



# Home Study Program



Choose from the list of Core or Elective courses to fulfill the Illinois License Law continuing education requirement.

## Elective Courses

**ETH1517** - *Ethics in Real Estate* - 3 hours elective credit - License #564003100

**RB 745** - *CMA: The Market Says* - 3 hours elective credit - License # 564003065

Your Core course must be taken in the classroom or other interactive format. Sexual Harassment Prevention is available online only.

Don't Let Time Run Out!!!



Cost of Courses  
**\$29.95 per course**

*\*Home Study must be completed within 30 days of date of purchase.*

**DON'T LOSE YOUR REAL ESTATE LICENSE - ACT NOW!**

**Number of courses purchase \_\_\_\_\_ X \$29.95 each = \_\_\_\_\_**

**Make Checks Payable to:** Heartland REALTOR® Organization

**Return Completed Order Form to:** Heartland REALTOR® Organization

405 E. Congress Parkway, Ste. A  
Crystal Lake, IL 60014

Phone: 815-459-0600 FAX: 815-459-0621

Name: \_\_\_\_\_ License Number: \_\_\_\_\_

Cell Phone\*: \_\_\_\_\_ E-mail: \_\_\_\_\_

Would you like your test results sent via Text Message to you? 'Yes' \_\_\_\_\_ or 'No' \_\_\_\_\_

\*Standard Text, Message, and Data rates may apply.

*Please contact HRO at least 24 hours in advance to schedule a test time.*

*This is to ensure availability for testing.*

**815-459-0600**

Office Use Only

**Paid** \_\_\_\_\_ **Given** \_\_\_\_\_ **Emailed** \_\_\_\_\_

# Home Study Course Descriptions

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## **ETH 1517 – Ethics in Real Estate**

This course will provide the student with an up to date look at the National Association of REALTORS® Code of Ethics. It provides a history of the Code of Ethics, a study of the Code of Ethics and Pathways to Professionalism. In addition, the student will learn the process of filing an ethics complaint and a request for arbitration and how it is adjudicated within the local board/association. Finally, the student will review case interpretations authorized by the National Association of REALTORS® and learn how the cases were evaluated and resolved.

## **RB 745 - CMA: The Market Says—We need to listen!**

Whether we are representing buyers or sellers, one of our most important jobs is doing an accurate CMA and communicating that to the clients. We'll look at the steps involved in choosing the right comps, what creates value, how to effectively work with the appraiser and what to do if it doesn't appraise!