

# Ben C. Scheible

Excellent, Effective and  
Entertaining Nevada Real Estate  
Continuing Education Courses



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## Introduction

Ben C. Scheible offers excellent, effective, and entertaining continuing education and training for Nevada Real Estate licensees. We currently offer 25 different courses for a total of 75 continuing education hours. Every designation required for broker, broker-salesperson and salesperson license renewals is available and we now offer a course with a property management designation. Check our website often because new courses are written frequently.

**New courses:** Many of our courses are written at the suggestion of real estate licensees. Please send an e-mail with your ideas and suggestions.

**Organization of the catalog:** This catalog is organized into two major sections. First, some background on continuing education requirement is provided. The second section has a brief description of each course offered. The courses are grouped by designation.

## Continuing Education Requirements

After a licensee's first renewal, subsequent renewals **currently\*** 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:

**L**aw

**A**gency

**C**ontracts

**E**thics

**\*STAY TUNED FOR MORE INFORMATION \*  
REGARDING LICENSE RENEWAL**

At its September, 2011 meeting the real estate commission considered but did not adopt a regulation that, among other things, would require 48 hours of continuing education for license renewal. (R093-10)

If a licensee has more than 3 hours in any designation the excess is counted toward general credit. In addition, a broker, or broker-salesperson must have at least 3 hours designated as a broker management class which we provide. The 3 hours are included within and are not in addition to the 24 required hours. Specialty areas for which a permit is required, i.e. business brokerage and property management also require at least one – three hour course in the designated area.

## **Course Descriptions - All classes are three hours**

### **CLASSES WITH LAW AND LEGISLATION DESIGNATION**

#### **Nevada Real Estate Law Update (2011)**

##### ***Pending commission approval***

This is a required course for license renewal. All of the real estate related legislation from the 2011 session is reviewed and presented in an effective entertaining way. The emphasis is on legislation that directly affects real estate licensees and their clients.

### **CLASSES WITH AN AGENCY DESIGNATION**

#### **Agency in a Changing Market**

##### **CE.5265000-RE Agency**

In the last few years our market has changed dramatically. This course will help you understand and apply agency principles in our new market.

#### **Agency Explained**

##### **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**

##### **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**

##### **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**

#### **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**

#### **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**

### **Contracts in a Changing Market**

#### **CE.5111000-RE Contracts**

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

### **Ten Contract Myths**

#### **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**

#### **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 asset manager.

### **So the Seller Said No**

#### **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**

### **Ethics in “Real World” Situations**

#### **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.

### **Today's Fair Housing Issues**

#### **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**

#### **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**

### **The Broker is the Boss**

#### **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.

## **CLASSES WITH A GENERAL DESIGNATION**

### **Foreclosures: Fact and Fiction**

#### **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.

### **Disclosures: What's New and What's Not**

#### **CE.5113000-RE General**

What's the deal with this new "Seller's Energy Consumption Evaluation Form"? Is it true that the Range Land Disclosure must be recorded and the seller must pay for the resale package? Take this course to ensure that your knowledge of required disclosures is accurate and current.

### **The Relevance of Liens**

#### **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.

### **Five Home Affordable Programs**

#### **(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.

### **Risk Reduction for Nevada Real Estate Licensees**

#### **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.

### **The Five Most Frequent Disclosures**

#### **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.

## **CLASSES WITH A PROPERTY MANAGEMENT DESIGNATION**

### **The Law of Property Management**

#### **CE.5218000-RE Property Management PM**

This course will cover the fundamental laws and regulations that govern property management. Be ready for some surprises!