

FEBRUARY 2018

NSBAR

FEBRUARY COURSE OFFERINGS



FALL IN LOVE

Help clients with four legged friends at this month's 'Companion, Assistance, and Service Animals course

SWEET DEAL

Love commercial real estate? Learn more this February at NSBAR

ENCHANTING

Be smitten by NSBAR's course offerings. Check us out inside



FEBRUARY SPECIAL OFFERINGS



One Quick Video Equals Success
9:30 AM - 12:30 PM
Northbrook Campus



Coffee and Commercial
9:30 AM - 10:30 AM
Northbrook Campus



Commercial Forum
10:30 AM - 12:00 PM
Northbrook Campus



Auctions: What Every Broker
Should Know
1:30 PM - 4:30 PM
Barrington Library



Leasing Do's and Don'ts
9:30 AM - 12:30 PM
Northbrook Campus

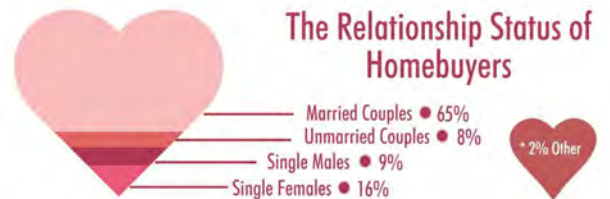


Companion, Assistance &
Service Animals in Housing
with Pat Trombello
Northbrook
1:30 PM - 4:30 PM

MORE INFO ON THESE OFFERINGS AT:
WWW.NSBAR.ORG

RELATIONSHIPS & HOMEOWNERSHIP

How does relationship status affect the kind of home you buy? The National Association of REALTORS® breaks down how household composition can affect homeownership.



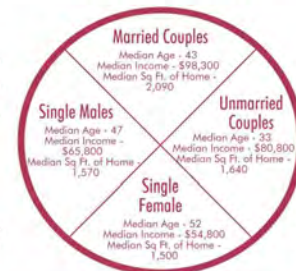
Buyer Profiles



Unmarried couples are the most optimistic about homeownership, with 83% seeing their home as a good financial investment.



Only 34% of single men said that a Laundry Room was "very important" in a home - fewer than any other group.



More than half of single female homebuyers are willing to make financial sacrifices to purchase their homes.



Married couples are most likely to say a walk-in closet in the master bedroom is "very important" - 42%

Most Important Neighborhood Features



Convenience to Friends and Family

Single Females



Convenience to Entertainment/leisure activities

Single Males



Affordability

Unmarried Couples



Quality of and Convenience to School District

Married Couples

How Much They Spend



Married Couples



Unmarried Couples



Single Males



Single Females



While there are many tools out there that seek to help potential homeowners, there is simply no replacement for a REALTOR®.

Visit realtor.com to find a REALTOR® and accurate, up-to-date listings in your area.

PROFESSIONAL DEVELOPMENT

2/01/18 NORTHBROOK CAMPUS	9:30 AM - 12:30 PM 1:30 PM - 4:30 PM Marki Lemons	Elective: One Quick Video Equals Success COR B: Unethical & Unlawful Use of Media
2/02/18 NORTHBROOK CAMPUS	9:30 AM - 12:30 PM Marty Norkett	Elective: Does the Code of Ethics Apply to Commercial RE?
2/09/18 BARRINGTON LIBRARY	9:30 AM - 12:30 PM 1:30 PM - 4:30 PM Wayne Paprocki	COR A: Fair Housing, Agency, License Law & Escrow COR B: Current Trends and Practices in Fair Housing
2/12/18 NORTHBROOK CAMPUS	9:30 AM - 12:30 PM 1:30 PM - 4:30 PM Wayne Paprocki	Elective: Illinois Property Taxes Elective: Code of Ethics
2/12/18 BARRINGTON LIBRARY	9:30 AM - 12:30 PM 1:30 PM - 4:30 PM Lynn Madison	COR A: Return to Runamuck Realty COR B: Agency in Action
2/13/18 NORTHBROOK CAMPUS	9:30 AM - 12:30 PM 1:30 PM - 4:30 PM Lynn Madison	COR A: Return to Runamuck Realty COR B: Risk Management Remix
2/19/18 BARRINGTON LIBRARY	9:30 AM - 12:30 PM Marty Norkett	Elective: Leasing Commercial RE
2/19/18 BARRINGTON LIBRARY	1:30 PM - 4:30 PM Diana Peterson	Elective: Auctions What Every Broker Should Know
2/20/18 2/21/18 2/23/18 BARRINGTON LIBRARY	9:30 AM - 4:30 PM Deborah DeBoer	30 Hour Broker Post License
2/27/18 NORTHBROOK CAMPUS	9:30 AM - 12:30 PM 1:30 PM - 4:30 PM Pat Trombello	Elective: Leasing Do's & Don'ts Elective: Companion, Assistance & Service Animals
2/28/18 NORTHBROOK CAMPUS	9:30 AM - 12:30 PM 1:30 PM - 4:30 PM Annette Akey	COR A: What You Need to Know & How to Apply It COR B: Marketing Mishaps

RENEWAL REQUIREMENTS

**BROKERS FIRST
LICENSED PRIOR TO
2/1/2016:**

3 Hours of COR A credit
3 Hours COR B credit
6 Hours Elective credit

**BROKERS FIRST
LICENSED ON OR
AFTER 2/1/2016:**

30 Hour Broker Post Licensing Course

NSBAR IS YOUR BEST OPTION FOR PROFESSIONAL DEVELOPMENT

- Responsive to your professional development needs
- Access to all of your continuing education records in one convenient place
- Competitive pricing
- Outstanding Instructors
- Courses available in both Northbrook and Barrington

DESIGNATIONS ON THE HORIZON

e-PRO

PSA - Pricing Strategy Advisor
SRES - Senior Real Estate Specialist

HERE'S WHAT MEMBERS ARE SAYING ABOUT THIS MONTH'S INSTRUCTORS

- Deborah DeBoer
"Relates very well to students; great knowledge of subject matter, professional and personable."
- Lynn Madison
"Whether you need to fulfill a requirement or simply want to better understand what the laws mean to you and how you conduct your real estate business, Lynn Madison is the Instructor for you."
- Marty Norkett
"Extensive experience and willing to share knowledge!"
- Pat Trombello
"Excellent teaching skills. Enjoyed every minute of the class. Taught in a very understandable manner."

