

Ben C. Scheible

Nevada Real Estate
Continuing Education Courses



4971 Foxcreek Trail
Reno, Nevada 89519
775-448-6790
Ben@BenScheible.com
www.benscheible.com

INTRODUCTION

Ben C. Scheible offers excellent, effective, and entertaining continuing education and training for Nevada Real Estate licensees. Continuing education courses can be customized to be consistent with corporate and office policies of the audience. We currently have 26 different courses available for a total of 78 continuing education hours. Every designation required for broker, broker-salesperson and salesperson license renewals is available. Check my website often because new courses are written frequently.

NEWEST COURSES: On July 1, 2010 the following courses were approved by the Real Estate Commission

- Agency Explained (Agency)
- Contracts in a Changing Market (Contracts)
- Ten Contract Myths (Contracts)
- Ethics in “Real World” Situations (Ethics)
- The Broker is the Boss (Broker/General)
- Foreclosures: Fact and Fiction (General)
- Disclosures: What’s New and What’s Not (General)
- The Relevance of Liens (General)
- Five Home Affordable Programs (HAMP & Beyond) (General)

There is a brief description of each course in the “Course Descriptions” section below.

BACKGROUND ON CONTINUING EDUCATION REQUIREMENTS

After a licensee’s first renewal, subsequent renewals require 24 hours of continuing education classes. Within those 24 hours a licensee must put a LACE around his/her education by having at least 3 hours in each of the following 4 designations:

1. **L**aw
2. **A**gency
3. **C**ontracts
4. **E**thics

If a licensee has more than 3 hours in any designation the excess is counted toward the general designation. In addition, a broker, or broker-salesperson must have at least 3 hours designated as a broker management class. The three hours are included within management course for 3 hours of general credit.

EFFECTIVE JULY 1, 2011 the initial license period will be two years and subsequent renewals will be effective for four years. Details regarding implementation of the extended license period will be described as soon as they are finalized.

Course Descriptions

CLASSES WITH LAW AND LEGISLATION DESIGNATION

Nevada Real Estate Law Update (2009) **3 Hours**

CE.4051000-RE Law & Legislation

This is a required course for license renewal. All of the real estate related legislation from the 2009 session is reviewed and presented in an effective entertaining way. The emphasis is on legislation that directly affects you as a licensee.

CLASSES WITH AN AGENCY DESIGNATION (At least three hours of Agency is required for license renewal)

NEW Agency Explained **3 Hours**

CE.5108000-RE Agency

Nevada has some interesting “twists and turns” in agency law. This course explores the fundamental principles of Nevada agency law and explains the Nevada specific provisions in detail.

Residential Buyer Representation **3 Hours**

CE.3071000-RE Agency

Learn how to legally and effectively represent a buyer in a residential transaction. This course includes a special module on short sales and REO sales. In addition, a buyer representation agreement is analyzed in detail.

Our Agency Dilemma **3 Hours**

CE.2670000-RE Agency

What dilemma? Attend this course and discover the dilemmas posed by Nevada’s agency laws and how to handle them.

You Gotta Know These Laws **3 Hours**

CE.3659000-RE Agency

Explore in detail four laws you “gotta” know to provide excellent client service and stay out of court. Case studies make this a fun and fast moving course.

Five Agency Principles & Documents

3 Hours

CE.3755000-RE Agency

Agency relationships are at the core of your profession. This course explores the relationship between five important agency principles and five important documents that are used by real estate licensees to help fulfill their agency duties and responsibilities.

CLASSES WITH A CONTRACTS DESIGNATION (At least three hours of Contracts is required for license renewal)

NEW Contracts in a Changing Market

3 Hours

CE.5111000-RE Contracts

A “traditional” sale seems rare. This course will give you tools to apply contract principles in today’s market of short sales, foreclosures and REOs.

NEW Ten Contract Myths

3 Hours

CE.5109000-RE Contracts

Are all real estate related contracts required to be in writing? Is an earnest money deposit required for a valid purchase agreement? This course explains and clarifies some common contract myths and misconceptions.

Residential Listing Agreements

3 Hours

CE.3072000-RE Contracts

Represent sellers effectively and legally. Special attention is devoted to representing sellers in a short sale situation and representing REO sellers. A listing agreement is analyzed including a master listing agreement for an REO seller.

Intermediate Contracts Analysis

3 Hours

CE.3595000-RE Contracts

This is not your mother’s “offer and acceptance” class. In this class we raise the bar and discuss intermediate level issues including the legal principles of contract interpretation.

So the Seller Said No

3 Hours

CE.3097000-RE Contracts

This is always a popular course with a lively discussion. This course helps agents take a step back and see the general picture.

CLASSES WITH AN ETHICS DESIGNATION (At least three hours of Ethics is required for license renewal)

***NEW Ethics and "Real World" Situations* 3 Hours**

CE.5112000-RE Ethics

What are the ethical obligations of a licensee who represents two buyers who want to purchase the same property? Do short sales and REOs give rise to ethical questions that don't arise in other circumstances? This course takes a practical approach to ethical issues that commonly arise in today's market.

***RESPA: A Final Rule Finally (2010)* 3 Hours**

CE.4063000-RE Ethics

HUD has been working since 2002 on the new rule that is effective January 1, 2010. Don't be left behind. The emphasis is on the new Good Faith Estimate (GFE) and HUD-1.

***Today's Fair Housing Issues* 3 Hours**

CE.2986000-RE Ethics

This course provides the essential information about fair housing issues. A brief historical review of civil rights movements in the United States creates a context that sets this class apart from other fair housing classes.

***You Decide: Ethics Case Studies in Nevada* 3 Hours**

CE.3492000-RE Ethics

This course is packed with "real life" case studies to explore the practical application of ethical principles in your daily practice. Case studies provide you the opportunity to discuss what you think the outcome should have been.

CLASSES WITH BROKER MANAGEMENT DESIGNATION (At least three hours of Broker Management is required to renew a broker or broker-salesperson's license.)

***NEW The Broker is the Boss* 3 Hours**

CE.5116000-RE Broker/General

It will surprise many licensees to discover that real estate salespeople are employees of the broker and not independent contractors. Learn more about this and what is really means to be the boss as a Nevada real estate broker. Salespersons earn general continuing education credits by completing this course.

***Broker Management: Legally & Profitably* 3 Hours**

CE.3660000-RE Broker/General

It's a mine field out there for brokers. This course tells you where the land mines are located and how to avoid them. This course includes a discussion a policies and procedures manual with useful tips on how to prepare one. Salespeople are

encouraged to take this class for general credit and get a glimpse into the mind of a broker.

CLASSES WITH A GENERAL DESIGNATION

NEW Foreclosures: Fact and Fiction **3 Hours**

CE.5114000-RE General

There are many misconceptions about Nevada's foreclosure processes and a new law, effective October 1, 2009, has made a substantial change. Nevada has the highest foreclosure rate in the nation. Take this course to learn the facts about foreclosures, deficiency judgments and related matters.

NEW Disclosures: What's New and What's Not **3 Hours**

CE.5113000-RE General

The Range Land Disclosure must be recorded and the seller must pay for the resale package. That is part of what's new with regard to disclosures. This course will make sure that your knowledge of required disclosures is current and accurate.

NEW The Relevance of Liens **3 Hours**

CE.5115000-RE General

Many courses stress the importance of knowing the physical condition of any property with which you are dealing. It is equally important to understand the legal status of the property. This course will guide you through the creation, priority and release of liens.

NEW Five Home Affordable Programs **3 Hours**

(HAMP & Beyond)

CE.5107000-RE General

This course provides a brief description of five federal programs to help homeowners in trouble. The programs discussed include the Home Affordable Modification Program (HAMP), Home Affordable Refinance Program (HARP), Home Affordable Foreclosure Alternatives (HAFA), Housing and Economic Recovery Act (HERA), and the Hardest Hit Fund of which Nevada is a beneficiary.

What You Should Know About REO **3 Hours**

CE.4061000-RE General

Today's market is filled with REOs (Real Estate Owned). This course describes effective buyer and seller representation in REO situations.

Housing Market "Bailouts" **3 Hours**

CE.4062000 General

More than \$1 trillion in bailout money has been approved by Congress. What's that all about? Come to this class and find out what it means to you and your clients.

Risk Reduction for Nevada Real Estate Licensees

3 Hours

CE.2953000-RE General

What really causes lawsuits? Come to this class and be surprised. This course draws on the author's 15 years of experience in real estate litigation. But legal "mumbo jumbo" is avoided. Specific high risk areas are identified and practical, easy to apply tips are provided to lessen your liability exposure.

Shortening the Non Disclosure Risk List

3 Hours

CE.2168000-RE General

Make sure you know you and your client's disclosure obligations, as well as the disclosure obligations of others involved in the transaction. This course identifies those obligations and explains how those obligations are fulfilled.

The Five Most Frequent Disclosures

3 Hours

CE.3677000-RE General

Learn about the five disclosure obligations that are most often encountered. Stay current and know what changes have been made recently, including state required forms.