



Sponsored by: Illinois REALTORS® In Conjunction with: Heartland REALTOR® Organization

RD 936 – Negotiating Through Monetary Disputes #564003101

Approved 3 credit hours of Elective Continuing Education

A course designed for: Illinois Licensed REALTORS®

Course Goal:

The intent of license law is “to evaluate the competency of persons engaged in the real estate business and to regulate this business for the protection of the public.” Article 10 of License Law emphasizes compensation and who may be entitled to compensation. Article 15 (Agency Relationships) of License Law stresses the impact that the real estate industry has on the Illinois economy, and importance of licensees behaving in the best interest of the public. As we unite these constructs into “big picture” thinking, it necessitates an understanding of the compensation dispute resolution process. REALTORS®, as licensees, should have a basic understanding of the process. They have an obligation to consumers whether as customers or clients to make them aware of what is available in settling or negotiating monetary disagreements. REALTORS®, as licensees, should know the avenues available to them in settling monetary disagreements and their obligations towards settlement. Awareness of the process and an understanding of it may prevent REALTORS®, as licensees, from interfering with the forward motion of the transaction, and from involving their clients in unnecessary squabbles over who gets the money.

This course presents the compensation dispute process – initial complaint filing through the hearing panel’s decision. It is a blend of lecture and group discussions using quiz questions and case studies.

____ Thursday, April 1, 2021 (Registration deadline: 3/30/21)

Instructor: Sue Miller [Click here](#) (HRO Member login required)

Location: Heartland REALTOR Organization *Class may be taught via Zoom, if deemed necessary*

Registration: 8:15 am - 8:50 am

Course: 9:00 am - 12:00 pm

Registration Options:

1. **Online:** Go to www.HeartlandRO.realtor, sign into **Members Only**, and click on **Register for Continuing Education Classes**.
2. **Phone:** 815-459-0600
3. **Email:** info@HeartlandRO.com
4. **Fax:** 815-459-0621

Name _____ Illinois License #: _____

Address _____ City _____ State _____ ZIP _____

Phone _____ Email _____

Early Bird Registration Fee for REALTOR® Member \$35.00 ____

Registration Fee for Non-Members / After Deadline \$45.00 ____

Payment due at time of registration

If a registrant cancels within 48-hours prior to the course, or is a no show, there is a \$10 cancellation fee.

Minimum of 15 Students to host. Seating limited to first 25 to register. (Unless being taught via Zoom)

Do you have any disabilities which require special accommodation? If so, please identify your special needs:
