

# REAL ESTATE INSTITUTE CONTINUING EDUCATION

## 2016

**Continuing Education Credits Now Approved for Pennsylvania**



**TEMPLE**  
UNIVERSITY

**CENTER CITY**

# COURSE PLANNING GUIDE

## WE MAKE IT EASY FOR YOU TO PLAN

### APRIL

sun	mon	tues	wed	thurs	fri	sat
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

PLEASE SEE PAGES 3 AND 4  
FOR COURSE DESCRIPTIONS

### MAY

sun	mon	tues	wed	thurs	fri	sat
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

WE ALSO OFFER 3-HOUR,  
3.5 HOUR, 6-HOUR, 7-HOUR,  
AND 12-HOUR ONLINE  
CONTINUING EDUCATION  
COURSES. PLEASE VISIT  
[WWW.TEMPLE.EDU/REI](http://WWW.TEMPLE.EDU/REI).

#### APRIL COURSES

April 6	9:00am – 12:30pm	■	The Pros And Cons Of A Pre-Listing Property Inspection
	1:00pm – 4:30pm	■	Social Media for Real Estate Professionals
April 7	9:00am – 12:30pm	■	The Philadelphia Land Bank
April 11	9:00am – 12:30pm	■	Fifteen Things Real Estate Licensees Should Not Do
April 12	9:00am – 12:30pm	■	The Secret To Selling And Leasing Pet Friendly Real Estate
April 14	1:00pm – 4:30pm	■	Managing Environmental Risks to Get the Deal Done
April 21	9:00am – 12:30pm	■	Buying Real Estate with No Money Down
April 26	9:00am – 12:30pm	■	The Anatomy of a House
April 29	9:00am – 12:30pm	■	Changing The Trajectory For Philadelphia's Economy And Real Estate Development Climate

#### MAY COURSES

May 3	9:00am – 12:30pm	■	The Philadelphia Land Bank
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#### REAL ESTATE INSTITUTE AT TEMPLE UNIVERSITY CENTER CITY

## REGISTER NOW!

Complete the entire 14 hours of the required education to **renew your PA real estate license for the 2016 renewal cycle.**

**REGISTER NOW.** ONLINE: [temple.edu/rei](http://temple.edu/rei) | PHONE: 215-204-1539

## 3.5 CREDIT HOUR COURSES

### Changing the Trajectory for Philadelphia's Economy and Real Estate Development Climate

Taught by Paul Levy, President and CEO, Center City District

■ Select ONE date

**Friday, April 29, 9:00am–12:30pm**

**Thursday, May 12, 9:00am–12:30pm**

Students will learn about both public and private initiatives using as a starting point the Center City District's State of Center City 2016, which will be released in late April. Discussions will examine the diverse drivers of Center City real estate – office, education/health care, hospitality, retail and housing - to focus on which public tax policies and infrastructure investments have the greatest potential to put Philadelphia on a path of sustained economic growth.

**3.5 cr. hrs. | Fee: \$70**

### Fifteen Things Real Estate Licensees Should Not Do

Taught by Flora Rubin, Broker, Re/Max Executive Realty

■ Select ONE date

**Monday, April 11, 9:00am–12:30pm**

**Wednesday, May 4, 9:00am–12:30pm**

This course will identify and examine those common practices that increase risk and devalue the relationship with the client. Participants will begin to understand the inherent danger of these practices to encourage lasting change and will learn how to strategize practices that will better serve the consumer and close more transactions with reduced or minimized risk.

**3.5 cr. hrs. | Fee: \$70**

### Buying Real Estate with No Money Down

Taught by Michael Untermeyer, Esq.

■ Select ONE date

**Thursday, April 21, 9:00am–12:30pm**

**Thursday, May 5, 9:00am–12:30pm**

This course will teach you how you can invest in real estate without capital, "where" you can invest in "no money down" real estate, and "when" you can invest in "no money down" real estate. You will discover techniques, tools and the mechanics of purchasing real estate without buyers' investing their own money. These methods include seller financing with a first or second mortgage, lease with option to purchase, installment sales agreements, investing your commission and assigning the equity of another asset as collateral for a down payment. There are a number of legal and ethical limitations on purchasing real estate with no money down. Real estate agents have a fiduciary duty to their clients. They may not violate this duty in any transaction in which they might be charged with (and guilty of) self-dealing. What are the opportunities and the limitations of this type of transaction? If it sounds like it's too good to be true, it probably is!

**3.5 cr. hrs. | Fee: \$70**

### Managing Environmental Risks to Get the Deal Done

Taught by Joseph Manko, Esq., Rodd Bender, Esq., Brenda Gotanda, Esq.,

■ Select ONE Date

**Thursday, April 14, 1:00pm–4:30pm**

**Tuesday, May 3, 1:00pm–4:30pm**

Environmental issues can pose significant impediments to closing commercial and industrial real estate transactions. This course will cover several environmental risks that can impact real estate acquisition and development, as well as tools for mitigating those risks. Topics include climate change, environmental due diligence, cleanup of "brownfield" properties, environmental insurance, sustainability and green building, and permitting for redevelopment. We will help licensees spot environmental challenges that can derail deals, and identify potential solutions.

**3.5 cr. hrs. | Fee: \$70**

### The Pros and Cons of Prelisting Property Inspections

Taught by Flora Rubin, Broker, Re/Max Executive Realty

■ Select ONE Date

**Wednesday, April 6, 9:00am–12:30pm**

**Thursday, May 12, 1:00pm–4:30pm**

In this class you will be introduced to an alternative method for marketing real estate and how to determine the benefits and possible negatives as it relates to the seller as well as to the buyer. You will better understand and discover how to implement an inspection contingency in an agreement of sale and to understand the role of the seller property disclosure in the transaction.

**3.5 cr. hrs. | Fee: \$70**

### The Philadelphia Land Bank

Taught by John Carpenter

■ Select ONE Date

**Thursday, April 7, 9:00am–12:30pm**

**Tuesday, May 3, 9:00am–12:30pm**

The Philadelphia Land Bank is the City's newest effort to make it easier for people to reuse vacant and abandoned property in Philadelphia. It is designed to be a one-stop-shop for publicly owned vacant property, and a mechanism for quickly returning vacant and abandoned tax delinquent property to the market. This course will help real estate professionals learn how the Philadelphia Land Bank works so that they can help their clients take advantage of this new program.

**3.5 cr. hrs. | Fee: \$70**

### Anatomy Of A House

Taught by Jules Falcone, Home and Building Inspector/Consultant, ASHI

■ Select ONE Date

**Tuesday, April 26, 9:00am-12:30pm**

**Thursday, May 19, 9:00am-12:30pm**

Understanding homes and their systems is an integral part of the real estate transaction. To serve their clients better, agents should have an understanding of the systems in the home and how they function. This course offers an overview of HVAC, electrical, structural, roofing, and plumbing systems as well as legal implications related to disclosure issues, communications and negotiations, and business considerations and implications.

**3.5 cr. hrs. | Fee: \$70**

### 3.5 CREDIT HOUR COURSES

#### The Secret To Selling And Leasing Pet Friendly Real Estate

Taught by John Featherman, Realtor, BHHS Fox & Roach

■ Select ONE Date

**Tuesday, April 12, 9:00am–12:30pm**

**Tuesday, May 10, 9:00am–12:30pm**

Pets are a central part of many Pennsylvania residents' lives. Many homebuyers and renters will only consider real estate that accommodates the needs of their pets. In this class, you will learn how to help owners stage their home in a pet-friendly manner. You'll learn the secrets to get buyers and renters clamoring for your pet-friendly property. You'll identify how to minimize liability for incidents caused by pets. Master negotiating pet fees/deposits. Develop and use pet screening checklists. Identify which laws, regulations, and customs address pet issues in real estate. Learn when you cannot prevent someone from keeping an animal, i.e. a service animal.

**3.5 cr. hrs. | Fee: \$70**

#### Social Media for Real Estate Professionals

Taught by Karen Thorp, Broker, Dir. of Marketing, Interstate Maintenance

■ Select ONE date

**Wednesday, April 6, 1:00pm–4:30pm**

**Thursday, May 5, 1:00pm–4:30pm**

Real Estate professionals have an array of tools available to them on the internet today, including numerous social media websites. Many social media sites can be used to effectively and efficiently market to your target audience, providing new opportunities to expand and increase your real estate business. This course will provide an overview of social media websites related to real estate, while offering practical advice and suggestions on how to maximize usage of these sites.

**3.5 cr. hrs. | Fee: \$70**

## Attention, New Real Estate Licensees:

If you were licensed after December 1, 2013, the Real Estate Commission requires that you complete 14 hours of these SPECIFIC Mandatory Continuing Education Courses.

\$70 per course

Taught by Joe McGettigan and Joe Tarantino, Brokers and PA Real Estate Commissioners

### All new licensees must complete:

#### GENERAL MODULE (7 HRS.)

March 9: 9:00am – 4:30pm

April 27: 9:00am – 4:30pm

May 24: 9:00am – 4:30pm

Fee: \$70

### AND

Either Commercial Module or Residential Module. *Select the **one** most relevant to your discipline:*

Taught by Jules Falcone, Michael Frolove, Greg West

#### RESIDENTIAL MODULE (7 HRS.)

March 24: 9:00am – 4:30pm

April 13: 9:00am – 4:30pm

May 11: 9:00am – 4:30pm

Fee: \$70

### OR

#### COMMERCIAL MODULE (7 HRS.)

March 15: 9:00am – 4:30pm

April 5: 9:00am – 4:30pm

May 25: 9:00am – 4:30pm

Fee: \$70

# REGISTRATION FORM

# REAL ESTATE INSTITUTE CONTINUING EDUCATION

**Register Online:** temple.edu/rei **Phone:** 215-204-1539 **Office:** 1515 Market Street, Suite 215

First Name \_\_\_\_\_ Middle Initial \_\_\_\_\_ Last Name \_\_\_\_\_  
 Male  Female

BirthDay: MM/DD/YYYY \_\_\_\_\_ Gender \_\_\_\_\_

Home Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ ZIP Code \_\_\_\_\_

Day/Cell Phone Number \_\_\_\_\_ E-mail Address \_\_\_\_\_

**DATE TIMECOURSE SELECT TUITION**

**APRIL COURSES**

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3.5 hours = \$70 **TUITION TOTAL \$** \_\_\_\_\_

**PAYMENT MUST ACCOMPANY REGISTRATION**

Mail-in registrations with this form must be paid by check or money order.

Mail completed form to: **Temple University Real Estate Institute**  
**1515 Market Street, Suite 215**  
**Philadelphia, PA 19102**

We regret that we cannot take credit card information by mail. If you wish to pay with a credit/debit card, please register online at **temple.edu/rei**.

**"Online registration is strongly recommended"**