January 2020—July 2020

MIDDLETON
REAL ESTATE
TRAINING, INC.

Reminder for Real Estate Licensees:
You need 18 hours of CE to renew your 3 year license with the following minimum requirements:
2019 – minimum 2 hours
2020 - minimum 2 hours
2021 – by October 31, 2021 – Total 18 hours
(2 hrs. each year must include law, rules and court cases regarding real estate)

Ph # (248) 885-8311  FAX # (248) 885-8435
901 Tower Dr. Suite 120 Troy, Mi. 48098
www.middletontraining.com
e-mail Tami@ Middletontraining.com

We have moved
Our New Address  Feb 1st 2016
901 Tower Dr.
Suite #120
Troy, MI 48098
Director/Instructor:
Loretta J. Chmura

Office Staff
Tamara Sherman
Arden McCray

Instructors
Diane D’ Agostino
John Clemente
Dorian Harvey
Justin Kopsch
Ronald Coleman

MISSION STATEMENT:
To provide our students with excellence in education by including up-to-date
information as well as keeping our students informed on current trends so
that they may be as professional as possible in their chosen occupation.

Conduct:
Our classroom atmosphere is intended to be conducive to an enjoyable learning
environment. This would include, but not be limited to, a classroom environment free
from inappropriate conduct such as talking on cell phones during class, interfering
with classroom lectures, foul language or disruptive behavior. Any student not com-
plying with company policy will result in expulsion from any and all programs.

Visitors:
Students may not bring any visitors to class unless they pay full tuition.
Children are not allowed in the classroom or to be unsupervised at any time.
NO PETS allowed.

Refunds:
All tuition and fees paid by the applicant shall be refunded if the applicant is
rejected by the school before enrollment. An application fee of not more than $25 may
be retained by the school if the applicant is denied. All tuition and fees paid by the
Applicant shall be refunded if requested within 3 business days after signing a contract
with the school. Once the 3 days commence, there will be no refund after the first
scheduled session. All refunds shall be requested in writing, and will be returned
within 30 days of the request. Not withstanding the above, refunds are not consider
appropriate for individuals who have completed the course.

WHY NOT TAKE AN EXCITING 2020 CE
6 - HOUR CONTINUING EDUCATION CLASS
AT AN OFF-SITE LOCATION?
Loretta J. Chmura, Instructor
See page 13 for dates and registration form
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**Entrance Requirements**

All Classes

Must be 18 years of age and have knowledge and understanding of the English language. No other prerequisites are required.

$25.00 Service Charge for Returned Checks.
$5.00 Administration Charge for Duplicate Certificates
ALL CLASSES SUBJECT TO AVAILABILITY

We reserve the right to cancel any class due to lack of enrollment

**Holiday Schedule**

School will be closed on the following days:
- New Year’s Day
- Thanksgiving Day
- Labor Day
- Independence Day
- Memorial Day
- Christmas Day

In the event of hazardous weather, call school for information regarding class schedule.

DEPT. OF LICENING AND REGULATORY AFFAIRS PERMIT #000103
STATE OF MICHIGAN PUBLICATION DATE 12/19

**Class Reviews**

If you only need a review prior to taking the exam, Middleton has different Review Classes for salespersons and brokers. The Review Classes are for those who already have all the required education hours.

Salespersons Cram $120.00 (12hrs)    Brokers Cram $150.00 (20hrs)
Class Reviews $50.00 per class (4hrs)    Broker Fair Housing $50.00 (3hrs)
COURSE DESCRIPTIONS

Real Estate Fundamentals: 5 Weeks • 48 Hours
Pre-paid Tuition $220.00 + materials $75 / Walk-In $225.00+ $75 materials

Effective July 1, 2019:
Pre-paid Tuition $230.00 + materials $75 / Walk-In $235.00+ $75 materials

This course is designed to prepare the student for the real estate licensing examination for the State of Michigan. The licensing examination consists of 120 questions, and is conducted by (PSI). Our program gives you the necessary real estate background, in order for you to do well on the exam. Areas covered include:

- Laws
- Contracts
- Rules and Regulation
- Licensing
- Real Estate Ownership
- Brokerage
- Pricing
- Valuation

MIDDLETON REAL ESTATE TRAINING: IN TROY

Mondays & Wednesdays
9:00 a.m. – 1:00 p.m.

Tuesdays & Thursdays
6:00 p.m. – 10:00 p.m.

Start Dates:
Jan. 6th (2020)
Feb. 3rd
March 2nd
April 6
May 11
June 8th
July 13th

Jan. 7th (2020)
Feb. 4th
March 3rd
April 7th
May 12th
June 9th
July 14th

One Week Real Estate Real Estate Fundamentals: TROY LOCATION

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

Jan. 6, 7, 8, 9, 10, 11 (2020) Monday thru Friday + Finals 9:00 a.m. - 6:00 p.m.
March 2, 3, 4, 5, 6, 14 Monday thru Friday + Finals 9:00 a.m. - 6:00 p.m.
March 30, 31, April 1, 2, 3, 4 Monday thru Friday + Finals 9:00 a.m. - 6:00 p.m.
April 27, 28, 20, 30, May 1 Monday thru Friday + Finals 9:00 a.m. - 6:00 p.m.
June 1, 2, 3, 4, 5, 13 Monday thru Friday + Finals 9:00 a.m. - 6:00 p.m.
July 13, 14, 15, 16, 17, 25 Monday thru Friday + Finals 9:00 a.m. - 6:00 p.m.

Broker Basic I: 6 Weeks • 60 Hours

Pre-Paid Tuition $370.00+materials $75 / Walk-In $375+$75 materials

This course is designed to prepare you to successfully pass the Broker’s Licensing Examination developed by PSI. We assist our students with all the required paperwork.

This course goes toward 90 hour requirement for Broker License. Classroom lectures and discussions are an intricate part of all our courses. Additional workshops, in specialized areas are included at no additional cost.

Broker Basic I (6 weeks) 9:00 a.m. - 6:00 p.m.

Jan. 9, 16, 23, 28, Feb. 4, 11 Plus Finals & Fair Housing
March 5, 12, 19, 26, April 2, 7 Plus Finals & Fair Housing
May 14, 21, 28, June 4, 9, 16 Plus Finals & Fair Housing
July 16, 23, 30, Aug. 6, 11, 18 Plus Finals & Fair Housing

Broker 3 Hour Fair Housing • Tuition $50.00

*December 12, 2019 (3:00pm—6:00pm) March 17th, 2019 (3:00pm-6:00pm)
Real Estate Law:  • 32 Hours
Tuition: $325.00 + materials $65 Pre-paid • $330.00 + materials $65 Walk-In
This course will include discussions on the statutes. This course is approved and will go toward the Brokers 90 hour requirement for licensing as well as 15 hours credit for appraisal pre-license and appraisal continuing education credit.
Call for Dates

Introduction to Property Management: 4 weeks • 32 Hours
Tuition: $325.00 + $50 materials Pre-paid • $330.00 + $50 Walk-In
This course is designed to help the licensee to better understand the profession of property management. It includes career opportunities discussion, Michigan Laws as it relates to the profession as well as guidance to provide quality level service to clients. This course is approved for 32 hrs. Broker credit with 3 hours of Fair Housing or can count as 32 hrs. of Real Estate Continuing Education which includes 6 hrs. on law.
January 7, 2020 (4 weeks) Tuesday & Thursday 6:00pm-10:00pm
March 3 (4 weeks) Tuesday & Thursday 6:00pm-10:00pm
May 5 (4 weeks) Tuesday & Thursday 6:00pm-10:00pm

Broker Management: 32 Hours
Tuition: $325.00 + $65 materials Pre-paid • $330.00 + $65 Walk-In
This course is designed for anyone who is a manager, or wants to be manager/owner, who supervises or directs the conduct of a Real Estate Business. This course is approved and will go toward the 90 hour requirement for licensing and includes 3 hour fair housing or can count as 32 hours of real estate continuing education which includes 6 hours on laws.
Dec. 23, 26, Jan. 2, 3 Mon/Thur./Thur./Fri 9:00am-5:00pm (2 wks)
March 9, 11, 16, 18 Mon/Wed 9:00am-5:00pm (2 wks)
June 23, 25, July 7, 9 Tue/Thur. 9:00am-5:00pm (2 wks)

Limited Real Estate Appraisal License Requirements
Education: 75 hours of approved pre-licensure appraisal education
Experience Required: None • Exam: None

Four CLASSES FOR LIMITED APPRAISAL LICENSE – AQB Approved

1. Appraisal Principles: 4 weeks • 32 Hours Pre/30 Hours Continuing Education
Tuition: $300.00 + materials $60 Pre-paid
$305.00 + materials $60 Walk-In (Counts as Residential & Commercial)
Can also be used for 30 hrs Broker Educational Requirements and Appraisal CE requirements
Classes Start:
January 6 (2020) Monday & Wednesday 6:00 p.m. - 10:00 p.m.
March 2 Monday & Wednesday 6:00 p.m. - 10:00 p.m.
May 4 Monday & Wednesday 6:00 p.m. - 10:00 p.m.
July 6 Monday & Wednesday 6:00 p.m. - 10:00 p.m.

2. National Uniform Standards of Appraisal Practice: 15 Hours
Tuition: $250.00 + materials $75 Pre-paid
$255.00 + materials $75 Walk-In (Counts as Residential & Commercial)
(You do not need to purchase materials if you have the current edition of the USPAP book)
January 31, Feb. 1 Friday & Saturday 9:00 am - 5:00 p.m.
April 24 & 25 Friday & Saturday 9:00 am - 5:00 p.m.
June 19 & 20 Friday & Saturday 9:00 am - 5:00 p.m.
August 28 & 29 Friday & Saturday 9:00 am - 5:00 p.m.
3. **Appraisal Procedures:** 4 Weeks • 30 Hours Pre/28 hours Continuing education

Tuition: $300.00 + materials $30 Pre-paid  *  $305.00 + $30 materials Walk-In

(Counts as Residential & Commercial)

Start dates:
- February 3 (2020) Monday & Wednesday 6:00 p.m. - 10:00 p.m.
- March 30 Monday & Wednesday 6:00 p.m. - 10:00 p.m.
- June 1 Monday & Wednesday 6:00 p.m. - 10:00 p.m.
- August 3 Monday & Wednesday 6:00 p.m. - 10:00 p.m.

4. **Supervising Trainee Appraiser:** 4 hours

Tuition: $69.00 Pre-paid  $75.00 Walk-in (counts for Residential and commercial).

This class is required as of January 2015 for any one that is acquiring a Limited Appraiser License as well as anyone that wants to train a Limited Appraiser. Only Certified Residential or Certified General appraisers can train a Limited appraiser, and can only train 3 Limited appraisers at one time. This class also counts for Residential or Commercial CE credit for appraisers.

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<td>August 26</td>
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**State Licensed Appraiser Requirements**

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

**Experience Required:** 1,000 hours of appraisal experience over at least 6 months. **Exam:** AQB Exam

**Recommended sequence for obtaining this license and/or obtaining a certified Residential License follows. All classes are AQB Approved (Appraisal Qualifications Board)**

1. **Residential Report Writing:** • 15 Hours

Tuition: $200.00 + $30 materials Pre-paid  $205.00 + $30 materials Walk-In

The course is recommended after obtaining at least 200 hrs. of appraisal experience while licensed as a limited appraiser and helps the licensee to better understand the 1004 appraisal form and the requirements of each section of the FNMA 1004 summary appraisal report. This AQB content class is to obtain either the state licensed or residential certified license and is approved for **15hrs. pre-license credit for Residential** as well as **14 hrs. of appraisal continuing education credit** for all levels of appraisal licenses.

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<td>June 15, 17, 22</td>
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2. **Residential Market Analysis & Highest & Best Use:** 15 Hours

Tuition $200.00 + $30 materials Pre-paid  $205.00 + $30 materials Walk-In

This course is recommended after obtaining at least 500 hours of appraisal experience while licensed as a limited appraiser, but is also excellent for any licensed appraiser to better understand how to analyze real estate markets and to better understand the elements necessary in determining a properties highest and best use. This course is an AQB content course for obtaining state license and certified residential appraisal license and is approved for **15hrs. pre-license credit for Residential** as well as **14 hrs. of appraisal continuing education credit** for all level appraisal licenses/14 hrs. credit for continuing education real estate or can be used for brokers pre-license training.

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<td>February 10 &amp; 13</td>
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<td>April 6, 13, 15</td>
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<td>June 8, 10, 16</td>
<td>Mon/Wed/Tue</td>
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3. Residential Site Valuation & Cost Approach: 15 Hours
   Tuition: $200.00 + $30 for materials Pre-paid
   $205.00 + $30 for materials Walk-In (Counts as Residential)
This class is recommended after a limited appraiser has gained 2000 hours of experience and is preparing to take their state exam to become state licensed. This course is designed to help an appraiser to better understand the valuation techniques for land value as well as how to be more efficient with the cost approach. This course is a required AQB content course and is approved for **15 hrs. pre-license for state licensed and Residential Certified Appraisers** as well as **14 hours of continuing education credit** for all level appraisal licenses.

- Dec. 26, Jan. 2, 3  Thur./Thur./Fri.  5:00pm -10:00pm
- February 17 & 20 Mon/Thur.  9:00 am - 5:00 pm
- April 13, 15, 20 Mon/Wed/Mon  1:30 pm - 6:00 pm
- June 15, 22, 24 Mon/Mon/Wed  9:00 am - 1:30 pm

4. Residential Sales Comparison & Income Approach: 30 Hours
   Tuition: $340.00 + $30 for materials Pre-paid
   $345.00 + $30 materials Walk-In (Counts as Residential)
This class is recommended as the last class taken to prepare for the next level license. This course is an excellent review of the sales comparison approach and all of the necessary requirements for performing the income approach to value. This is a Required AQB content course for obtaining a State License and Residential Certified Appraisal license and is approved for **30 hrs. pre-license for either of those licenses** as well as **28 hours of continuing education credit** for all level appraisal licenses.

- February 11, 13, 18, 20, 25, 27  Tuesday and Thursdays  5:00pm - 10:00pm
- April 14, 16, 21, 23, 28, 30  Tuesday and Thursdays  5:00pm- 10:00pm
- May 27, 29, June 2, 4, 9, 11  Tuesday and Thursdays  5:00pm - 10:00pm

Certified Residential Appraiser Requirements

**Education:** 200 hours of Approved Pre-Licensure appraisal education and college level Education or licensees who are State licensed for a minimum of 5 years with no disciplinary actions may qualify in lieu of college level education.

**Experience Required:** 1,500 hours of experience in no fewer than 12 months.

**Exam:** AQB Exam

**Statistics, Modeling & Finance: 15 Hours**
   Tuition: $200.00 + $30 for materials Pre-paid
   $205.00 + $30 materials Walk-In (Counts as Residential & Commercial)
This class reviews the applicability of measurements of central tendencies for all three approaches to value as well as statistical analysis, introduction to financing terms that are important to appraisers, as well as understanding the six functions of a dollar. This course content is required by AQB for pre-licensing, for Certified Residential and Certified General appraisal license and is approved for **15 hrs. pre-license for Residential Certified as well as Certified General** appraisal license and **14 hours of continuing education credit** for all appraisal licenses.

- January 20, 22, 27 (2020)  Mon/Wed/Mon  9:00am-1:30pm
- March 31, April 2, 7, 9 Tuesday and Thursdays  6:00pm - 10:00pm
- May 4, 6, 11  Mon/Wed/Mon  1:30pm - 6:00pm
- July 7, 9, 14  Tue/Thur./Tue  5:00pm-10:00pm
Advanced Residential Applications & Case Studies: 15 Hours
Tuition: $200.00 + $30 for materials Pre-paid
$205.00 + $30 for materials Walk-In (Counts as Residential & Commercial)
This class review of more challenging residential appraisals and methodologies that appraisers can use to appraise them to be in compliance with the competency provision of USPAP as well as the scope of work requirements. This course is a AQB content course for Certified Residential license and is approved for 15 hrs. pre-license for Residential Certified as well as 14 hrs. of appraisal continuing education for all level appraisal licenses.

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<td>Mon/Wed/Mon 1:30pm - 6:00pm</td>
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<td>March 13, 20, 27</td>
<td>Fridays  5:00pm - 10:00pm</td>
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<td>May 4, 6, 11</td>
<td>Mon/Wed/Mon 9:00am - 1:30pm</td>
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<td>July 21, 23, 28</td>
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Exam Prep: Applied Principles: 20 Hours
Tuition: $250.00 + $30 for materials Pre-paid
$255.00 + $30 materials Walk-In (Counts as Residential & Commercial)
This course is designed to prepare an appraiser for state licensed, certified residential and certified general examination for the state of Michigan. This course counts as 20 hour pre-license for Residential Certified as well as 18 hours of appraisal continuing education for all level appraisal licenses.

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<tr>
<td>January 17, 24, 29, Feb. 14, 21</td>
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<td>June 16, 18, 23, 25</td>
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General Real Estate Appraiser

Education: 300 hours of approved pre-licensure appraisal education subject matters approved under the AQB criteria for acceptable courses. And a bachelors degree

Experience Required: 3,000 hours of appraisal experience including at least 1,500 hours of non-residential experience over at least 30 months.

Exam: 2015 AQB (Appraisal Qualifications Board)

Call for class dates
Residential Builders and Maintenance
and Alteration Contractors Course
(Effective June 1, 2008 60 hours pre-licensure education requirement)

BUILDERS COURSE #1 – 32 Hours (4 weeks)
$399.00 Pre-registered (at least 24 hours before day of course)
$425.00 if not pre-registered
(Course includes books and course materials)
Each 6 hour session can be taken as a stand alone course for only $100.00 each plus materials

This course includes 5 of the 7 mandatory subjects – 6 hours each:
1. Construction Safety Standards
2. Contracts Liability & Risk Management
4. Marketing and Sales
5. Construction Project Management

Classes Start:
- December 9, Monday & Wednesday, 6:00pm - 10:00pm, 4 weeks
- February 17, Monday & Wednesday, 6:00pm - 10:00pm, 4 weeks
- April 20, Monday & Wednesday, 6:00pm - 10:00pm, 4 weeks
- June 22, Monday & Wednesday, 6:00pm - 10:00pm, 4 weeks

BUILDERS COURSE #2 – 32 Hours (4 weeks)
$399.00 Pre-registered (at least 24 hours before day of course)
$425.00 if not pre-registered
(Course includes books and course materials)
This course includes the remaining 2 mandatory subjects - 6 hours each as well as the remaining 18 hours devoted to preparing you for the builders exam, with the last two hours devoted to a practice examination.

1. Michigan Residential Building code
2. Building Design and Building Science
• Building Layout and Blue print reading
• Plans and Specifications
3. Michigan Builders Laws and Rules
• Regulatory and Statutory requirements
• Conduct and Penalties
4. Building Components
• Excavation and site work
• Carpentry
• Roofing
• Insulation
• Masonry

Classes Start:
- January 13th, Monday & Wednesday, 6:00pm - 10:00pm, 4 weeks
- March 16th, Monday & Wednesday, 6:00pm - 10:00pm, 4 weeks
- May 18th, Monday & Wednesday, 6:00pm - 10:00pm, 4 weeks
- July 20th, Monday & Wednesday, 6:00pm – 10:00pm, 4 weeks

3 HOURS BUILDERS CONTINUING COMPETENCY COURSE
This course must be completed by the licensee once within the 3 year license renewal
Satisfies the 3 hours continuing competency requirements required by State of Michigan

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

Dates:
- December 16, Monday, 9:00am-12:00pm
- February 24, Monday, 3:00pm-6:00pm
- April 20, Monday, 9:00am-12:00pm
- May 5, Tuesday, 3:00pm-6:00pm
Registration Form For Builder’s Continuing Competency Course

Middleton Real Estate Training
901 Tower Dr. Suite 120
Troy, Mi. 48098
(248) 885-8311 Fax# (248) 885-8435

Fee: $45.00 Pre-paid
$50.00 Walk-in

Name_________________________________________________________________
Address_______________________________________________________________
City _______________________________State ________Zip ___________________
Home Phone (____)__________________ Work Phone (____) __________________
E-Mail________________________________________________________________
Class Date _________________Permanent I.D.#______________________________
Visa/Master __________________________Exp. Date _________________________
Signature ______________________________________________________________

$25.00 Service Fee For Returned Checks
Must Cancel Prior to Class Date For Refund

Introduction to Home Inspection: 4 Weeks • 32 Hours
Tuition: $550.00 + materials $60 Pre-paid
$560.00 + materials $60 Walk-In

Learn how to inspect all the major components of a house, identify roof styles, determine the normal life expectancies of roofs, furnaces, water heaters etc., as well as estimating the costs of replacing such items!

Classes start:
January 14, 2020       Tues/Thurs       6:00pm-10:00 pm
April 14               Tues/Thurs       6:00pm-10:00 pm

Advanced Home Inspection: 2 Weeks • 16 Hours
Tuition: $495.00 (includes materials) Pre-paid
$500.00 (includes materials) Walk-In

Prerequisite: “Introduction to Home Inspection”

This course is designed for individuals who want to further their knowledge of the home inspection industry with a more in depth study of the major components of a house. Because of the rapid changes in technology and federal legislation surrounding the home inspection industry, continuing education is critical to the success of a home inspector. Licensed, master craft person will answer questions and address code of each session.

• Foundations and Basements • Electrical • HVAC Systems
• Attics, Structure, and Framing • Plumbing • Legal Issues

February 11 (2020)       Tues/Thurs       6:00pm-10:00pm
May 12                    Tues/Thur        6:00pm-10:00pm
This course is for the current year (2020) Continuing Education for Real Estate but can be taken for any year that licensees have missed. Licensees cannot get credit for duplicated classes. All six hours are considered legal update.

Class can be taken as a 2 hour, a 4 hour, or all 6 hours for credit
Tuition: $50.00 Pre-Paid (must be pre-paid before the day of course) $55.00 Walk-In

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<td>May 15, 2020 (offsite Iroquois Club)</td>
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<td>May 21, 2020 (offsite Bingham Farms)</td>
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<tr>
<td>May 30, 2020</td>
<td>Saturday</td>
<td>9:00am - 3:30 pm (R)</td>
</tr>
<tr>
<td>June 6, 2020</td>
<td>Saturday</td>
<td>9:00am - 3:30 pm (R)</td>
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<tr>
<td>June 11, 2020</td>
<td>Thursday</td>
<td>9:00am - 3:30 pm (R)</td>
</tr>
<tr>
<td>June 26, 2020 (offsite Clinton River Cruise)</td>
<td>Friday</td>
<td>8:30am - 3:30 pm (R)</td>
</tr>
<tr>
<td>June 27, 2020</td>
<td>Saturday</td>
<td>9:00am - 3:30 pm (R)</td>
</tr>
<tr>
<td>July 8, 2020</td>
<td>Wednesday</td>
<td>9:00am - 3:30 pm (R)</td>
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<tr>
<td>July 18, 2020</td>
<td>Saturday</td>
<td>9:00am - 3:30 pm (R)</td>
</tr>
<tr>
<td>July 22, 2020</td>
<td>Wednesday</td>
<td>9:00am - 3:30 pm (R)</td>
</tr>
</tbody>
</table>

*Please look at page 16 for Specialty Classes you can take that will count for Continuing education for any of the 3 year cycle as well*
Please Remit To:
Middleton Real Estate Training, Inc.
901 Tower Dr. Suite #120
Troy, Mi. 48098
PH: (248)885-8311 • Fax: (248) 885-8435

Please check one:
[ ] 2 hours only (2 hours legal)
$30.00 pre-paid $35.00 Walk-in

[ ] 4 hours only (4 hours legal)
$40.00 pre-paid $45.00 walk-in

[ ] 6 Hours (6 hours legal)
$50.00 pre-paid $55. walk-in

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

Name _________________________________________________________
Address _______________________________________________________
City _______________________ State _________Zip __________________
Home Phone (_____) ___________ Work Phone (_____) ________________
E-mail_________________________________________________________
Class Date _________ Permanent I.D. _650_________________________
Visa/Master __________________________ Exp. Date __________________
Signature ______________________________________________________

$25.00 Service Fee For Returned Checks
Must Pay Before Class Date For Pre-Paid Rate
Must Cancel Prior To Class Date For Refund

WHY NOT TAKE AN EXCITING 2020 CE
Continuing Education Class At One of The Following Offsite Locations?

Loretta J. Chmura, Instructor

May 15, 2019                Iroquois Club                               8:30 a.m. - 3:30 p.m. (R)
May 21, 2019                Bingham Farms                           9:00 a.m. - 3:30 p.m. (R)
June 26, 2019                Clinton River Cruise                   8:30 a.m. - 3:30 p.m. (R)

See page 13 for offsite registration form and refund information.
Clinton River Cruise  All classes 8:30 a.m. - 3:30 p.m.  Fee $75.00
152 North River Rd.  June 26, 2019  Friday
Mount Clemens, MI 48043

Includes lunch and Cruise During Lecture

Iroquois Club  All classes 8:30 a.m. - 3:30 p.m.  Fee $70.00
43248 N. Woodward  May 15, 2019  Friday
Bloomfield Hills, MI 48302

Includes Continental Breakfast & Executive Sandwich Board Buffet

Southfield/Bingham Farms  All Classes 9:00am - 3:30pm  Fee $50.00
30400 Telegraph Rd. #151  May 21, 2019  Thursday
Bingham Farms, MI 48025
(Located in Bingham Office Park Conference Center)

REGISTRATION FORM FOR OFFSITE CON-ED

Please Remit To:  ( Offsite classes Pre-pay only)
Middleton Real Estate Training, Inc.  Clinton River Cruise ☐
Middleton Real Estate Training, Inc.  Iroquois Club ☐
901 Tower Dr. Suite 120  Bingham Farms ☐
Troy, Mi. 48098  NOCBOR ☐
248-885-8311 *Fax 248-885-8435

Name ____________________________________________________________
Address _________________________________________________________
City_________________________ State _______ Zip ________________
Home Phone (_____) ___________ Work Phone (_____) __________________
E-mail_________________________ Class Date__________________
Permanent I.D. 650___________ Visa/Master________________________
Signature ____________________________ Exp. Date _________________

*Must pre-pay 7 days prior to class/no refunds after that time.
Please return to: Middleton Real Estate Training, Inc.  
$25.00 Service Fee For Returned Checks.
This course is for people who missed last year’s 2019 Continuing Education, or need to make up 6 hours for any previous year. Students cannot duplicate classes.

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

<table>
<thead>
<tr>
<th>Date</th>
<th>Day</th>
<th>Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 3, 2020</td>
<td>Friday</td>
<td>9:00 a.m. - 3:30 p.m. (R)</td>
</tr>
<tr>
<td>February 7, 2020</td>
<td>Friday</td>
<td>9:00 a.m. - 3:30 p.m. (R)</td>
</tr>
<tr>
<td>March 6, 2020</td>
<td>Friday</td>
<td>9:00 a.m. - 3:30 p.m. (R)</td>
</tr>
<tr>
<td>April 3, 2020</td>
<td>Friday</td>
<td>9:00 a.m. - 3:30 p.m. (R)</td>
</tr>
<tr>
<td>May 1, 2020</td>
<td>Friday</td>
<td>9:00 a.m. - 3:30 p.m. (R)</td>
</tr>
<tr>
<td>June 5, 2020</td>
<td>Friday</td>
<td>9:00 a.m. - 3:30 p.m. (R)</td>
</tr>
<tr>
<td>July 10, 2020</td>
<td>Friday</td>
<td>9:00 a.m. - 3:30 p.m. (R)</td>
</tr>
</tbody>
</table>

**Refunds:** All tuition and fees paid by the applicant shall be refunded if the applicant is rejected by the school before enrollment. An application fee of not more than $25 may be retained by the school if the applicant is denied. All tuition and fees paid by the applicant shall be refunded if requested within 3 business days after signing a contract with the school. Once the 3 days commence, there will be no refund after the first scheduled session. All refunds shall be requested in writing, and will be returned within 30 days of the request. Notwithstanding the above, refunds are not considered appropriate for individuals who have completed the course.
REAL ESTATE NEGOTIATION EXPERT-RENE

Class Cost:  $300.00 pre-paid   $315.00 walk-in (includes materials)
This class will count for 14 hours of real estate continuing education
Class Dates:

Call for Dates

This new 2-day Course is an interactive experience to help negotiators elevate their game! The course examines all types of negotiation formats and methods so that today’s negotiators can play the game to win. A full spectrum of tips, tools, techniques and advantages will be provided so that negotiators can provide effective results for their client.

The second day of the course focuses on real-world field scenarios to help negotiators apply the power tools, techniques and tactics learned on the first day. Understanding the tactics and techniques is one thing, but learning how to recognize them being done and using them effectively requires practice. These field scenarios provide the foundational experience and practice negotiators need to master so they can effectively advocate for their clients.

SPECIALTY CLASS REGISTRATION FORM

Please remit to:
Middleton Real Estate Training, Inc.
901 Tower Dr. Suite 120
Troy, Mi. 48098
(248) 885-8311 • Fax: (248) 885-8435

Name of Class__________________________________________
Course fee: ___________

Name __________________________________________________________________
Address ______________________________________________________________
City_________________________ State _______________ Zip ___________________
Home Phone (_____) ____________ Work Phone (_____) ______________________
E-mail____________________________________
Class Date_____________________
Permanent I.D. 650______________Visa/Master________________________________
Signature _________________________________________Exp. Date ______________

Please return to: Middleton Real Estate Training, Inc.

$25.00 Service Fee For Returned Checks.
SPECIALTY CLASSES
FOR REAL ESTATE CONTINUING EDUCATION CLASSES

Each of these classes provides 6 or 7 hours of Real Estate Continuing Education credit
FEE: $75.00 pre-paid (includes materials) $80.00 walk-in (includes materials)
(FOR DETAILED DESCRIPTIONS OF CLASSES, SEE PAGE 17)

Real Estate Investing (New) (includes 2 hours legal)
- January 21, 2020: Friday, 9:00 a.m. - 4:30 p.m.
- March 27, 2020: Friday, 9:00 a.m. - 4:30 p.m.
- July 6, 2020: Monday, 9:00 a.m. - 4:30 p.m.

Foreclosures (updated) (includes 2 hours legal)
- February 7, 2020: Friday, 9:00 a.m. - 3:30 p.m.
- April 3, 2020: Friday, 9:00 a.m. - 3:30 p.m.
- June 25, 2020: Thursday, 9:00 a.m. - 3:30 p.m.

Green Day 1 (New) (includes 2 hours legal)
- April 21, 2020: Tuesday, 9:00 a.m. - 4:30 p.m.

Green Day 2 (New) (includes 2 hours legal)
- May 5, 2020: Tuesday, 9:00 a.m. - 4:30 p.m.

New Home Construction (updated) (includes 2 hours legal)
- December 13, 2019: Friday, 9:00 a.m. - 3:30 p.m.
- February 14, 2020: Friday, 9:00 a.m. - 3:30 p.m.
- April 16, 2020: Thursday, 9:00 a.m. - 3:30 p.m.
- June 9, 2020: Tuesday, 9:00 a.m. - 3:30 p.m.
- August 14, 2020: Friday, 9:00 a.m. - 3:30 p.m.

Military Relocation (updated) (includes 2 hours legal)
- January 17, 2020: Friday, 9:00 a.m. - 3:30 p.m.
- March 26, 2020: Thursday, 9:00 a.m. - 3:30 p.m.
- May 19, 2020: Tuesday, 9:00 a.m. - 3:30 p.m.
- June 16, 2020: Tuesday, 9:00 a.m. - 3:30 p.m.

Mastering the CMA (New)
- December 20, 2019: Friday, 9:00 a.m. - 3:30 p.m.
- February 18, 2020: Tuesday, 9:00 a.m. - 3:30 p.m.
- April 7, 2020: Tuesday, 9:00 a.m. - 3:30 p.m.
- June 2, 2020: Tuesday, 9:00 a.m. - 3:30 p.m.

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

Appraising Green Residences
- March 20, 2020: Thursday, 9:00 a.m. - 4:30 p.m.
- July 20, 2020: Monday, 9:00 a.m. - 4:30 p.m.

Investment Analysis for Income Properties (New)
- March 10, 2020: Tuesday, 9:00 a.m. - 4:30 p.m.
- May 29, 2020: Friday, 9:00 a.m. - 4:30 p.m.
- July 21, 2020: Tuesday, 9:00 a.m. - 4:30 p.m.
BECOME AN ABR (ACCREDITED BUYER REPRESENTATIVE)

Day 1: "Theory & Practice of Buyer Agency" & “Service Delivery”
Day 2: "Marketing Practices" & “Office Policy, Negotiations and Relocations”
Day 3: "Elective Course” (see descriptions below)

This Class is Approved by REBAC (Real Estate Buyer’s Agent Council) and Fulfills the Educational Requirements for the ABR Designation. ABR counts as 15 hrs. real estate continuing education credit or can be used toward 90 hr. broker pre-licensing requirement.

$300.00 Pre-paid includes materials & first year dues to REBAC $315.00 Walk-In

**January 17 & 24, 2020   Friday & Friday        9:00am - 5:00pm
** March 13 & 20               Friday & Friday        9:00am - 5:00pm
** July 24 & 31                  Friday & Friday        9:00am - 5:00pm

**Location: NOCBOR 4400 W. Walton Blvd. Waterford, Mi.
(must also take an elective course from page 16 for designation)

ELECTIVE COURSE DESCRIPTIONS FOR ABR

$75.00 pre-paid / $80.00 walk in each if taken independent of the ABR Course

Each of the classes are approved for 6 Hours of Real Estate Continuing Education and includes the 2 Hours of required Law as well as count for Appraisal continuing education

Real Estate Investing: Building Wealth representing investors and becoming one yourself
This REBAC elective course covers the fundamentals of real estate investment that practitioners need to know to expand their business services. Learn to adapt core real estate skills and learn new skills to serve clients who want to invest in single family homes, condos, townhomes, and small multifamily properties. You will learn to goal set, plan, evaluate, and acquire properties as well as manage them.

Military Relocation
The goal of this course is to educate the real estate professional about working with current and former service members to find the housing solutions that best suit their needs as sellers or buyers and take full advantage of military benefits and support. You will learn how to provide real estate services at any stage in the service member’s military career that meet the needs of this niche market

Pricing Strategies: Mastering the CMA
This course will provide students with the ability to select appropriate comparables and make accurate adjustments to them, for use in developing home price opinions. This course will also guide sellers and buyers through the details of CMA’S and the pricing principles to prepare them. This course will also teach licensees how to interact effectively with appraisers

Green Day 1
The Resource-efficient Home: Remodels, Retrofits, Renovations, and New Home Construction covers the distinguishing characteristics that make a home resource thrifty. The course looks at why consumer demand for these homes is increasing and how both the homes and consumer expectations impact the market. The course prepares real estate professionals to provide advice and sources of information to help homeowners improve the resource efficiency of their homes from low-cost fixes and DIY projects to retrofitting and replacing systems to big-budget remodeling projects.

Green Day 2
Representing Buyers and Sellers of Resource-Efficient Homes, the second course in the designation program sequence, focuses on applying the knowledge of resource-efficient. Smart, and certified homes gained in the preceding course and adapting core real estate skills to build business success in the niche market for resource-efficient homes.
New Home Construction and Buyer Representation
The goal of this course is to help real estate professionals gain the product and transaction knowledge needed in order to guide buyer-clients through the steps and processes for purchase, construction, and customization of a new home. Students will learn how to interact with new home builders and sales representatives to protect their clients’ interests while developing productive business relationships. This course counts for Real Estate and Appraisal Con-Ed.

(SRES) Senior Real Estate Specialist – 15 hours
FEE: $300.00 Pre-paid includes books & dues for the first year
$315.00 Walk-In includes books and dues for the first year
Learn distinguishing characteristics and trends of the 55+ market so that you can discern them in your own market area. • Challenge stereotypes and draw valid generalities about 55+ real estate clients and customers. • Raise awareness of some do’s and don’ts when striving to gain and serve the 55+ market. This course counts as 15 hrs. Broker Pre-licensing credit and includes 1.5 hours of Fair Housing, or can be used for 12 hours of Real Estate continuing Education.

**February 14 & 21, 2020  Friday & Friday  9:00am -  5:00pm
**April 9 & 16  Thursday & Thursday  9:00am -  5:00pm

** In conjunction with NOCBOR/4400 W. Walton Blvd. Waterford, MI.

20 HOUR SAFE COMPREHENSIVE MLO COURSE
Beginning July 31, 2010 an individual shall not engage in the business of mortgage loan originator with respect to any dwelling located in this state without first obtaining and maintaining annually a license under this act. Each licensed mortgage loan originator must register with and maintain a valid unique identifier issued by the nationwide mortgage licensing system and registry. This course is approved by state of Michigan and Nationwide Mortgage Licensing System for a person to obtain a mortgage loan office license. Beginning July 31, 2010 persons regulated under the act cannot perform loan officer services until the following requirements are met.

1. Complete a 20 Hour NMLS approved course
2. Pass The National Component of the SAFE Mortgage loan originator test
3. Pass the State-Specific component of the SAFE Mortgage loan originator test
4. Must make application and pay the required NMLS registration fees

This course is also approved for 30 hours towards broker requirement and includes 3 hours of Fair Housing, or can be used for 20 hours of Real Estate continuing education

Class Cost: $300.00 Pre-Paid – Includes materials     $315.00 Walk-in  
Dates:  January 13, 14, 15, 2020  9:00 am -  5:00 pm
       March 23, 24, 25  9:00 am -  5:00 pm
       May 18, 19, 20  9:00 am -  5:00 pm
       July 27, 28, 29  9:00 am -  5:00 pm

8 HOUR NMLS APPROVED CE TRAINING IS NOW AVAILABLE
COST: $130.00 Pre-Paid—includes materials $140.00 walk-in fee
*Call for Dates
Introduction to Commercial Real Estate:

**HP10B ii Calculator required for this course and can be purchased at the class. Please contact office before hand if you need one. Cost: $50.00**

This course provides and introductory insight into the various types of Commercial Real Estate properties and information for students who are interested in going into the Commercial Real Estate field. This course also teaches students the Time value of Money, to help them understand investment yields to assist them in working with buyers and sellers of these types of properties as well as financial Analysis of the Commercial market.

**This course is approved and will provide 15 hours toward the Brokers 90 hour requirement for Real estate licensing or will count as credit for Real Estate CE as well as 14 hours appraisal continuing education credit.**

**HP10b11 Calculator required for this class:**

**Class Dates:**
Call for Dates

---

**EPRO**

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

Class Dates: May 7 & 8, 2020 Thursday/Friday 9am-5pm NOCBOR Waterford

Who is it for:

**NAR's e-PRO® certification program helps REALTORS® master the advanced digital marketing techniques of today. With the e-PRO® certification, REALTORS® increase their ability to reach customers, expand their capabilities, and build trust by safeguarding client information.**

What You Gain

- Consumers find you first through a search on our e-PRO® website
- Your name stands out at nar.realtor and White Pages at realtor.com®