2.00
15	Red Flags in Property Inspection	2.00
16	Environmental Concerns in Real Estate	2.00
17	Financing and Real Estate	2.00
18	Fair Housing In Real Estate	2.00
20	HUD Property Requirements	2.00
21	Listings Contracts	2.00
24	Real Estate Appraisals	2.00
25	Anti-Trust in Real Estate	2.00
26	Basics of Construction	2.00
27	Agency and Real Estate	2.00
28	Risk Management	2.00
29	Property Disclosures in Real Estate	2.00
30	Writing Legal Contracts and using Internet	2.00
5	Purchase Contracts	2.00
6	Manufactured and Modular Homes	4.00
7	Mold and Residential Real Estate	4.00
8	Agency	2.00
9	Licenses and Escrow Law	2.00

**360 Training**

(888) 360-8764

tom.anderson@360training.com

1	Environmental Hazards	4.00
10	Deeds	2.00
11	Estimating the Gross Living Area	3.00
12	Real Estate Appraisal	4.00
13	Home Inspection	4.00
14	Real Property Ownership & Land Use	4.00
15	Titles & Records	4.00
2	Contracts, Purchase & Sales Agreements	4.00

certifi

3	Closings & Settlement Costs	4.00
4	Real Estate Finance	4.00
6	Asset Management	3.00
7	Fair Housing	4.00
8	Agency	4.00
9	Code of Ethics	6.00

**4ICE.COM, LLC**

(281) 668-8833

ice@4ice.com

---

1	Ethics	4.00
2	Disclosure	4.00
3	Fair Housing	4.00
4	Real Estate Legal Issues	4.00
5	Residential Leasing	4.00
6	Green Matters and the Environment	4.00
7	Home Inspections	4.00
8	House Construction	4.00
9	Commercial Leasing	4.00

**AHI Real Estate & Insurance Services, Inc.**

(800) 894-2495

rocky@ahice.com

---

27	Legal Issues--Disclosure & Anti-Trust	2.00
28	Legal Issues--Fair Housing	2.00
35	Managing Broker Topics - Indiana	4.00
36	Instructor Topics - Train the Trainers (Instructor credit)	4.00
37	Fair Housing, License Law, Agency & Escrow	3.00
38	Legal Issues- Fair Housing	3.00
39	Representing Buyers-I	3.00
40	Code of Ethics & the Law	3.00
41	203K Financing Rehab Properties	3.00
42	Managing Broker Topics 101	6.00
43	Managing Broker Topics 102	6.00
44	Legal Issues- Ethics 101 The Rules That Guide Us	3.00
45	Working With Veterans	3.00
46	Core Topics-Indiana License Law MB103 (MBE Course Category)	4.00
47	Antitrust & Sexual Harassment	2.00

**American Society of Farm Managers and Rural Appraisers**

(303) 758-3513

dilk@asfmra.org

---

1	Agricultural Consulting Practices	12.00
2	Ag Land Management 4	8.00
3	Best in Business Ethics	3.00
4	Agricultural Consulting Principles	12.00
5	AG Land Management 1	12.00
6	AG Land Management 2	12.00
7	AG Land Management 3	12.00
8	ASFMRA 89th Annual Convention Day 1	5.00
9	Farmland Drainage Tile: Valuation and Usage	8.00

**Beer School of Real Estate**

(574) 551-0316

cheryl@independentappraisal.org

---

1	Building Green and Sustainable Housing	4.00
10	Real Estate and Taxes	2.00
11	Red Flags Property Inspection Guide	4.00
12	Scams, Scoundrels, and Real Estate Stings	2.00
13	Title Insurance for Real Estate Professionals	4.00
14	Understanding Credit & Improving Credit Scores	2.00
15	Understanding Today's Investors	4.00
16	Understanding 1031 Tax Free Exchanges	4.00

certifi

17	Indiana 30 hour Post-Licensing Education for Indiana Real Estate Broker Associat	30.00
2	Introduction to Commercial Real Estate	2.00
3	Environmental Issues in Our Real Estate Practice	4.00
4	Everyday Ethics in Real Estate	4.00
5	Fair Housing	4.00
6	Identity Theft: Protecting Your Clients and Your Business	4.00
7	Mortgage Fraud and Predatory Lending	4.00
8	Real Estate Finance Today	4.00
9	Professional Proerty Management	4.00

**Bose McKinney & Evans LLP**

(317) 684-5000

jwalker@boselaw.com

---

1	The Things You Wanted To Know About Real Estate Insurance Provisions	2.00
---	--	------

**Carpenter Realtors**

(317) 888-9311

michellesmith@callcarpenter.com

---

1	Appraisal Issues for Real Estate Brokers 2012	2.00
10	Indiana HOA's	3.00
11	How to Get the Listings	3.00
12	Inspection Strategies	2.00
13	It's a Numbers Game	3.00
14	Negotiating the Win	3.00
15	Service, Building your Business on Trust	3.00
16	Talk the Talk	3.00
17	The Price is Right	3.00
18	Fair Housing	2.00
19	Indiana License Law Update	4.00
2	Real Code of Ethics	3.00
20	Indiana License Law	2.00
21	Financing	6.00
22	Zipforms Plus	2.00
23	Envisioning and Achieving Goals	4.00
24	CFPB New Loan Estimate and Closure Disclosure	2.00
25	30 Hour Post Licensing Course	30.00
26	Cloud CMA for Powerful Pricing Presentation	2.00
27	Code of Ethics: Our Promise of Professionalism	4.00
28	Home Inspections 101	2.00
29	Staging to Sell	2.00
3	Introduction to Contracts	2.00
30	Introduction to Contracts, Case Studies and Updates	4.00
31	HECM for Purchase	2.00
32	Legal Update	4.00
33	Negotiating and Presenting Multiple Offers Effectively	2.00
34	Preparing for the Appraisal and Rebutting an Appraisal Report	2.00
35	Valuation Tools for Real Estate Brokers	2.00
36	Managing Peril through Intuitive Empowerment	2.00
37	30 Hr. Post-Licensing Sect 3, Item 3 Lead Generation and Follow-Up	2.50
38	Working With Builders	2.00
39	Social Media Ethics	2.00
4	The Closing, The Final Chapter	2.00
40	What to expect when inspecting	2.00
41	Legal Update 2019	4.00
42	Negotiating the Win	2.00
43	PreFense-The 90% Advantage	3.00
44	Legal Update 2020 with Case Studies	4.00
45	Greenbuild	2.00
46	National Association of REALTORS Code of Ethics Revised	4.00
47	Finance for 30 Hour Post Licensing When Taught By Ruoff Mortgage	6.00
48	Construction and Inspections for 30 Hours Post Licensing	2.00
49	Reading Residential Appraisal Reports Prepared for Lenders	2.00

certifi

5	FICO Scoring 101	2.00
6	How are HUD Houses Sold	2.00
7	Inspection Strategies 201	2.00
8	Social Media Marketing	2.00
9	Self Defense & Self Awareness (Agent Safety)	2.00

**CBT Alliance, LLC**

(866) 538-8193

matt@cbtrealestate.com

1	Agency Law	3.00
11	Risk Management	3.00
12	Real Estate Ethics and Practice	3.00
15	Fair Housing Law and Practice	3.00
17	Property Management	3.00
2	Contract Law	3.00
3	Ethics in Real Estate	3.00
5	Fundamentals of Real Estate Appraisal	3.00
6	Legal Issues	2.00
7	Effective Disclosure and Inspection	4.00
8	Foreclosure Fundamentals	6.00
9	Rights and Limitation of Property Ownership	4.00

**CCIM Institute**

(312) 321-4460

joellecompton@outlook.com

2	Commercial Real Estate Negotiations	7.00
3	Financial Tools for Commercial Investment Real Estate	7.00
4	Foundations for Success in Commercial Real Estate	14.25
4400	CI 101: Financial Analysis for Commercial Investment RE	34.00
5	CCIM Real Street Expo 2015	6.00
6	Feasibility Analysis for Commercial Real Estate	4.00
7	Feasibility Analysis For Commercial Real Estate	4.00
8	Foundations For Commercial Real Estate	14.00
9	Market Analysis with GIS for Commercial Real Estate	4.00
CI101	Financial Analysis for Commercial Investment Real Estate	29.00
CI102	Market Analysis for Commercial Investment Real Estate	29.00
CI103	User Decision Analysis for Commercial Investment Real Estate	29.00
CI104	Investment Analysis for Commercial Investment Real Estate	29.00

**CMPS Institute, LLC**

(734) 385-6171

hnicolas@cmpsiinstitute.org

1	Mortgage & Real Estate Taxation	3.00
2	Mortgage Math Camp	3.00
3	Cash Flow Planning For Real Estate Investors	3.00

**Cressy & Everett Real Estate**

(574) 233-6141

cindyhansen@cressyeverett.com

1	Antitrust	2.00
17	Manufacturing Methamphetamine Hazards	2.00
2	Fair Housing	2.00
23	Time Management	3.00
24	30 Hour Post Licensing Course	30.00
25	24 Hour Education Course (Activation)	24.00
26	2014 NAR Profile of Home Buyers and Sellers	2.00
27	New Exams 90 Hour Broker Course	90.00
28	Real Estate Math	2.00
29	Contracts & Agency	6.00
3	Code of Ethics	3.00
30	Real Estate Financing	6.00
31	Business Planning & Prospecting	6.00
32	Social Media, New Home Construction	6.00

certifi

33	Counseling & Negotiating Skills, Fair Housing, Antitrust	6.00
34	Real Estate in the Digital Days	2.00
4	Avoiding Litigation in a Real Estate Transaction	2.00

**Daly Educators** (513) 602-1878 josephdaly@ameritech.net

---

1	Renovation Mortgages 101	3.00
---	--------------------------	------

**Data Connection LLC, dba RealEstateCe.Com** (888) 895-8839 support@realestatece.com

---

1	Doing the Right Thing - The Code	4.00
2	Avoiding Common Mistakes	4.00
3	Building Green	4.00
4	Personal Safety	4.00
5	Managing Broker Course	4.00

**Dexterity CE LLC** (512) 893-6679 zeblowe@corp.openmtg.com

---

1	H4P A Realtor's Guide to Utilizing the HECM for Purchase	3.00
2	Qualifying the Buyer Under the New Regulations	3.00

**Education Resource, LLC** (317) 610-6689 jennifer@educationresourcesllc.com

---

1	Appraisal issues Within the Assessor Process	4.00
1	Going Green in Real Estate	3.00
10	CE 00-18-2 Technology in Residential Appraising	7.00
2	11-17-4 USPAP Update-The Official Appraisal Foundation Course	7.00
3	USPAP Update - The Official 2018-2019 Appraisal Foundation Course	7.00
4	CE 11-17-5 Appraisals within the Lending Industry	2.00
5	CE11-17-6 Appraising for the Government	2.00
6	CE 11-17-7 Appraising within the Indiana Property Tax Realm	2.00
7	CE 11-17-8 Diversity Issues within the Appraisal Industry	2.00
8	CE 11-17-9 Environmental Concerns within the Appraisal Process	2.00
9	CE 11-17-10 USPAP Appraisal Issues of the Real Estate Broker	2.00
CE 0-	What Excel Can Do For The Residential Appraiser	2.00
CE 00	Hazards of an Appraisal	7.00
CE 00	Modern Tools for the Residential Appraising	2.00
CE 00	Market Conditions Analysis in Residential Appraising	2.00
CE 00	Residential Appraising-Comparing Neighborhood	2.00
CE 00	Basic Excel For Appraisers	7.00
CE 00	An Overview of the APB Valuation Advisory 4" Identifying Comparable Properties	2.00
CE 10	Residential Lot Valuation	4.00
CE 10	Residential Relocation Appraisals	4.00
CE 10	A Reexamination of Appraisal Principles	7.00
CE 10	A Reexamination of Basic Income Capitalization for Non-residential Properties	7.00
CE 11	Appraising in the Litigation Arena	7.00
CE 11	Logic within the Appraisal Process	4.00
CE 11	Indiana Appraisal Law-Ethics, Laws and Standards	4.00
CE 11	USPAP And The Yellow Book: A Guide to Understanding Their Relationship	7.00
CE 11	Environmental Contamination in Appraising	7.00
CE 11	Testifying in Litigation Appraising	2.00
CE 11	Frequently Asked Questions-Commercial Appraising	2.00
CE 11	Frequently Asked Questions-Residential Appraising	2.00
CE 11	Recognizing Environmental Concerns Within A Commercial Appraisal Assignment	2.00
CE 11	Recognizing Environmental Concerns Within A Residential Appraisal Assignment	2.00
CE 11	Supplemental Appraisal Standards	3.00
CE10	USPAP Update 2008-2009	8.00
CE10	USPAP 2010-2011	7.00
CE10	USPAP 2014-2015	7.00

certifi

CE10	National USPAP Update Course 2016-17	7.00
CE10	Indiana Real Estate Appraisers Licensure and Certification Statutes and Rules	4.00
CE10	Indiana Appraiser's License Law	2.00
CE10	Reviewing Residential Appraisal Reports	4.00
CE10	Using the Residential Appraisal Report Forms	7.00
CE10	Appraising Partial Interests	4.00
CE10	Subdivision Analysis	7.00
CE10	Psychology of Sales Comparisons, Analysis, and Market Consistency	4.00
CE10	Settlement Procedures	2.00
CE10	Sales Comparison Design, Analysis, and Adjustments	4.00
CE10	Environmental Issues in Real Estate	2.00
CE10	Agency Law	2.00
CE10	Residential Case Studies III	4.00
CE10	Residential Rules and Regulations Fannie Mae Guidelines 2009	4.00
CE10	Market Analysis in Residential Appraisals Market conditions and 1004 MC Forms	7.00
CE10	Residential REO Appraisals (Real Estate Owned)	7.00
CE10	CE1088 Appraisal Review General	7.00
CE10	Residential Case Studies V for Appraisers	4.00
CE10	Basic Eminent Domain Appraising	7.00
CE10	Appraisal Technology and Research - Geographic	4.00
CE10	Appraisal Technology and Research - Market Analysis	4.00
CE10	CE1098 Highest and Best Use in Market Value Appraisals	4.00
CE11	CE1100 Mathematics of Real Estate Appraisal and R.E. App. of Fin. Calc.	7.00
CE11	Residential Appraisal Inspection - The Illustrated Home	7.00
CE11	Appraisal Foundation 2015 Update to Qualifications and Practice	7.00
CE11	Case Study 2014 Modern Technology in Residential Appraisals	7.00
CE11	Short Residential Appraisal Reports	4.00
CE11	Short Non-Residential Appraisal Reports	4.00
CE11	GIS, GPS and Electronics in Appraisal Work	4.00
CE11	HUD Handbook for Appraisers 2015	8.00
CE11	Residential Appraising: The Things to Think About	7.00
CE11	Understanding & Using Comparable Transactions	7.00
CE11	Residential Appraisal Review & USPAP Compliance Course	7.00
CE11	Adjustments In Residential Appraising	7.00
CE11	Diversity in the Valuation Industry	2.00
CE11	Logic within the Appraisal Process	2.00
CE11	Indiana Appraisal Law	2.00
CE11	Character, Ethics & Trust in the Modern Appraisal Practice	2.00
CE11	CE 11-17-1 Appraising in the Litigation Arena	7.00
CE11	CE 11-17-2 Logic Within the Appraisal Process	4.00
CE11	CE 00-17-2 Hazards of an Appraisal	7.00
CE11	Indiana Appraisal Law-Ethics, Laws and Standards	4.00
RG20	Supervisory Appraiser Training Course	15.00

**Empire Learning**

(855) 460-1634

support@empirelearning.com

---

1	Agency & Disclosure	3.00
10	Property Management Fundamentals	8.00
11	Real Estate Investment	3.00
2	Code of Ethics	3.00
3	Fair Housing	3.00
4	Healthy Home Fundamentals	3.00
5	Preventing Identity Theft	3.00
6	Tax Benefits of Residential Rental Property	3.00
7	Distressed Properties	4.00
8	Healthy Homes	3.00
9	Understanding the Code of Ethics	4.00

**Fair Housing Center of Central Indiana**

(317) 644-0673

anelson@fhcci.org

certifi

1	Fair Housing	2.00
2	Fair Housing	2.00
3	Third Annual Fair Housing Conference	5.00
4	Fair Housing: Putting the Pieces Together 4th Annual Fair Housing Conference	4.00
5	FHCCI 5th Annual Fair Housing Conference & Anniversary Celebration	4.00
6	FHCCI 6th Annual Fair Housing Conference	4.00

---

**Farm Credit Mid-America** (502) 410-2284 dennis.badger@e-farmcredit.com

1	2020-2021 7 Hour National USPAP Update Course	7.00
---	---	------

---

**Fate Real Estate LLC** (317) 714-1653 kassidy@coopergroupindy.com

1	Section 8 Property Management 101 Understanding Basics of Section 8 Program	2.00
2	Section 8 Property Management 102 Understanding Section 8 Rental Process	2.00
3	Section 8 Property Management 103 Understanding Section 8 Inspections	2.00
4	Section 8 Property Management 104 Understanding Section 8 Marketing Process	2.00
5	Section 8 Property Management 105 Understanding Section 8 Leasing/Move In Proces	2.00
6	Section 8 Property Management 106 Understanding Section 8 Continual Property Man	2.00
7	Section 8 Property Management 107 Understanding Section 8 Property Maintenance	2.00
8	Section 8 Property Management 201 Comprehensive Guide To Section 8 Program	12.00

---

**General Title Insurance Company** (800) 344-7445 joboye@generaltitleco.com

1	What is Title Insurance	2.00
2	Risk of Cyber Fraud on the Agency Escrow Account	2.00
3	Real Estate Ethics Training	3.00

---

**GetMeRenewed.com** (844) 828-0505 hello@getmerenewed.com

1	Anti Trust	4.00
2	Environmental Issues	4.00
3	Ethics	4.00
4	Fair Housing	4.00
5	Legal Issues	4.00
6	Property Management	4.00
7	Short Sale	4.00
8	1031 Exchange	4.00

---

**Greater Louisville Association of Realtors** (502) 894-9860 education@louisvillerealtors.com

27	Seller Disclosure & Procuring Cause	3.50
28	Presenting Multiple Offers & Agency Forms	2.50
3	Meth, Mold, Murder and Madness	3.00
30	Legal Boot Camp	5.50
31	Short Sales Happen	2.50
32	Sales Contracts	2.50
36	Using a Reverse Mortgage for Purchase	2.50
42	Contract Law	3.00
45	Death, Divorce & Taxes	3.00
46	Auction Basics	3.00
47	Landlord Tenant Law	3.00
48	Survey Says	3.00
49	The Nuts & Bolts of HUD 1 Settlement Statement	3.00
51	The Older Client and the Real Estate Agent	3.00
52	Opportunities & Advantages of Home Warranty Disclosure	3.00
53	Title Issues	3.00
54	Limiting Referral Liability, Got Gas & What a	3.00
55	What a Home Inspection Isn't,	3.00

certifi

57	Real Estate & Insurance, the Odd Couple	3.00
58	Discovering Commercial Real Estate	3.00
59	Representing the Real Estate Investor	3.00
60	Bullet Proofing the RE Closing	3.00
61	Yes, No or It Depends	3.00
7	Fair Housing	2.50
8	Real Estate Jeopardy	2.50

**Greater Northwest Indiana Association of Realtors**

(219) 765-3600

sara@gniar.com

---

11	The Code of Ethics: Our Promise of Professionalism - Quadrennial Third Quarter	4.00
13	Residential Forms - Listing and Purchase Forms	4.00
16	Understanding Contingencies	2.00
17	Working With Bank Owned Properties (REO'S)	2.00
18	Representing Seller Clients	2.00
19	Working With Distressed Sellers	2.00
20	Dealing With "Under Water" Sellers	2.00
21	Appraisal Applications for Real Estate Licensees	2.00
22	Indiana Real Estate License and Escrow Laws	2.00
29	License Law - A Review of Senate Bill 275	2.00
31	Understanding New Construction	2.00
32	Mortgage Finance and Credit Scoring	2.00
38	Understanding New Construction	2.00
39	Mortgage Finance and Credit Scoring	2.00
40	USPAP and Broker Price Opinion Reports	2.00
41	Basic Fundamentals of New Construction Residential Homes	2.00
42	Basic Fundamentals of New Construction Residential Homes	2.00
43	Credit Scoring	2.00
47	Commercial Real Estate 101	2.00
50	The Law of Agency (Managing Broker Mandatory Course)	2.00
51	Social Media Fair Housing, Legal Issues & License Law	3.00
52	Social Media Ethics for Real Estate	3.00
53	Indiana License and Escrow Law	2.00
54	Law of Agency	2.00
55	Role of the Managing Broker	4.00
57	Indiana Housing and Community Development Authority Homeownership Programs	2.00
58	CFPB Loan Closing Disclosures	2.00
59	Settlement Procedures with CFPB Loan & Closing Disclosures	3.00
64	Mortgage Financing for Real Estate Licensees	6.00
65	Managing the Real Estate Transaction	6.00
66	Representing the Condominium Buyer or Seller	2.00
68	Diversity & the Real Estate Professional	2.00
69	FHA HECM Reverse Mortgage, HECM for Home Purchase & the senior in the RE Market	2.00
72	Unethical & Unlawful Use of Media	3.00
73	Email Compromise & Wire Fraud	2.00
74	Safety Matters: Safe Business = Smart Business	4.00
75	Antitrust	2.00
78	Home Inspection Survival Guide for REALTORS	2.00
79	On-Site Sewage Systems: The Infrastructure Asset That Nobody Boasts About	4.00
80	Community Development Forum - Affordable Housing Partnerships	4.00
81	The Snippets of Real Estate Law	6.00
83	Email Compromise & Wire Fraud	2.00
85	RPR: Making a Member Benefit Work for Your Clients	2.00
86	Embracing an Ethical Environment	3.00
88	50th Underwriting Process, FHA Appraisals & Credit Scoring	2.00
89	Who, What, Where, When, Why and How of Real Estate Law	6.00
90	NAR's Code of Ethics	4.00
91	Managing The Transaction (MB and Broker)	6.00
92	Antitrust and Real Estate (MB and Broker)	2.00
93	Net Sheet to Success (MB and Broker)	2.00



certifi

94	Unique Topics in Real Estate Practice (Broker only)	6.00
95	Procuring Cause in Real Estate	2.00
96	Real Estate Commission Disciplinary Procedures (Broker & MB)	2.00

**Greater South Bend-Mishawaka Association of Realtors, Inc.** (574) 289-6378 mlarimer@sbmaor.com

---

1	Smart Growth for The 21st Century	4.00
2	Social Media Ethics, Policy and Compliance	3.00
3	The Fair Housing Act- An Overview of Key Components	3.00
4	Understanding And Writing An Enforceable Purchase Agreement	3.00

**HANDS ON Real Estate Career Institute** (502) 592-0805 handsonrecinstitute@gmail.com

---

1	24 Hour Indiana Managing Broker Course	24.00
10	R.E. Disclosure Issues; Buyer & Seller Obligations	3.00
11	Running A Small Brokerage & Firm	3.00
12	Social Media Ethics	3.00
13	The Residential Contract: Issues Disputes & Solutions	4.00
14	Understanding Environmental Regulations	3.00
15	What Does It MEan To Be Green	3.00
16	What's the FHA Appraiser Looking For?	3.00
17	Performing Quality BPO's	4.00
18	Taking the Distress Out Of The Distressed Properties	3.00
19	Commercial Real Estate As A Career	3.00
2	30 Hour Post Licensing Course	30.00
20	Building A Succesful Commercial Real Estate Business	3.00
21	Commercial Real Estate Transaction Flow	3.00
3	Evaluating Current Standards in Fair Housing	4.00
4	NAR: May the Code Be With You	4.00
5	Keeping It Real & Property Law & Case Studies	4.00
6	Exploring Agency Concepts & Disclosure	4.00
7	Navigating the Path Through Settlement	4.00
8	Property Tax & Mortgage Valuation	4.00
9	Real Estate Contracts	4.00

**Home Warranty, Inc.** (877) 977-4949 info@homewarrantyinc.com

---

1	The Insider's Guide to Home Warranties	3.00
---	--	------

**HomeServices Real Estate Academy** (502) 425-4760 abuchanan@homeservicesky.com

---

1	Short Sales, Contract for Deed, Lease Option	2.00
10	Renovation Lending	3.00
11	Renovation Lending	1.00
13	You Said What? Understranding Anti-Trust	3.00
15	Understanding RESPA --Avoiding the Government Paid Condo	3.00
16	Ethics & Real Estate	3.00
18	Buyer Representation	4.00
19	Environmental Issues	4.00
2	Sucessfully Selling HUD Homes	0.00
20	Fair Housing	4.00
22	From The Ground UP	3.00
23	Predatory Lending / Loan Fraud	3.00
24	ANSI Residential Measuring Standard	3.00
25	You Before Me - Demystifying Fiduciary Duties	3.00
29	Managing Risk in Today's Marketplace	3.00
30	Death, Divorce and Taxes	3.00
32	Creative Financing	3.00
35	6 Easy Ways to Ruin Your Life-Antitrust Issues	3.00

certifi

36	Creatitive Financing	3.00
37	Representing the Real Estate Investor	3.00
38	Bad Boys: Whatcha Gonna Do?	3.00
39	The Code of Ethics: Our Promise of Professionalism	3.00
40	24 Hour Education Course (Activation)	24.00
41	Bullet Proofing the Real Estate Closing	3.00
5	Short Sales & Foreclosures	6.00
6	Lead Paint Issues, SAFE ACT, Lease with Options & Lease with Purchase Contracts	3.00
7	Sellers Disclosure & Procuring Cause	3.00
8	Meth, Mold, Murder and Madness	3.00

**Hondros College of Business**

(614) 508-7254

compliance@hondros.com

---

1	What Does it Mean To Be Green	3.00
10	NAR: May the Code Be With You	4.00
11	Keeping it Real: Property Law and Case Studies	4.00
12	Exploring Agency Concepts and Disclosure	4.00
13	Course Evaluating Current Standards in Fair Housing	4.00
14	The Residential contract: Issues, Disputes and Solutions	4.00
15	30 Hour Indiana Real Estate Post Licensing	30.00
16	24 Hour Indiana Managing Broker	24.00
2	Understanding Environmental Regulations	3.00
3	Social Media Ethics	3.00
4	Running A Small Brokerage Firm	3.00
5	Real Estate Disclosure Issues: Buyer and Seller Obligations	3.00
6	Property Tax and Mortgage Valuation	3.00
7	The Residential contract: Issues, Disputes and Solutions	4.00
8	Real Estate Contracts	4.00
9	Navigating the Path Through Settlement	4.00

**Indiana Auctioneers Association, Inc.**

(317) 859-8990

director@indianaauctioneers.org

---

1	Public & Private Land Use Controls	2.00
---	------------------------------------	------

**Indiana Business and Real Estate Academy**

(317) 250-1724

ibreaofindianapolis@gmail.com

---

1	Real Estate Steeple Chase	2.00
12	Evaluating Current Standards in Fair Housing	4.00
13	Exploring Agency Concepts and Disclosure	4.00
14	Keeping It Real: Property Law and Case Studies	4.00
15	NAR: May The Code Be With You	3.00
16	Navigating The Path Through Settlement	3.00
17	Performing Quality BPO's	3.00
18	Property Tax & Mortgage Valuation	3.00
19	Real Estate Contracts	3.00
2	Stay Out of Real Estate Jail	2.00
20	Real Estate Disclosure Issues: Buyer and Seller Obligations	3.00
21	Running A Small Brokerage Firm	3.00
22	Social Media Ethics	3.00
23	Taking the Distress Out of Distressed Properties	3.00
24	The Residential Contract: Issues, Disputes and Solutions	3.00
25	Understanding Environmental Regulations	3.00
26	What Does It Mean To Be Green	3.00
27	What's The FHA Appraiser Looking For	3.00
28	Indiana Real Estate Agency Law	2.00
29	To Have and To Hold-Single Family Rental Investing Consideration	2.00
3	Indiana License and Escrow Law	2.00
30	Finance SLP (Special Lending Programs) A Panel Discussion	2.00
31	Favorite F Words: Find, Finance, Fix and Flip	2.00
32	Selling Homes In A Volatile Sellers Market	2.00

certifi

33	Agency Breaches you Won't Believe (Classroom)	2.00
34	Standardized Language for Non-Standard Issues (Classroom)	2.00
35	Real Estate In A Volatile Seller's Market (Classroom)	2.00
36	Improve Writing and Negotiating Contracts (Classroom)	2.00
37	Here Comes the Judge-Recent Cases Affecting Indiana Brokers (Classroom)	2.00
38	Flushing Out A Presentation on Septic's and Sewers	2.00
39	Realtor Self Defense	2.00
4	Ethics in Real Estate	2.00
40	Ethics In Real Estate (Online)	3.00
41	Real Estate Steeple Chase (Online)	2.00
42	Indiana Real Estate Agency Law (Online)	2.00
43	Agency Breaches You Won't Believe (Online)	2.00
44	Improve Writing and Negotiating Contracts (Online)	2.00
45	Real Estate In A Volatile Sellers Market (Online)	2.00
46	Indiana License and Escrow Law (Online)	2.00
47	Navigating Home Warranties	2.00
48	Real Estate Investing 101	2.00
49	24 Hour Managing Broker Course	24.00
5	Ethics in Real Estate	2.00
50	30 Hour Post Licensing Course	30.00
51	Risk Reduction in the Real Estate Industry	2.00
52	Addressing Common Issues in A Purchase Agreement	2.00
53	New Home Construction From Site Selection to Closing	2.00
54	Navigating Home Warranties	2.00
55	Environmental Hazards	2.00
56	Environmental Hazards	4.00
56	24 Hour Broker Course (Online)	24.00
57	30 Hour Post Licensing Course (Online)	30.00
57	Performing and Presenting and Accurate CMA	2.00
58	Effective and Compliant Advertising	2.00
58	Not the Typical Title Transaction (Live)	2.00
59	Risk Reduction in the Real Estate Estate Industry (Online)	2.00
6	Stay Out of Real Estate Jail	2.00
60	New Home Construction from Site Selection to Closing (Online)	2.00
61	Ethics in Real Estate (Online)	3.00
62	Addressing Common Issues in a Purchase Agreement(Online)	2.00
63	Environmental Hazards (Online)	2.00
64	Open and Manage a Real Estate Office (Online)	4.00
65	Effective and Compliant Advertising- Online	2.00
66	Addressing Common Issues in a Purchase Agreement(Online)	2.00
67	Property Condition Assessment(Live Course)	3.00
7	Real Estate Steeple Chase	2.00
8	Indiana License and Escrow Law	2.00

**Indiana CCIM Chapter**

(317) 735-4000

IndianaChapter@ccim.net

---

1	CCIM Calculator Class	3.00
2	Financial Analysis Tools for Commercial Real Estate	7.00
3	Real Estate Investment Risk Analysis	4.00
4	Michiana Commercial Real Estate Panel	2.00
6	User Cost of Occupancy Analysis	4.00
8	Michiana Commercial Real Estate Panel	2.00

**Indiana Commercial Board of Realtors**

(317) 328-5259E

kpaugh@myicbr.org

---

10	Retail Feasibility Analysis	2.00
11	LEDO Panel	2.00
12	Legislative Issues Affecting Commercial Real Estate	2.00
13	Champions of Commercial Real Estate	2.00
16	License Law	2.00

certifi

19	Discovering Commercial Real Estate	4.00
20	Flavors of Owner User Financing	2.00
21	Real and Personal Property Assessments	2.00
22	Commercial Real Estate in Indianapolis	2.00
23	Commercial Lease Contracts	2.00
24	Business Brokerage - The Facts	2.00
25	Commercial Real Estate Tax Law Changes	2.00
26	Estimating Market Value	2.00
27	Commercial Real Estate Best Practices	2.00
28	Due Diligence Done Right	2.00
29	Indiana Property Taxes - 50 Shades of Gray	2.00
3	Commercial Legislation	2.00
30	Like-Kind Exchanges	2.00
31	Commercial Purchase Agreements	
31	Commercial Purchase Agreements	2.00
31	Commercial Purchase Agreements	2.00
32	How to Make Green Your Competitive Advantage	2.00
33	Agency law	2.00
34	License Law	2.00
35	Anti-Trust Basics, Enforcement, Policies and Compliance	2.00
36	Legal and Financing Issues in Commercial Real Estate	2.00
37	Due Diligence Done Right (Online)	3.00
38	Land Entitlement	2.00
39	Commercial Real Estate Market Outlook	2.00
4	Anti-Trust Basics, Enforcement, Policies and Compliance	2.00
40	Property Management in a Changing World	2.00
41	Commercial Real Estate Data, Technology & Research	2.00
42	Ethics in a Social Media World	2.00
43	Commercial Real Estate Market Outlook	3.00
44	Commercial Real Estate Data, Technology & Research	4.00
45	Legislative Issues Affecting Commercial Real Estate	2.00
46	Elements of Property Condition Assessments	2.00
47	Commercial Real Estate Best Practices	2.00
48	Work Place Violence Prevention for Property Management	2.00
49	Environmentally Challenged Sites	2.00
5	Commercial Financing	2.00
50	Commercial RE Components, BOMA Standards & Listing/Purchase Agreement Form Review	2.00
51	Environmental Issues for Commercial Real Estate	2.00
52	Economic Development trends and Site Certification	2.00
53	Industrial Specialist Panel	2.00
54	Flavors Of Owner/User Financing	2.00
55	Changing trends In Commercial Real Estate Markets & Evolving Eco	2.00
56	Elevating Elite Education	2.00
57	Real Estate Transactions in an Uncertain Tax Environment	2.00
58	District Day: Economic and Tax Update For Commercial Real Estate	2.00
59	Lessons LEarned in the Trenches	2.00
60	Market Trends for Investment Real Estate Under a Greater Challenging Year	2.00
61	Knowing A Buildings Energy Performance	2.00
62	The Role of Real Estate In Local Government	2.00
63	The Economic Outlook for Investors and Business Decision Makers	2.00
64	Title Insurance and Surveys for the Commercial Broker	2.00
65	CCIM Market Analysis-Tools & Technology for Commercial Brokers, Investors and De	2.00
67	Tax Planning for Real Estate Transactions	2.00
68	Working With A Commercial Broker	2.00
69	Technology and Innovation in Commercial Real Estate	2.00
7	Anatomy of a Commercial Lease	2.00
70	Education, Experience and Expertise: You need all 3 to succeed in CRE	2.00
71	Exploring Opportunity Zones (Broker & MB)	2.00
8	Commercial Real Estate Appraisal	2.00
9	Agency Law	2.00

**Indiana Real Estate Appraisal Association**

(812) 234-6317C gvarcher@aol.com

1	How to Fill Out the URAR Appraisal Report (Broker)	7.00
10	Houses, Types. Architectural Style and Design and Basic Home Construction (B)	7.00
11	Appraisal Review (Broker)	7.00
12	Defensible Appraisal Practices (Broker)	7.00
13	Appraising Green Residences (Broker)	7.00
14	Today's FHA and VA (Broker)	7.00
16	Understanding and Using Comparable Transactions (Broker)	7.00
17	Residential Appraising: New Things to Think About (Broker)	7.00
19	Basic Construction Refresher (Broker)	7.00
20	Better Safe than Sorry (Broker)	7.00
21	Developing and Supporting Adjustments (Broker)	7.00
22	Appraisal of Small Residential Income Properties	7.00
23	2020-2021 Uniform Standards of Professional Appraisal Practice	7.00
24	Performing USPAP Compliant Appraisal Reviews	7.00
25	An Appraiser as an Expert Witness	7.00
3	Residential Appraiser Site Valuation (Broker)	7.00
4	Residential Appraiser & the Cost Approach (Broker)	7.00
6	Basic Home Construction (Broker)	4.00
7	How to Screen Residential Properties for Apparent Environmental Hazards (Broker)	8.00
8	HOUSES: Types, Architectural Style and Design (Broker)	3.00

**Indiana Real Estate Institute**

(317) 888-3000 brian@indianarealestateinstitute.com

11	Agency Issues	2.00
12	Pricing Real Property and Appraisal Issues	2.00
13	Providing Service to the Buyer and Seller	2.00
14	Fair Housing and Practices	2.00
15	Ethics and Professional Standards	2.00
16	Home Inspections and Home Warranties	2.00
17	Real Estate Contracts	2.00
18	Real Estate Investing	
19	Win-Win Negotiations	2.00
20	Residential Brokerage - Running Your Business Like a Business	2.00
21	Residential Brokerage - Creating Value for Your Clients	2.00
22	24 Hour Education Course (Activation)	24.00
23	10 Things Every Managing Broker Should Tell Their Agents	2.00
25	Measuring Square Footage by ANSI Standards	2.00
26	Introduction to Commercial Real Estate	2.00
27	Outside of the Box Lending	2.00
28	Making Adjustments	2.00
29	Real Estate Taxation	2.00
30	Public and Private Land Use Controls	2.00
31	Environmental Issues and Residential Housing	2.00
32	Title Records and Title Insurance	2.00
33	30 Hour Real Estate Post Licensing	30.00
34	How To Write an Effective CMA	3.00
35	Home Designs & Square Footage	3.00
36	Property Management	2.00
37	Property Interests & Ownership	2.00
38	Real Estate Brokerage	2.00
39	Underwriting & Credit Scoring	2.00
40	Leasing of Real Estate	2.00
41	FHA & VA Appraisal Inspections and Reporting	2.00
42	CE-How To Think Like An Appraiser	2.00
43	CE-Indiana License Law	3.00
44	CE-Running a Better Brokerage (Managing Broker)	2.00

certifi

---

**Interact CE** (206) 313-4522 markb@interactce.com

---

1	Better Agent Generation	6.00
2	Ethics Adventure	3.00
3	Title Generation	3.00
4	Buyers Generation	1.00
5	12 Hour Generation	12.00

---

**InterNACHI- International Association of Certified Home Insp** (720) 735-7125 education@internachi.org

---

1	Saving Home Energy for Real Estate Professionals	6.00
2	Home Energy Efficiency for Real Estate Professionals	4.00
3	Home Energy Score for Real Estate Professionals	3.00
4	Home Energy Efficiency for Real Estate Professionals	4.00
5	Home Energy Score for Real Estate Professionals	2.00
6	Saving Home Energy for Real Estate Professionals	2.00

---

**International Right of Way Association** (310) 538-0233e koonce@irwaonline.org

---

1	IRWA: Railroad Symposium	8.00
10	2020 IRWA Right of way Management Program	6.00
2	IRWA Condemnation Seminar	6.00
3	IRWA Eminent Domain Mock Trial Course	6.00
4	IRWA Ch 10 Railroad Symposium	4.00
5	C200 Principles of Right of Way Negotiation	6.00
6	IRWA Law Day Symposium	6.00
7	IRWA Transportation/Infrastructure Day Program (Live)	6.00
8	2019 IRWA Railroad Symposium	6.00
9	2019 IRWA Eminent Domain/Condemnation Program	6.00

---

**Janice Miller-First Advantage Realty Inc** (812) 858-2400 buc@erafirst.com

---

1	Legal Issues & Fair Housing	3.00
2	Buyer Representation	3.00
3	Agency Escrow Fair Housing and License Law	3.00
4	Code of Ethics	3.00

---

**Kelley School of Business** (812) 855-7794 domccoy@indiana.edu

---

1	Introduction to Real Estate Analysis	12.00
2	Real Estate Appraisal	12.00
3	Real Estate Finance & Investment Analysis	12.00
4	Commercial Real Estate Workshop	12.00

---

**La Porte County Association of REALTORS** (219) 324-8120 lpcar@frontier.com

---

1	Advertising the Fair Housing Way	2.00
10	Risk Management	2.00
11	Code of Ethics	4.00
12	NAR Realtor Safety Course: Safety Matters	4.00
13	Risk Management	2.00
14	Diversity and the Real Estate Professional	2.00
15	RPR-REALTORS Property Resource AVMS, RVMS, &Showing the Consumers the Differer	4.00
16	Environmental Considerations in Real Estate	2.00
17	License Law	2.00
18	Purchase Agreements	2.00
19	Home Inspection Survival Guide for REALTORS	2.00
2	Settlement Procedures	2.00

certifi

20	Credit Scoring	2.00
21	Procuring Cause In Real Estate (Broker and MB)	2.00
22	Buyer Agency	2.00
23	Dont Become a Victom- Cyber Security and Fraud Awareness	2.00
24	Get Your Guard up Safety & Self Defense Tactics	2.00
25	Real Estate, Internet and Privacy in the Information Age	2.00
3	The Law of Agency	2.00
4	License and Escrow Laws	2.00
5	Mortgage Fraud	2.00
6	Managing Broker Update	2.00
7	Real Estate Appraisals	2.00
8	Anti-Trust and Real Estate	2.00
9	TRID	2.00

**Lafayette Regional Association of Realtors**

(765) 429-5411

cjkendall63@yahoo.com

---

1	License Law & Agency	2.00
2	Fair Housing & Anti Trust	2.00
3	Listing & Purchase Agreements	2.00
4	USPAP & Settlement Procedures	2.00
5	Mortgage Fraud & REO's	2.00
6	Real Estate Safety Matters	4.00
7	Diversity	2.00
8	Managing The Transactions	6.00

**Linda McGinn School of Real Estate**

(812) 663-6454

LLMcGinn@cs.com

---

1	Agency Law	2.00
10	Fair Housing	3.00
11	Real Estate Appraisal	3.00
12	Property Management	3.00
13	land Use Controls and Property Development	2.00
14	Environmental Issues	3.00
15	Code of Ethics	4.00
16	Government Involvement in Real Estate Financing	3.00
17	Real Estate Brokerage	2.00
18	Real Estate Financing	3.00
19	Investing in Real Estate	2.00
20	Red Flags Property Inspection Guide, 3E Environmental issues in your Real Estate	2.00
21	Red Flags Property Inspection Guide, 3E Environmental issues in your Real Estate	3.00
3	Settlement Procedures	2.00
4	Listing Contracts and Purchase Agreements	2.00
5	Over Coming Objections in Marketing	2.00
6	Staying up in a Down Market	2.00
7	30 Hour Post Licensing Course	
8	24 Hour Managing Broker Course	24.00
9	24 Hour Education Course - Activation	24.00

**McColly School of Real Estate, Inc.**

(219) 864-7200

rhonda@mccolly.com

---

1	Avoid Roadkill-top10 stupid things really smart reltrs do to mess up their lives	0.00
10	Working with Distressed Sellers	2.00
11	Working with Bank Owned Properties	2.00
12	Indiana Estate License Law Review Of Senate Bill 275	2.00
13	Mortgage Finance Principles For Real Estate Licnesees	2.00
14	30 Hour Post Licensing Course	
15	24 Hour Education Course - Activation	24.00
16	Dodd-Frank, the CFPB and the Coming Changesto real Estate Closings	4.00
17	Home Financing in Today's Real Estate Market	3.00
18	Agency - The Big Picture (online)	4.00

certifi

19	Keeping It Real: Property Law and Case Studies	4.00
2	Social Media Marketing for Real Estate Professionals	2.00
20	What's Up Doc: Examining Investment Properties (online)	4.00
21	Thinkling Outside the Box: Financing Investment Properties (online)	4.00
22	Painless Property Rentals: Managing Investment Properties (online)	4.00
23	The Residential Contract: Issues, Disputes and Solutions (online)	4.00
24	NAR: Ethical Training Throught the Standard of Practice (online)	4.00
25	Counselign Clients on Property Values	2.00
26	Counseling Clients on Property Flipping	2.00
27	Fair Housing Practices for Real Estate Professionals	2.00
28	24 Hour Managing Broker Course (Online)	24.00
29	30 Hour Post Licensing (Online)	30.00
3	The Long and Short of It: Anatomy of a Short Sale	6.00
30	Understanding Tax Lien Sales	2.00
31	Agency Law Revisited	2.00
32	Counseling Clients on Property Values	2.00
33	Fair Housing Practices for R.E. Professionals	2.00
34	Understanding Contingencies	2.00
35	NAR Code of Ethics	4.00
36	Easements, Riparian Rights, and Surveys	2.00
37	Running A Small Brokerage Firm Online Course MB/Broker	4.00
38	Risky Business: Protecting Your License and Brokerage-Online	3.00
39	Commercial Real Estate Transaction Flow-Online	3.00
4	The FHA HECM (Reverse Mortgage) & HECM for Home Purchase Program	2.00
40	Building A Successful Commercial Real Estate Business-Online	3.00
41	Evaluating Current Standards IN Fair Housing-Online	4.00
42	Exploring Agency Concepts and Disclosure-Online	4.00
43	NAR May the Code Be With YOu-Online	4.00
44	Navigting the Pah Through Settlement-Online	4.00
45	Performing Quality BPO's-Online	4.00
46	Understanding Environmental Regulations-Online	3.00
47	What's the FHA Appraiser Looking For?-Online	3.00
48	What Does It Mean To Be Green?-Online	3.00
49	Just a Little More Time	2.00
5	Mortgage Fraud	2.00
50	ISpy	2.00
51	Just a Little More Time	2.00
52	I Spy	2.00
6	Alternative Financing Methods: Land Contracts, Lease-to-Own, Purchase Money Mg.	2.00
7	Understanding & Completing Short Sales	2.00
8	Pricing Listings in a Difficult Market	2.00
9	Counseling Clients of Property Flipping	2.00

**McKissock, LP**

(800) 328-2008

Jackie.vincent@mckissock.com

---

100	Fair Housing	4.00
104	Navigating a Hot Seller's Market	4.00
105	Helping Buyers Narrow in on Their Dream Home	2.00
106	How to Work With Real Estate Investors - Part 2	3.00
107	Real Estate Investing: Beyond the Basics	4.00
115	A New Look at Contract Law	3.00
117	Fair Housing	4.00
118	The Power of Exchange: Discover the Value of 1031 Tax Deferred Exchanges	3.00
119	Managing a Real Estate Brokerage (w/video component)	4.00
121	Know the Code: Your Guide to the Code of Ethics	3.00
122	Getting Down to the Facts about Fair Housing	3.00
125	The Nuts and Bolts of Commercial Real Estate	4.00
126	Foreign Investment in U.S. Real Estate	4.00
127	The Basics of Land Management	3.00
130	Americans with Disabilities Act ADA	3.00



certifi

133	Millennials are Changing Real Estate: Are You Ready	3.00
134	The Property Mangement Primer	3.00
135	Using Retirement Assets to Purchase Real Estate	3.00
137	Lead Alert: A Guide for Property Managers	3.00
138	Uncovering the Facts About Mortgage Financing	3.00
139	Online Correspondence: Helping Buyers Narrow in on Their Dream Home	2.00
140	Online Correspondence: Real Estate Safety: Protect Yourself and Your Client	3.00
141	Real Estate Safety: Protect Yourself and Your Clients	3.00
142	Finding Your Focus: Niche Marketing for Real Estate	3.00
143	Real Estate Investing: Beyond the Basics	4.00
144	Online Correspondence: Know the Code: Your Guide to the Code of Ethics	3.00
145	Online Correspondence: A New Look at Contract Law	3.00
146	Online Correspondence: A Homey Buyer's Guide to Credit Scores	2.00
149	Going Green: Elements of an Eco-Friendly Home	3.00
150	Managing a Real Estate Brokerage	4.00
151	What Everyone Should Know About Their Credit History	2.00
153	Online Correspondence: Listing Agreements	3.00
154	Top Policy Issues Facing Brokerage Today	3.00
155	The Doctor is In: Disgnosing Your Risk Management	3.00
156	Online Correspondence: Americans with Disabilities Act ADA	3.00
157	Drama and the Code of Ethics	3.00
158	Online Correspondence: Drama and the Code of Ethics	3.00
159	Smart Home Technology	3.00
160	Educating Sellers	2.00
161	Educating Homebuyers	3.00
162	Intro To Property Management: Market Analysis Risk Management and Maintenance	3.00
163	Real estate Taxes	3.00
164	Managing Online Transactions (Demonstrated with dotloop)	3.00
165	Live Webinar: REAl Estate Investing Made Clear, Concise and Compelling	3.00
28	Listing Agreements	3.00
54	A Day in the Life of a Buyer Agent	3.00
63	Preparing A Listing Agreement: An In-Depth Look	4.00
65	How to Work with Real Estate Investors - Part 1	3.00
85	Online: A Day in the Life of a Buyer Agent	3.00
89	Online: Basics of Green Building for Real Estate	4.00
92	The End of the Paper Trail: How to Conduct Paperless Transactions	3.00
93	Short Sales and Foreclosures	3.00
95	Managing a Real Estate Brokerage (Correspondence)	4.00

**Meridian Title Corporation**

(800) 777-1574

kriland@meridiantitle.com

---

1	Title Insurance	2.00
13	Representing the Condominium Buyer & Seller	2.00
14	Short Sale Basics	2.00
15	Alternative Financing	2.00
16	ABC's of Underwriting	2.00
17	Settlement Procedures	2.00
18	Agency Law	2.00
19	Borrowers in Default and REO Transactions	2.00
2	Settlement Procedures	2.00
20	A Complete Guide to Short Sales	2.00
21	The Listing Interview&How to Uncover Title Related Matters	1.00
22	Short Sales Beyond Basics	2.00
23	CFPB Loan and Closing Disclores	1.00
24	CFPB Loan and Closing Disclosures.	2.00
25	Indiana Tax Sales	2.00
26	Understanding the Indiana Tax Process	1.00
27	Closing HUD Homes/Buyers Select Closing Agent Program	1.00
28	Understanding and Writing an Enforceable Purchase Agreement	3.00
29	Unlocking the Mysteries of a Title Commitments	2.00

certifi

3	License & Escrow Law	2.00
30	Understanding and Writing an Enforcable Purchase Agreement	3.00
31	Unlocking the Mysteries of a Title Commitments	2.00
32	The New Normal, As The Closing World Turns	2.00
33	The Listing Interview & How to Uncover Title Related Matters + Understanding &	4.00
34	Get Your Guard Up-Safety & Self Defense Tactics	2.00
35	Get Your Guard Up-Safety & Self Defense Tactics for the Real Estate Professional	2.00
36	Don't Become A Victim-Cyber Security and Fraud Awareness	2.00
37	Realtors Guide to Surviving Home Inspections	2.00
38	Best Practices For A Smooth Transaction-Turning Sold Into Gold	2.00
39	Real Estate in The Digital Days	2.00
4	Agency Law	2.00
5	Commitment, Closing, Commission! Dissection of a Title Commitment and HUD	2.00
7	The ABC's of Underwriting	2.00
8	Working with Credit Impaired Clients & Their Real Estate	2.00
9	Property Inspections	2.00

**Metropolitan Title of Indiana, LLC**

(260) 497-9469

msklenar@metrotci.com

---

1	Working With a Commercial Broker	2.00
10	Eleven Steps To Short Sale	3.00
11	The New RESPA & Real IN Settlement Procedures	3.00
12	Ten Steps To Closing Short Sales	3.00
13	Basic Indiana Bankruptcy and Foreclosue Laws	3.00
14	Fire, Ice, and Mudslides	2.00
2	Consumer Finance Protection Bureau/TILA/Regulator Changes	2.00
3	Alternative Financing	2.00
4	Everything you Want To Know About Title Insurance	1.00
5	Till Death Do Us Part-Wills, Estates and Trusts	2.00
6	Goodbye HUD	2.00
7	Settlement Procedures	2.00
8	1031 Exchanges	2.00
9	Basic Bankruptcy & Foreclosure	2.00

**MIBOR REALTOR Association**

(317) 956-1912

jeanettelangford@mibor.com

---

1	Professional Standards Enforcement the Right Way	3.00
10	Professional Standards Hearing Panel Training	3.00
11	The Role of Grievance Committee and Citation Panels	3.00
12	The Three C's-Cooperation, Compensation and the Code of Ethics	3.00
2	Enforcing The Code and Its Standards	3.00
3	Concepts of Professional Standards Enforcement for Grievance Committee	3.00
4	Advanced Professionals Standards: The Touch Questions	3.00
5	Grievance Committee Seminar	3.00
6	Professionalism And the Enforcement of the Code of Ethics	3.00
7	The Code, the Law and Procuring Cause: Serving the Client and Understanding Comp	3.00
8	Advanced Concepts of Professional Enforcement of the Code (MB)	3.00
9	The Board of Directors and Their Responsibilities in Professional Standards Proc	3.00

**National Business Institute**

(800) 930-6182c

elizabeth.zenner@nbi-sems.com

---

1	Surveys, Plats, Historical Records, Legal Descriptions and Title Insurance	14.00
2	Indiana Foreclosures and Workouts	7.00
3	Top 10 Title Defects - Cured	7.00
4	Practical Guide to Zoning and Land Use Law	7.00
5	Resolving Commercial lease Disputes	7.00
6	Boundary Issues and Easement Law	7.00
7	Farm Business Law	7.00
8	BOOT CAMP: Foreclosure and Loan Workout Procedures	7.00
9	Practical Guide to Zoning and Land Use Law	7.00

<b>Near North Title Group LLC</b>			(574) 208-5080	wwalker@nntg.com
1	Who Signs Closing the Sale When it's Not Mr. and Mrs. Seller			2.00
<b>New Day Realty Training, New Day Realty LLC</b>			(317) 786-1111	dee@deeayoung.com
1	Managing Broker Annual Review 2018-2019 Part 1 (Broker & MB)			2.00
10	Instructor's Review To Renew 19-20 for Indiana Instructors (Broker)			4.00
11	MBE24 CORE Managing Broker Eligible 24 Hour Qualifying Course			24.00
12	MBE24 Core 1 Section 3-1 Introduction to Broker Management Part One			4.00
13	MBE24 Core 2 Section 3-1 Introduction to Broker Management Part Two			4.00
14	MBE24 Core 3 Section 3-2 Brokerage Operations Part One			4.00
15	MBE24 Core 4 Section 3-2 Brokerage Operations Part Two			4.00
16	MBE24 Core 5 Section 3-3 Role Of A Managing Broker Part One			4.00
17	MBE24 Core 6 Section 3-3 Role Of A Managing Broker Part Two			4.00
18	3 Key RE Contracts-List buyer & Purchase Agreements (Broker & MB)			4.00
19	Managing Broker Annual Review 2020 Part 1 (MB and Broker)			2.00
2	Managing Broker Annual Review 2018-2019 Part 2 (Broker & MB)			2.00
20	Managing Broker Annual Review 2020 Part II (MB and Broker)			2.00
21	Buyer Agency-Protecting the Client & the Broker Frim (Broker and MB)			4.00
22	Real Estate Purchase Contracts & Moifiers (Broker and MB)			4.00
3	Land Use Property Rights and Eminent Domain			2.00
4	Procuring Cause 17 Points to Ponder			2.00
5	3 Key RE Contracts-List Buyer and Purchase Agreements (MB & Broker)			2.00
6	Better Buyer Agency Protecting the Client (Broker)			2.00
7	Forms R Us-Addendums & Amendments in Real Estate Contracts (Broker)			2.00
8	Forms R Us-Addendums & Amendments in Real Estate Contracts (MB)			2.00
9	Instructor's Review To Renew 19-20 for Indiana Instructors (Instructor)			4.00
<b>North Central Indiana Association of Realtors, Inc (NCIAR)</b>			(574) 935-3940	nciar@comcast.net
2	Appraisal Fundamentals			2.00
3	Agency Law			2.00
4	Code of Ethics			2.00
5	Fair Housing Laws			2.00
6	License Law			2.00
<b>OnCourse Learning Real Estate</b>			(262) 565-5369	nandler@oncourselearning.com
1	ADA & Fair Housing			4.00
10	Cost Approach Overview			6.00
11	Ethic In Real Estate			4.00
12	ethical Real Estate: The NAR Code			3.00
13	Ethics: Pricing Offers and Advertising			4.00
14	Evolving Real Estate Finance Laws: What you Need to Know			2.00
15	Federal Law & Commercial Real Estate			4.00
16	Green Home Construction			6.00
17	Green Real Estate			2.00
18	Income Capitalization Overview			6.00
19	Intro Real Estate Ethics			4.00
2	Anti Discrimination Laws			4.00
20	Methods Of Residential Finance			6.00
21	Prequalifying Your Buyer in Today's Market			4.00
22	Pricing Property To Sell			6.00
23	Principles of Commercial Real Estate			3.00
24	Property Pricing Ad Residential Real Estate			6.00
25	Real Estate Math			4.00
26	Safety First			4.00

certifi

27	Sales Comparison Approach	6.00
28	Short Sales and Foreclosures	4.00
29	Structuring Ownership In Commercial Real Estate	6.00
3	Basic Real Estate Finance	6.00
30	Tax Advantage Of Home Ownership	6.00
31	Tax Free Exchanges	4.00
4	Business Management In Real Estate Office	6.00
5	Check It Out: HIREP	4.00
6	Commercial Finance & Investment Analysis	6.00
7	COmmercial Leases	6.00
8	Commercial Sales & Exchange	6.00
9	Concepts In Appraising Green Residential Buildings	4.00

**PDH Academy**

(888) 564-9098

pdhacademy@gmail.com

---

1	Residential Building Red Flags	3.00
10	Real Estate Agent Safety	3.00
11	Fair Housing Made Easy	3.00
12	Basics of REal Estate Finance	3.00
13	Real Estate Pricing	4.00
14	Real Estate Ethic	3.00
15	Successful & Compliant Advertising for Real Estate Agents	4.00
16	Managing your Brokerage	4.00
17	Real Estate Agent Safety	2.00
18	Office Supervision For Managing Brokers	4.00
19	Closing Real Estate Transactions	5.00
2	Green Housing Essentials	3.00
20	Maintaining An Indiana License/Indiana Agency Relationships	4.00
21	Property Management	4.00
22	Appraising and Estimating Market Value	4.00
3	Broker Management: Establish & Maintain a Successful Brokerage	4.00
4	Don't Risk It: Preventing Common Violations	3.00
5	Double Trouble: Antitrust & Misrepresentation	3.00
6	Broker Management: Analyzing the Financial Aspects	4.00
7	The Effectual Agent: Guide to Agency & Ethics	3.00
8	Broker Management: Establish & Maintain a Successful Brokerage	4.00
9	Broker Management: Analyzing the Financial Aspects	4.00

**Pillar to Post of Southeastern Indiana**

(317) 489-2022t

becky.lottes@pillartopost.com

---

1	Problems in Older Homes and Problems in Newer Homes	2.00
10	Plumbing and Electrical Service Size	2.00
11	Radon Gas and Home Maintenance in Perspective	2.00
14	Spotlight on Decks	1.00
15	Swimming Pool Safety	1.00
17	Toxic Drywall	1.00
18	Lead Based Paint	1.00
19	Sustainable Housing	1.00
2	Grow Houses and Clandestine Labs	2.00
20	Asphalt Shingles	1.04
22	Radon Gas	1.00
23	Renovate, Remodel, Repair	1.10
24	Indoor Air Quality	1.00
25	What to Expect With a Professional Home Inspection	2.00
26	The 1920's House	2.00
3	Mold and Carbon Dioxide	2.00
4	Fireplaces and Air Conditioning for Older Homes	2.00
5	Identifying Structural Defects and How to Avoid a Wet Basement	2.00
6	Wells, Septic & Sump Pumps, and Termites--Where are They?	2.00
7	Hot Water Heater and Identifying Furnace Deficiencies	2.00

certifi

8	The Unsick House and How Old is This House?	2.00
9	Flat Roof Systems and Preparing for the Unexpected	2.00

---

**Precision Credit Group** (303) 888-6572 ryan@precisioncreditgroup.com

1	FICO Scoring Presentation	2.00
---	---------------------------	------

---

**Preferred Systems, Inc.** (888) 455-7437 info@preferrededucation.com

1	Managing the Home Inspection ?	3.00
10	VA Loan Certified	4.00
11	Selling the Sun: Establishing Value for Solar PV Homes	3.00
4	Avoiding the Aggravations of Home Inspections	2.00
5	Mold: What You Need to know About Mold and Hopw to Read Air Sampling	2.00
6	Expert Marketing Blueprint	4.00
7	Kitchen and Bathroom Appliances for Real Estate Agents	2.00
8	Inspecting the Peripherals: from garage Doors to Sprinklers, What Real Estate Ag	2.00
9	Lead Safety: What Real Estate Agents Need to Know	2.00

---

**Premier School Of Real Estate** (812) -20-1-6866 hoosierkennedy@msn.com

1	Optimizing Features of the M.L.S.	3.00
10	Avoiding Antitrust Liability	2.00
11	Managing Misrepresentation & Unauthorized Practive of Law Risks	2.00
12	Behavior Selling	2.00
13	Negotiating Skills	2.00
14	Analyzing Investment Real Estate	2.00
15	Professional Ethics	2.00
16	Professional Standards	2.00
17	Credit & Real Estate Financing	2.00
18	Income Taxes and Real Estate Investing	2.00
19	Learning to Love your Appraiser	2.00
2	Optimizing Features of the M.L.S. , Part II	3.00
20	Making Money by Understanding Taxes	2.00
21	Real Estate Potpourri	2.00
22	Real Estate Financing	2.00
23	Financial & Estate Planning	2.00
24	Investments	2.00
25	Making Money by Understanding Taxes	4.00
26	The Consumer Loves the "Extra Mile"	2.00
27	Real Estate Contracts	2.00
28	Certified Military Residential Specialist	4.00
3	Credit Reports & Predatory Lending	2.00
4	Understanding Listing Contracts and Purchase Agreements	2.00
5	Reducing Environmental Liabilities	2.00
6	10 Commandments of Customer Service	2.00
7	Investment Real Estate	2.00
8	License Law	2.00
9	Escrow Law	2.00

---

**Professional Education Services, LLC** (317) 721-9194 info@proedllc.com

1	Title 101	3.00
2	Government Loans 101	3.00
3	Cyber Security and Fraud	3.00
4	2018 Residential Forms Changes	3.00

---

**Real Estate Career Institute** (317) 845-7484 reci.contact@gmail.com

certifi

10	Flipping Houses/Flip That House	4.00
100	Working With the Investor Client	2.00
101	HECM For Purchase	2.00
102	Environmental Issues (MB)	3.00
103	Knowing a Building's Energy Performance	2.00
11	Antitrust	2.00
12	RESPA (Settlement Procedures)	2.00
14	Interactive Mortgage Underwriting	3.00
15	Agency Law	2.00
15	Civil Rights Law	2.00
16	Fair Housing	2.00
17	Indiana License Law	2.00
18	Purchase Agreements/Listing Contracts	2.00
19	1031 Like Kind Exchanges	2.00
2	FHA and VA Today	4.00
20	Alternative Financing	2.00
21	Appraising	2.00
22	Appraising	3.00
23	Appraising Multi-Family	2.00
24	Appraising Multi-Family	4.00
25	Bubble Trouble	2.00
26	Capturing the Reinvented Customer	2.00
27	Closing With Customer Care	2.00
28	Commercial Investment Properties	3.00
29	Commercial Real Estate Issues	2.00
30	Complying with USPAP	2.00
31	Construction Knowledge	2.00
32	Current Legislative Issues	2.00
33	Dealing With Rural/Urban Conflict	2.00
34	Developing An Alliance Team	2.00
35	Economic Development Resources & Tools	2.00
36	Environmental Issues	2.00
37	Environmental Issues	4.00
4	Risk Management	3.00
40	Erosion Control/Flood Plain & Soil Limitations	2.00
41	E-Transaction for the Real Estate Consumer	2.00
43	Financing (HUD Guidelines)	2.00
44	Helping RE Consumers with Credit Problems	2.00
45	Hidden Dangers of Mold	2.00
46	Home Warranty	2.00
47	How Economic Development is Organized	2.00
49	Lead Based Paint & Environmental Issues	3.00
5	IRS Rules and Regulations	4.00
50	Market Watch	2.00
51	Measuring Economic Development	2.00
52	Mortgage Law	2.00
53	Mortgage Loan Application	2.00
54	Natural Resources	2.00
55	Natural Resources	4.00
56	Negotiating Inspection Amendments	4.00
57	Negotiation Skills	3.00
58	Networking Your Way to Success	2.00
59	Networking Your Way to Success	3.00
6	Code of Ethics	2.00
60	Networking Your Way to Success	4.00
61	Personality Profiling	2.00
62	Property Management	2.00
63	Real Estate Auctions	2.00
64	Referral & Relocation	2.00
65	Residential Property Management	10.00

certifi

67	The Buyer/Seller Dance	4.00
68	The Emerging Senior Market	2.00
69	The Inspection (Inspection Issues)	2.00
70	The Inspection (Inspection Issues)	3.00
74	Understanding Nehemiah Financing	8.00
75	VA Financing	2.00
76	Hard Money	2.00
77	Updated Indiana Real Estate License Laws	2.00
78	Tax Sales	2.00
79	Real Estate Agent on Trial	4.00
8	Mortgage Fraud/Predatory Lending	4.00
81	What About Land Contracts	2.00
82	Managing Broker Course (online)	4.00
83	Managing Broker Classroom CE	4.00
84	24 Hour Education Course - Activation	24.00
85	30 Hour Post Licensing Course (Online)	30.00
86	24 Hour Managing Broker Course (Online)	24.00
87	Home Performance- The Hidden Value of Real Estate	2.00
88	Know Before You Owe	2.00
89	Navigating the Path through Settlement	4.00
9	Flipping Houses/Flip That House	2.00
90	Evaluating Current Standards in Fair Housing	4.00
91	Painless Properties: Managing Investment Properties	4.00
92	Government Loans	2.00
93	Managing Commercial Properties with Chemical Impacts	2.00
94	Home Warranty	2.00
95	Radon Logistics & Liability	2.00
96	Commercial Real Estate Issues	3.00
97	Managing Peril Through Intuitive Empowerment	2.00
98	Radon Logistics & Liability	2.00
99	Managing Peril: Phone Screening Red Flags	2.00

**Real Estate Career Network**

(317) 832-3115

jeffkw05@gmail.com

---

21	Listing Contracts and Purchase Agreements	0.00
23	Indiana License Law & Escrow Law	0.00
24	Agency Law	0.00
25	Settlement Procedures	0.00
26	Environmental Issues	0.00
27	Ethics & Standards	0.00
30	Color Me Green	2.00
32	Train the Trainer I	4.00
33	Train the Trainer II	4.00
34	Train the Trainer III	4.00
35	Indiana License Law & Escrow Law (for Managing Brokers)	2.00
36	Agency Law (for Managing Brokers)	2.00
37	Enforceable and Unenforceable Contracts (managing broker eligible)	2.00
38	Broker Business Operations (managing broker eligible)	2.00
39	Inspections and Responses	2.00
40	Closings and the Consumer	2.00
41	CFPB - New Loan Estimate and Closing Disclosure	2.00
42	Mutual Release and Small Claims	2.00
43	24 Hour Education Course - Activation	24.00
44	Recent Indiana Court Decisions Regarding Real Estate Transactions	2.00
45	Recent Indiana Court Decisions Regarding Real Estate Transactions	2.00
46	Ethics in Real Estate	2.50
47	Top 5 Things Sellers & Buyers Can Do to Prepare for the Home Inspection	2.00
48	Tools of the Trade	2.00
49	Unlocking the Mystery of Title Commitments	2.00
50	Brokerage Firm Ownership	2.00

certifi

51	Comprehending and Understanding the Confusing Inspection Report	2.00
52	The New Normal, As The Closing World Turns	2.00
53	Rentals & Leases	2.00
54	Tricky Transactions & Sticky Situations	2.00
55	Practical and Legal Realities of Staffing a Real Estate Company	2.00
56	Listing Contracts, Offer to Purchase and Closings	2.00
57	Listing Contracts, Offer to Purchase and Closings MB	2.00
58	Leadership	2.00
59	Leadership MB	2.00
6	Fair Housing	0.00
60	Code Of Ethics	2.00
61	The Psychology of the Real Estate Transaction	2.00
62	Identifying Risk in your Real Estate Business (Broker & MB)	2.00
63	Don't Become a Victim-Cyber and Fraud Awareness	2.00
64	Best Practices For A Smooth Transaction-Turning Sold Into Gold	2.00
65	A Home Warranty How The Consumer Benefits	2.00
66	Buyers Sellers and Neighborhood Safety (Broker & MB)	2.00

**Real Estate Certification Program**

(800) 742-4067

kharbaugh@indianarealtors.com

---

1	Digging Into Dams	2.00
10	Seniors Real Estate Specialist (SRES)	10.00
100	The Multigenerational Classroom (Instructor)	4.00
101	The Professional Surveyor's Role in Commercial Real Estate Transactions	4.00
102	Staying Ahead of the Feds	2.00
103	Finance Update for Brokers	3.00
104	The Professional Surveyor's Role in Commercial Real Estate Transactions	6.00
105	Professionalism Matters 2.0	2.00
106	Navigating Contracts (MB & Broker)	2.00
107	Professionalism Matters for Managing Brokers (MB & Broker)	2.00
108	Professional Standards Education Seminar	6.00
109	It's all in the Presentation!	4.00
11	Professional Standards & Ethics	6.00
110	Fair Housing & ADA- Are we Getting it Right?	2.00
111	Economic Factors for Real Estate Professionals	2.00
112	2020 Community Development Trends	2.00
113	Legislative Issues-It was a short session	2.00
12	A Guide to the Purchase Agreement	2.00
13	Advertising Pitfalls & Concerns	2.00
14	Disclosures - Who, When, and What	2.00
15	Diggin into Dams	2.00
16	Real Estate at Auction	2.00
17	USPAP	8.00
18	Show Them the Money - Escrow, Earnest and E&O	2.00
19	Advertising Issues in the New Media	0.00
2	Advertising Pitfalls & Concerns	2.00
20	Negotiations: Factors Affecting the Negotiation Process	2.00
21	Basics of Floodplain Regulations & Insurance	2.00
22	Accredited Buyer's Representative - ABR	12.00
23	Social Media Ethics, Policy and Compliance	3.00
24	Basics of Floodplain Regulations & Insurance	2.00
25	Fair Housing - It's the Law	2.00
26	Negotiations: Factors Affecting the Negotiation Process	2.00
27	The Realtors Code of Ethics in the Social Media World	3.00
28	Anatomy of an Appraisal	3.00
29	Technologies to Advance Your Business - CRS 206	16.00
3	Understanding Indiana Property Taxes	2.00
30	Seniors Real Estate Specialist or SRES	16.00
31	Basics of Floodplain Regulations & Insurance	3.00
32	Surveying Farmlands	4.00



certifi

33	The Economy of Real Estate	2.00
34	The Indiana License Law - Post Transition - Approval for Managing Brokers	4.00
35	License Law (MB)	4.00
36	Social Media Ethics, Policy and Compliance (managing brokers)	4.00
37	Privilege of the Platform: Adult Learning That Makes Sense (Instructor)	4.00
38	Adult Learning That Makes Sense (for Instructor CE)	4.00
39	Legislative Issues Affecting the Real Estate Practice	2.00
4	SFR - What Real Estate Professionals Need to Know (Short Sale and Foreclosure)	6.00
40	30 Hour Post Licensing Course	30.00
41	24 Hour Managing Broker Course	24.00
42	24 Hour Broker Transition Course	24.00
43	Agency Relationships in real Estate	3.00
44	Helping the Seller Maneuver the Complexities of the Transaction	3.00
45	Sherman, Clayton & Foley -Three Names You Need to Know	2.00
46	Building Blocks of Purchase Agreements	3.00
47	Finance and Regulation - They're Going to Change Your World	4.00
48	Data Security & Tech Risk Management for Realtors and Consumers	3.00
49	Working With Today's Hyper Connected Consumer	3.00
5	Real Estate at Auction	2.00
50	Broker Risk Management and Tech Safety (RB & MB)	4.00
51	What's It Worth? Pricing in a Changing Market	4.00
52	At Home with Diversity	7.00
53	Military Relocation Professional Certification Course	7.00
54	Safety Matters: Safe Business = Smart Business	3.00
55	Economic Development	2.00
56	Today's Commercial Lending	2.00
57	Risk Management: What You Say And Do Will Be Used Against You! (RB & MB)	4.00
58	Mortgage Lending and Fraud	4.00
59	Representing Residential Real Estate Investor Clients	3.00
6	policy Matters: Designing Your Office Policy Manual	3.00
60	Understanding Residential Property Management & Leasing	3.00
61	Where Fair Housing Meets the Code of Ethics	3.00
62	Professional Standards 2016 Update	6.00
63	Cyber Safety & Tech Risk Management	3.00
64	Professional Real Estate Instruction (Instructor)	4.00
65	Indiana License Law for the Commercial Practitioner	4.00
66	Green Building Trends	2.00
67	Ten Do's and Don'ts For Working With Appraisers	3.00
68	Mediation Training Seminar	6.00
69	Successfully Selling New Construction	4.00
7	CRS 111 - Short Sales & Foreclosures: Protecting Your Clients Interests	6.00
70	Violation Station (RB & MB)	4.00
71	CRS 205	14.00
72	Right-of-Way Overview for Brokers	2.00
73	Clear to Close! Buyers' Financing Options that Work	3.00
74	Basics of Floodplain Regulations & Wetlands	2.00
75	RPR-REALTORS Property Resource AVMS, RMS,& Showing the Consumers the Differenc	4.00
76	Professional Standards Education Seminar	7.00
77	Ready, Set, Engage! (Instructor)	4.00
78	Legislative Issues - The Long and Winding Road	3.00
79	Economic Development - Legislative issues, Taking IN temperature	3.00
8	Residential Real Estate Financial Analysis	7.00
80	Myths and Facts on Dams, Floods, and Protection	2.00
81	Contracts & Forms: What Are You Afraid To Ask? (RB & MB)	4.00
82	Cracking the Code	3.00
83	Financial Strategies for the Investor	3.00
84	Income Tax Aspects of the Home Ownership	3.00
85	Professionalism Matters!	2.00
86	Grievance Committee Seminar	3.00
87	Enforcing the Code and Its Standards	3.00

certifi

88	Seller Representative Specialist (SRS) Designation Course	12.00
89	Bricks & Mortar: How It All Works	3.00
9	Understanding Title Insurance	2.00
90	ADA, Animals & Rights, Oh My!	4.00
91	By the Book-How to Craft & Implement Your Office Policy Manual	4.00
92	By The Book-How To Craft & Emplement Your Office Policy Manual (MB)	4.00
93	So You Think You Can Teach	4.00
94	Code of Ethics: Your Promise of Professionalism	3.00
95	Economic Commercial Lending & Development Trends	2.00
96	License Law (Broker)	4.00
97	New Homes New Opportunities	3.00
98	2019 Professional Standards Workshop	6.00
99	Not Just Another Code of Ethics Class	3.00

**Real Estate Institute (R.E.I.)**

(574) 284-2600

scottklein@bhhsni.com

---

1	30 Hour Post Licensing	30.00
2	Introduction To Commercial Real Estate	3.00

**Real Estate Licensing Institute**

(219) 661-3000

b.eddy@c21affiliated.com

---

1	Indiana Real Estate Law	3.00
10	Evaluating Current Standards in Fair Housing	4.00
11	Keeping It Real & Property Law & Case Studies	4.00
12	NAR: May the Code Be With You	4.00
13	Navigating the Path Through Settlement	4.00
14	Property Tax & Mortgage Valuation	3.00
15	Real Estate Contracts	4.00
16	Real Estate Disclosure Issues: Buyer & Seller Obligations	3.00
17	Running a Small Brokerage Firm	3.00
18	Social Media Ethics	3.00
19	Residential Contract: Issues, Disputes, and Solutions	4.00
2	Real Estate Safety	3.00
20	Understanding Environmental Regulations	3.00
21	What Does It Mean To Be Green	3.00
22	What's The FHA Appraiser Looking For	3.00
23	Taking the Distress Out of Distressed Properties	3.00
24	Commercial Real Estate As A Career	3.00
25	Building A Successful Commercial Real Estate Business	3.00
26	Commercial Real Estate Transaction Flow	3.00
27	Insight to Title Insurance	2.00
3	How To Work With Investors	3.00
4	Real Estate Brokerage-Management	4.00
5	Code of Ethics & Standards of Practice	3.00
6	Understanding Contract Law	3.00
7	Fair Housing	4.00
8	30 Hour Post Licensing Course	30.00
9	24 Hour Indiana Managing Broker Course	24.00

**REAL University**

(317) 865-9400

raymond@realuniversity.com

---

1	Ethics in today's Real Estate World	2.00
21	Environmental Issues in your Real Estate Practice	2.00
22	Basic Home Inspection	2.00
24	Intro Into Commercial Brokerage	2.00
26	Contracts, Sales and Purchase Agreements	2.00
27	Indiana License Law: License Law Changes 2014 and Beyond	2.00
29	Consumer Financial Protection Bureau's Know Before You Owe	2.00
3	Fair Housing	2.00
31	NAR Code of Ethics	3.00

certifi

32	REALTOR Safety Class	2.00
33	REALTORS Code of Ethics Training	3.00
34	New Home Construction Buyers Rep	2.00
35	Basics of Real Estate Investments for REALTORS	2.00
36	Helping Your Clients Through Property Management	4.00
37	Basic Principles of Energy in Real Estate	2.00
38	Advanced Principles of Energy in Real Estate	2.00
39	PACE Financing for Energy Conservation in Real Estate	2.00
4	Environmental Issues in your Real Estate Practice	2.00
40	Energy Use in Residential Real Estate	2.00
41	Energy In Commercial Real Estate	2.00
42	Going Green! What Does it Mean for Real Estate	2.00
43	SOLAR Topics in Real Estate	2.00
44	RESNET and Rating Buildings	2.00
45	Energy in Real Estate Course Overviews	2.00
46	Air Sealing Topics in Real Estate	2.00
47	Small Business Accounting and Taxes	4.00
48	The Basics of Home Warranties	2.00
49	Real Estate Math	2.00
50	Beginning Negotiation Techniques to Create A Win-Win	2.00
51	The Art of the CMA	2.00
52	The Basics of the 1031 Tax-Deferred Exchange	2.00
54	The Role of the Managing Broker	4.00
55	Beginning Managing Broker Course	4.00
56	The Escrow Account and How to Manage It	2.00
57	Commercial Appraisal Basics	2.00
58	The Commercial Leasing Process: Broker and Client Perspectives	3.00
59	Commercial Property Management for Your Investor Client	2.00
6	Social Media and the REALTOR	2.00
60	Conflict Resolution Within The Real Estate Office	4.00
61	Helping Your Investor - Client	2.00
62	The Contingency Clause: A Client's Best Protection	2.00
63	What Are The Types Of Deeds To Convey Title In Real Estate	2.00
64	Working with Millennial Buyers	2.00
65	What You Need To Know About Second Homes, Vacation Properties and Time Shares	2.00
66	Square Footage Calculation Using ANSI Standards	4.00
67	Residential Brokerage and Client Counseling	4.00
68	Best Practices for Preparing a Comparative Market Analysis	4.00
69	Brokerage Relationships and Risk Evaluation	4.00
70	Basic USPAP Principles for the REALTOR (MB)	4.00
71	Helping your Client through Real Estate Auctions	2.00
8	Starting a Real Estate Brokerage	4.00

**Reed School of Real Estate**

(317) 500-3515

tim.reed09@gmail.com

---

10	USPAP and Broker Price Opinions	2.00
11	Liscense Law	2.00
12	Credit Scoring	2.00
13	NAE 2013 Profile of Home Buyers and Sellers	2.00
14	Commercial Real Estate 101	2.00
15	NAR Code of Ethics	4.00
16	Mortgage 101	2.00
17	Mortgage Fraud	2.00
18	The Role of the Managing Broker	4.00
19	The Law of Agency	2.00
2	The listing agreement and Related Seller Documents	2.00
20	Indiana License Law	2.00
21	Managing Broker Update	4.00
22	24 Hour Education Course - Activation	24.00
23	30 Hour Post Licensing Course	30.00

certifi

24	TRID	2.00
25	Fair Housing	3.00
26	Diversity and the Real Estate Professional	2.00
27	Wire Fraud in Real Estate	2.00
28	Real Estate Safety Matters	4.00
29	Affirmatively Furthering Fair Housing	2.00
3	The Contract for sale and Related Purchase Documentsq	2.00
30	Midwest Multifamily Conference Security Session	2.00
31	Indiana Contracts and Forms	4.00
32	Home Inspection Survival Guide for Realtors	2.00
33	Buyer Agency	2.00
34	Realtors Guide to Surviving Home Inspections	2.00
35	Indiana Agency Law Broker Credit	2.00
36	Indiana License Law Broker and Managing Broker	4.00
37	Managing Your Brokerage Broker and Managing Broker	4.00
38	1031 Exchanges	2.00
39	Managing Your Brokerage	4.00
4	The Law of Agency	2.00
40	Antitrust and Real Estate (MB and Broker)	2.00
41	Managing The Transaction (MB and Broker)	6.00
42	Real Estate, The Internet and Privacy in the Information Age	2.00
43	Procuring Cause In Real Estate (Broker and MB)	2.00
5	Advertising the Fair Housing Way	2.00
6	Settlement Procedures	2.00
7	Working with Bank Owned Properties	2.00
8	Antitrust and Real Estate	2.00
9	Basic Fundamentals of Residential New Construction	2.00

**Residential Real Estate Council**

(800) 462-8841

rharvey@crs.com

---

1	CRS 121	8.00
2	CRS 204	16.00
3	CRS 205	14.00
4	How Technology Can Ruin Your Real Estate Business	2.00
5	Power Up On Smart Home Technologies RS 134	2.00
6	Transforming Difficult Situations Into Profitable Deals RS 135	2.00

**Resource Commercial Real Estate, LLC**

(317) 663-6565

sam.smith@colliers.com

---

1	Purchase Agreements/Lease Agreements	2.00
10	Analyzing Recent Broker Cases in Real Estate Law, Best Practices to Min. Risk...	2.00
11	Triple Net Bondable Lease	2.00
12	Purchase Agreement and Listing Agreements	2.00
13	Review of a Title Commitment, Survey & General Loan Issues	2.00
14	Ethics	2.00
15	Ethics and Management Agreement	2.00
16	Analyzing Recent Broker Cases in Real Estate Law, Best Practices to Minimize	2.00
17	Environmental Training	2.00
18	Title Training	2.00
19	Contractor Training	2.00
2	Agency Law/License Law, Selling/Closing Process/Documents, Representations/Misre	2.00
20	Ethics	2.00
21	Ethics and Management Agreement	2.00
22	Ethics Letter of Intent	2.00
23	Ethics	2.00
24	Contractor Training	2.00
3	Listing/TR Agreements, Risk Management/Avoiding Lawsuits, Forms/Agreements	2.00
4	Broker Lien Law, Commission Issues, Broker Cooperation	2.00
5	Triple Net Bondable Lease	2.00
6	Purchase Agreements and Listing Agreements	2.00

certifi

7	Review of a Title Commitment and Survey	2.00
8	Ethics	2.00
9	Ethics and Broker Lien Law, Commission Issues	2.00

---

**Royal Title Services, Inc** (317) 442-3823 susan.jones@royaltitle.com

---

1	Know Before You Owe	2.00
---	---------------------	------

---

**S.E.C. Education Foundation** (858) 488-3750 sec@secounselors.com

---

1	Understanding Your Client	6.00
---	---------------------------	------

---

**Sirmon Training & Consulting Group** (704) 458-5295 Jason@jasonsirmon.com

---

1	American Warrior Real Estate Professional	4.00
---	---	------

---

**Southeastern Indiana Board Of Realtors, Inc.** (812) 926-4644 mpage@seibr.com

---

1	NAR Mandated Ethics (Participants Handout & Test Incl)	3.00
2	Residential Report Writing	14.00
3	Fanie Mae CU and You	7.00
4	Appraiser Guide Covering Your Appraisal	7.00
5	NAR Code of Ethics	3.00
6	Red Flags: What They Are and What Causes Them?	7.00
7	2018-2019 USPAP Update	7.00

---

**Southern Indiana REALTORS Association, Inc.** (812) 206-9732 lacy@sira.org

---

1	Indiana Real Estate License and Escrow Law	2.00
10	REALTOR Safety	2.00
11	Taking Full Advantage of Real Estate Technology	2.00
12	Smoke and Odor Damage Mitigation	2.00
13	Water / Mold Damage Mitigation	2.00
14	Dealing with Bank Owned Properties	2.00
15	Easify 101	2.00
16	Relationship Detoxification	3.00
17	Introduction To Mediation	2.00
18	Decontaminate Toxic People:How to ethically communicate with difficult people	6.00
19	Relationship Detoxification	3.00
2	Agency Law	2.00
20	The Code of Ethics - A Promise of Professionalism	3.00
21	Understanding the CFPB on Integrated Disclosures	2.00
22	Recognizing All the Clues in Negotiating	3.00
23	NRA- Refuse to Be a Victim	2.00
24	Understanding the Mortgage Process and Potential Pitfalls	3.00
25	The Code of Ethics: A Promise of Professionalism	3.00
26	Property Tax Presentation	3.00
27	Advanced RPR Tools	2.00
28	Limited Liability Referral, Got Gas (Radon), and What a Home Inspection Isn't	3.00
29	Self Defense, Safety, and Use of Force Legal Concepts for Realtors	3.00
3	Civil Rights / Fair Housing	2.00
30	Renovation Mortgages 101	3.00
31	Lessons Learned From TV Makeovers	3.00
32	Short Sale 101	2.00
33	Meth Mold Murder and Madness	3.00
34	Measuring By ANSI & Manufactured Homes	3.00
35	Unethical and Unlawful Use of Media 3 Hours	3.00
36	A Promise of Professionalism	3.00
37	Ethics Cases and Scenarios	3.00

certifi

38	FHA & VA Appraisal Inspections and Reporting	2.00
39	Powerful Strategic Partnerships Can Increase Equal Housing Opportunities for All	3.00
4	Listing Contracts & Purchase Agreements	2.00
40	Renovation Mortgage 101	3.00
41	Indiana Contracts and Forms	3.00
42	The Code of Ethics Cases and Scenarios	3.00
43	Renovation Mortgages 101	3.00
44	VA Mortgage for Real Estate Professionals	2.00
5	Settlement Procedures / RESPA	2.00
6	Anti-Trust & Real Estate	2.00
7	Code of Ethics & Professional Standards	2.00
8	Appraisal Applications for Real Estate Licensees	2.00
9	Risk Management	2.00

**Southwest Indiana Association of Realtors**

(812) 473-3333

kseibert@evansvillerealtors.com

---

2	National Association of Realtors Code of Ethics	2.00
28	New Member Orientation REALTOR Code of Ethics	3.00
3	Introduction to Contracts	2.00
4	HECM for Purchase	2.00
5	Workforce Housing	2.00
6	New Member Orientation REALTOR Code of Ethics	3.00

**The CE Shop, Inc.**

(888) 827-0777

compliance@theceshop.com

---

1	Basics of Real Estate Taxation	5.00
11	Diversity: Your Kaleidoscope of Clients	3.00
12	Going Green: The Environmental Movement in Real Estate	3.00
19	Real Estate Investors and Your Business	4.00
2	From Contracts to Keys: The Mortgage Process	5.00
23	BPOs: The Agent's Role in the Valuation Process	8.00
26	Seniors Real Estate Specialist (SRES) Designation	16.00
27	At Home with Diversity	6.00
32	Uncle Sam has Homes for Sale: Listing and Selling HUD Homes	4.00
33	Generation Buy	6.00
37	Advocating for Short Sale Clients	3.00
38	Sign Here: Contract Law on E-Signatures	3.00
39	The Fundamentals of Commercial Real Estate	3.00
40	Anatomy of Commercial Building	3.00
41	Commercial Landlord Representation	3.00
42	Determining Value of Commercial Properties	3.00
43	Short Sales and Foreclosures: What Real Estate Professionals Need to Know	6.00
44	REO Properties: Responsibilities, Education & Opportunities for Real Estate Prof	6.00
45	Investment Strategies in Commercial Real Estate	3.00
46	Client Advocacy in Commercial Real Estate	3.00
47	Hot market Strategies	3.00
49	Did You Serve? Identifying Homebuying Advantages for Veterans	3.00
50	Code of Ethics: Good for Your Clients and Your Business	3.00
51	Enhance Your Brand and Protect Your Clients with Data Privacy and Security	3.00
52	Military Relocation Professional Certification	6.00
53	Real Estate Investors and Your Business	4.00
54	Commercial Ethics	3.00
55	Discovering Commercial Real Estate	3.00
56	Accredited Buyer's Representative (ABR) Designation Course	12.00
57	Expanding Housing Opportunities	3.00
58	Home Sweet (Second) Home: Vacation, Investment, Luxury Properties	6.00
59	New Home CONstruction and Buyer Representation: Professionals, Product, Process	12.00
6	Keeping it Honest: Understanding Real Estate & Mortgage Fraud	2.00
60	Seller Representative Specialist (SRS) Designation Course	
61	Short Sales and Foreclosures: What Real Estate Professionals Need to Know	6.00

certifi

63	Real Estate Investors and Your Business	4.00
64	New Home Construction and Buyer Representation	6.00
65	Seller Representative Specialist (SRS) Designation Course	12.00
66	Residential Property Management Essentials	4.00
68	Real Estate Investors and Your Business	4.00
69	Personal Safety	3.00
7	Title & Escrow: Two Families, One Transaction	2.00
70	Managing Risk in Your Real Estate Business	4.00
71	REALTOR Code of Ethics Training	3.00
72	Real Estate Safety Matters: Safe Business = Smart Business	4.00
73	Pricing Strategies: Mastering the CMA	6.00
74	NAR Green Day 1: Resource-Efficient Homes: Retrofits, Remodels, Renovations, and	6.00
75	NAR Green Day 2: Representing Buyers and Sellers of Resource-Efficient Homes	6.00
76	Working with Real Estate Investors: Understanding Investor Strategies	3.00
77	Code of Ethics in Action: Real-Life Applications	4.00
78	Preparing A Market Analysis - Best Practices	4.00
79	Real Estate Investing: Build Wealth Representing Investors and Becoming One Your	3.00
8	Breaking Barriers: Fair Housing	2.00
80	Accredited Buyer's Representative Designation Course	12.00
81	30 Hour Post Licensing	30.00
82	Real Estate Safety Matters: Safe Business Smart Business	3.00
83	Current Issues and Trends in Real Estate	3.00
84	Current Issues and Trends in Real Estate (MB)	3.00
85	Residential Property Management Essentials (MB)	4.00
86	Affordable Housing: Solutions for Homes and Financing	3.00
87	Assistance Animals and Fair Housing	4.00
88	Sex and Real Estate: Sexual Harassment, Sexual Discrimination, (MB and Broker)	3.00
89	Taxes and Real Estate: What you Need to Know	3.00
90	Ethical Excellence: Raising The Bar	4.00
91	e-Pro Certification Program	8.00
92	Hot Topics in Real Estate	3.00
93	Resort & Second-Home Specialist (RSPS) Certification Course	6.00

**The Real Estate Negotiation Institute**

(888) 243-7364

info@thereni.com

---

1	Certified Negotiation Expert: Advanced Concepts	12.00
2	Representing Real Estate Clients: Telling Your Value Proposition	3.00
3	Protecting Your Real Estate Client: Negotiation Tactics	3.00

**Tucker School of Real Estate**

(317) 574-5580

sjordan@talktotucker.com

---

10	Mortgage Fraud	6.00
100	Wells, Septic & Sump Pumps, and Termites, Where are they?	2.00
101	Toxic Drywall	1.00
102	The Unsick House and How Old is this House?	2.00
105	Environmental Solutions Related to Real Estate	4.00
107	Hold Versus Dispose Analysis for Commercial Real Estate	4.00
108	NAR Real Estate Safety Matters	4.00
109	Risk Management for REALTORS	2.00
110	Indiana Architectural Style from 1800-Present	2.00
111	Avoiding Liability & Developing Best Practices	4.00
112	Exploring Agency Concepts and Disclosure	4.00
113	Running a Small Brokerage (Online)	4.00
114	Indiana Agency Law/ Teams/ In House vs Limited Agency	2.00
115	Remediation and Mitigation of Water Damage for Property Managers	3.00
116	Agency Law & License Law for Property Managers	3.00
117	Contract Law - Purchase and Employment Agreements	3.00
118	Fair Housing Basics & Diversity w\ Focus on Property Managers	3.00
119	Running a small brokerage (Managing Broker)	4.00
120	What's the FHA appraiser looking for (Online)	3.00

certifi

121	What does it mean to be green (Online)	3.00
122	Understanding Environmental Regulations (Online)	3.00
123	Performing Quality BPO's (Online)	4.00
124	New Homes-New opportunities	3.00
125	Green Houses: Elements of an Eco-Friendly Home	2.00
126	Smart Houses	2.00
127	The Three C's Cooperation, Compensation and the Code of Ethics	3.00
128	Leases and Leasing For The Property Manager	3.00
129	Commercial Real Estate As A Caree Online	3.00
130	Commercial Real Estate Transcation Flow Online	3.00
131	Creative Financing Options For Investment Properties	6.00
132	Helping Clients Understand Real Estate Finance	3.00
133	Taking the Distress Out of Distressed Properties	3.00
134	Safety Matters: Safe Business=Smart Business	3.00
135	Building Enclosures: Fundamental Problems and Solutions and Case Studie	3.00
136	NAR Code of Ethics	3.00
137	The Condominium Mystery Solved	2.00
138	Appraisal Issues For Brokers	2.00
139	Historic Preservation 101	2.00
140	Advertising and Property Management Refresher	4.00
141	Exploring Agency Concepts and Disclosure	4.00
142	AirBNB Rental Model	2.00
143	The Airbnb Rental Model	3.00
144	Dealing With Indoor Air Quality	3.00
145	Asbestos Awareness	2.00
146	Pase I and Phase II Environmental Site Assessments	2.00
147	Providing Value To Clients: Home Staging 101	3.00
148	Fireplace Sfety in the Real Estate Transaction	2.00
149	Managing Risk in the Real Estate Business	3.00
150	Houses by the Decade: The 1920's House	2.00
151	The 1920's House and Radon	3.00
152	PreFense: Safety in Real Esate and Beyond	3.00
153	Cross Cultural Training for the RE Profession (Live Course)	4.00
154	Property Management Basics(Online Course)	4.00
155	Real Esate Contracts (Online Course)	4.00
156	Property Management Leases(Online Course)	4.00
157	How to Build a Successful Commerial RE Business(Online Course)	4.00
28	The Mortgage Application and Qualifying Process	4.00
29	The Whole Systems Approach to Green Building	4.00
3	Agency Law	2.00
30	Real Estate Auctions and Valuation	4.00
33	Housing - Fairness for all (Online course)	2.00
34	Housing - Fairness for All	2.00
35	Predators, Fraud and Foreclosures	4.00
36	Agency Law / IN License Law including SB-275	2.00
37	Real Estate Contracts (online course)	3.00
4	Fair Housing	2.00
43	Military Residential Specialist	6.00
44	Agency - The Big Picture	2.00
46	Online - NAR: Ethics Training Through the Standards of Practice	2.00
49	What's up doc: Examining Investment Properties	4.00
5	Demystifying Real Estate Short Sales	4.00
54	Keeping it Real: Property Law & Case Studies (Online)	3.00
59	The Power of Customer Service	2.00
64	The Residential Contract: issues, Disputes and Solutions (MB Online)	4.00
65	NAR: Ethical Training Through the Standards of Practice (online)	4.00
66	Painless Property Rentals: Managing Investment Properties (online)	4.00
67	Real Estate Disclosure Issues: Buyers and Sellers Obligations (online)	3.00
68	Thinking Outside the Box: Financing Investment Properties (online)	4.00
69	Social Media Ethics (online)	3.00



certifi

7	Foreclosures	2.00
70	24 Hour Education Course - Activation	24.00
71	The Residential Contract: Issues, Disputes and Solutions (Instructor Credit)	4.00
72	IN License Law and Modern Brokerage Agency Relationships (Instructor and MB)	4.00
73	The Role of the Managing Broker (MB credit)	4.00
74	Broker Post-Licensing Course (ONLINE)	30.00
75	24 Hour Managing Broker Course (Online)	24.00
76	Certified Home Marketing Specialist CHMS (Online)	8.00
77	30 Hour Post Licensing Course	30.00
78	Raising the Bar on the Consumer Experience in Real Estate	6.00
79	Transaction Excellence through Superior Communication	3.00
8	Conquering Contracts	2.00
80	Social Media Ethics for Real Estate	3.00
81	Evaluating Current Standards in Fair Housing (Online)	4.00
82	Property Tax and Mortgage Valuation (Online)	3.00
83	NAR Ethics: May the Code be with You (Online)	4.00
84	Navigating the Path Through Settlement (Online)	4.00
85	Credit Scoring 101	2.00
86	The Code of Ethics: Our Promise of Professionalism	3.00
87	Mold and Carbon Monoxide	2.00
88	Grow Houses and Clandestine Labs	2.00
89	Identifying Structural Defects and How to Avoid a Wet Basement	2.00
9	Making FHA Loans	4.00
90	Plumbing and Electrical Service Size	2.00
91	Fireplaces and Air Conditioning in Older Homes	2.00
92	Indoor Air Quality	1.00
93	Lead Based Paint	1.00
94	Hot Water Heater and Identifying Furnace Deficiencies	2.00
95	Problems in Older Homes and Probles in Newer Homes	2.00
96	Radon Gas	1.00
97	Renovate, Remodel, Repair	1.00
98	Sustainable Housing	1.00
99	Swimming Pool Safety	1.00

**University of Indianapolis**

(317) 788-2410

---

1	Real Estate Development Law and Contracts	3.00
2	Real Estate Valuation and Appraisal	12.00

**Upstate Alliance of Realtors**

(260) 426-4700

katrina@upstarindiana.com

---

1	Am I doing the Right Thing	2.00
10	Credit Reporting	2.00
11	How to Help Consumers with Credit Reports (Broker and MB)	4.00
12	Contract Law and Real Estate Agreements (Broker and MB)	4.00
13	Behavior Selling	2.00
14	Ten Steps to Closing a Short Sale	2.00
15	Reducing Environmental Liabilities in the Sale of Real Estate	2.00
16	Investment Real Estate Finding the Right Opportunity	2.00
17	Ten Commandments of Customer Service - Dealing with Difficult Clients	2.00
18	Don't Put Yourself at Risk	2.00
19	Negotiation	2.00
2	Guide To Settlement Procedures	2.00
20	At Home with Diversity - National Association of REALTORS Course)	8.00
21	Improve Custeomer Service with Today's Technology	2.00
22	I'm a Managing Broker - Now What? (Broker and MB)	4.00
23	Professional Standards Training	8.00
24	Consumer Financial Protection Bureau - Non Public Personal Information	2.00
25	Listing Contracts and Purchasing Agreements	2.00
26	HUD Sales	2.00

certifi

27	Fair Housing- The Law, The Investigation, and Hot Topics in the Law	2.00
28	30 Hour Post Licensing Course	30.00
29	SRS Designation	8.00
3	Antitrust Law Compliance	2.00
30	Working W/ Buyers & Sellers on Relocation Deals	2.00
31	Appraisal Process for Real Estate Brokers & Auctioneers	2.00
32	Real Estate Auction Process & Techniques	2.00
33	Instructor Development Workshop (Broker and MB)	4.00
34	Building a Competitive Organization (Broker and MB)	4.00
35	Advanced Professional Standards Professionalism in Enforcement	3.00
36	Enforcing the Code and its Standards	3.00
37	Grievance Committee Seminar	3.00
38	Fair Housing "Best Practices for Realtors"	2.00
39	HUD Training	2.00
4	Fair Housing and You	2.00
40	Residential Property Management & Landlord Tenant Relations	2.00
41	Properly Pricing Property	2.00
42	The Home Inspection Industry & Deficiencies Commonly Found During the Home ...	2.00
43	Keeping Your Real Estate Broker on Track (Broker and MB)	4.00
44	Real Estate in a Virtual World	2.00
45	Alternate Financing	2.00
46	Grievance Committee Seminar	3.00
47	Advanced Professional Standards Professionalism in Enforcement (Broker and MB)	4.00
48	SRES Designation Course	12.00
49	Negotiation Skills	2.00
5	Regulation and You	2.00
50	The Future of Real Estate Agency	2.00
51	An Innovative Approach to Selling Real Estate & Understanding Risk	2.00
52	Negotiation Certification	12.00
53	Fair Housing and Civil Rights Laws	2.00
54	Keeping Up With The Form SES	2.00
55	Home Warrant Basics	3.50
56	This Old House, This New House	2.00
57	Fire Ice and Mudslides The Slippery Slope to a Real Estate Closing	2.00
58	COConsumer Guidance in the World of Foreclosures	2.00
59	Anti-Trust & Fair Housing Case Law Updates and Analysis (Broker and MB)	4.00
6	Code of Ethics	2.00
60	New Construction	3.00
61	Tricky Situations and you: A guide to Real Estate Closings	2.00
62	Moisture Intrusion	2.00
63	Getting Things Right! Avoiding and Sloving Problems with Correct Paperwork	2.00
64	Preventing and Remediying Problem Situations (Broker and MB)	4.00
7	Residential Rules of Disclosure	2.00
8	Mortgage Finance (Broker and MB)	4.00
9	Appraisal Applications	2.00

**USInspect/Richard Holder**

(317) 734-7389

rhdder@usinspect.com

1	Beyond the Inspection: Navigation Environmental Issues	3.00
2	Risk Management: Red Flags	2.00
3	Home Construction	3.00

**Village School of Real Estate**

(219) 776-7053

babew@sbcglobal.net

1	Fair Housing	4.00
2	Real Estate Brokerage	4.00

**WebCE, Inc**

(877) 488-9308

compliancemanager@webce.com

1	Doing the Right Thing The Code	4.00
---	--------------------------------	------

certifi

10	Floods and Other Natural Hazards	3.00
11	Managing Conflicts with Tenants, Clients and Employees	3.00
12	Property Mangement	4.00
13	Tiny Homes and Other Alternative Properties	4.00
14	Valuation, Marketing and Listings	4.00
15	Industrial Real Estate	3.00
16	The Nuts & Bolts of Home COnstruction and Design	4.00
2	Avoiding Common Mistakes	4.00
3	Building Green	4.00
4	Personal Safety	4.00
5	Managing Broker	4.00
6	Commercial Real Estate Investing	3.00
7	Contracts and Leasing	3.00
8	Duties of real Estate Brokers	3.00
9	Fair Housing For The Real Estate Industry	3.00

**William R. Richards P.C.**

(317) 859-5666

Billy\_Richards@Att.Net

---

0010C	Indiana Tax Sale Seminar	7.00
-------	--------------------------	------

**Wohrle Real Estate School LLC**

(502) 819-2592

kyle@wohrleschool.com

---

1	Evaluating Current Standards in Fair Housing	4.00
10	Running a Small Brokerage Firm	3.00
11	Social Media Ethics	3.00
12	Taking the Distress Out of Distressed Properties	3.00
13	The Residential Contract: Issues Disputes & Solutions	4.00
14	Understanding Environmental Regulations	3.00
15	What Does It Mean To Be Green	3.00
16	What's the FHA Appraiser Looking For?	3.00
17	Commercial Real Estate Transaction Flow	3.00
18	Building A Successful Commercial Real Estate Business	3.00
19	Commercial Real Estate As A Career	3.00
2	Exploring Agency Concepts nad Disclosure	4.00
20	Property Management Basics- New CE Course	4.00
21	Property Management Leases- New CE Course	4.00
3	Keeping it Real: Property Law and Case Studies	4.00
4	NAR: May the Code Be With You	4.00
5	Navigating the Path Through Settlement	4.00
6	Performing Quality BPO's	4.00
7	Property Tax & Mortgage Valuation	3.00
8	Real Estate Contracts	4.00
9	Real Estate Disclosure Issues: Buyer and Seller Obligations	3.00