

JULY 2014 through JANUARY 2015

MIDDLETON

REAL ESTATE
TRAINING, INC.

*Invest in your Future
Future*



Reminder for Real Estate Licensees:

You still need **18** hours of CE to renew a 3 year license
with the following minimum requirements:

2013 – minimum 2 hours

2014 - minimum 2 hours

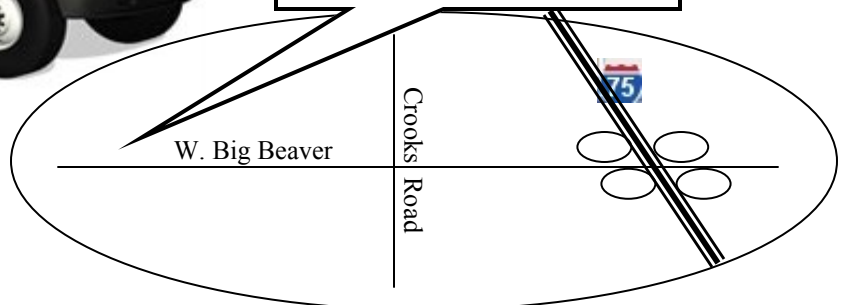
2015 – by October 31, 2015 – Total 18 hours

(2 hrs. each year must include law, rules
and court cases regarding real estate)



We Moved!

Our New Address is
**2100 W. Big Beaver Rd.
Ste. #111
Troy, MI 48084**



Ph # (248) 885-8311 FAX # (248) 885-8435
2100 W. Big Beaver Rd. Ste. 111 Troy, Mi. 48084

www.middletontraining.com

e-mail Tami@Middletontraining.com

(Entrance in the back, west side of CATS building)



Director/Instructor:

Loretta J. Chmura

Office Staff

Tamara Sherman
Julie Chmura-Zehel
Matthew M. Chmura

Instructors

Kathleen Frantz
Les McCuen
Mark Richards
Diane D'Agostino
Dorian Harvey
Lawrence Muhammad
John Clemente

MISSION STATEMENT:

To provide our students with excellence in education by including up-to-date information as well as keeping our students informed on current trends so that they may be as professional as possible in their chosen occupation.

Conduct:

Our classroom atmosphere is intended to be conducive to an enjoyable learning environment. This would include, but not be limited to, a classroom environment free from inappropriate conduct such as talking on cell phones during class, interfering with classroom lectures, foul language or disruptive behavior. Any student not complying with company policy will result in expulsion from any and all programs.

Visitors:

Students **may not** bring any visitors to class unless they pay full tuition. Children are **not allowed in the classroom** or to be unsupervised at any time. **NO PETS** allowed.

Refunds:

All tuition and fees paid by the applicant shall be refunded if the applicant is rejected by the school before enrollment. An application fee of not more than \$25 may be retained by the school if the applicant is denied. All tuition and fees paid by the Applicant shall be refunded if requested within 3 business days after signing a contract with the school. Once the 3 days commence, there will be no refund after the first scheduled session. All refunds shall be requested in writing, and will be returned within 30 days of the request. Notwithstanding the above, refunds are not consider appropriate for individuals who have completed the course.

**WHY NOT TAKE AN EXCITING COURSE 1500
6 - HOUR CONTINUING EDUCATION CLASS
AT AN OFF-SITE LOCATION?
Loretta J. Chmura, Instructor**

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Holiday Schedule

School will be closed on the following days:

- New Year's Day ■ Thanksgiving Day ■ Labor Day
- Independence Day ■ Memorial Day ■ Christmas Day

In the event of hazardous weather, call school for information regarding class schedule.

DEPT. OF LICENING AND REGULATORY AFFAIRS PERMIT #000103
STATE OF MICHIGAN PUBLICATION DATE 1/14

Class Reviews

If you only need a review prior to taking the exam, Middleton has different Review Classes for salespersons and brokers. The Review Classes are for those who already have all the required education hours.

Salespersons Cram \$120.00 (12hrs)
Class Reviews \$50.00 per class (4hrs)

Brokers Cram \$150.00 (20hrs)
Broker Fair Housing \$50.00 (3hrs)

Entrance Requirements

All Classes

Must be 18 years of age and have knowledge and understanding of the English language. No other prerequisites are required.

\$25.00 Service Charge for Returned Checks.
\$5.00 Administration Charge for Duplicate Certificates
ALL CLASSES SUBJECT TO AVAILABILITY

We reserve the right to cancel any class due to lack of enrollment

COURSE DESCRIPTIONS

Real Estate Fundamentals: 5 Weeks • 48 Hours

**Tuition \$220.00 + materials \$55 Pre-paid
\$225.00 + materials \$55 Walk-In**

This course is designed to prepare the student for the real estate licensing examination for the State of Michigan. The licensing examination consists of 120 questions, and is conducted by (PSI). Our program gives you the necessary real estate background, in order for you to do well on the exam. Areas covered include:

- Laws ■ Contracts ■ Rules and Regulation ■ Licensing
- Real Estate Ownership ■ Brokerage ■ Pricing ■ Valuation

MIDDLETON REAL ESTATE TRAINING: IN TROY

Five Week Training Program

Start Dates: Mondays & Wednesdays	Tuesdays & Thursdays
9:00 a.m. – 1:00 p.m.	6:00 p.m. – 10:00 p.m.
June 9, 2014	June 10, 2014
July 14, 2014	July 15, 2014
August 11, 2014	August 12, 2014
September 8, 2014	September 9, 2014
October 6, 2014	October 7, 2014
November 3, 2014	November 4, 2014
December 1, 2014	December 2, 2014
January 12, 2015	January 13, 2015

One Week Real Estate Training:

TROY LOCATION

(Prerequisite: must register and pick up materials one week prior to class.)

July 7, 8, 9, 10, 11, & 12, 2014	Monday thru Friday + Finals	9:00 a.m. - 6:00 pm
August 4, 5, 6, 7, 8, & 16, 2014	Monday thru Friday + Finals	9:00 a.m. - 6:00 pm
September 15, 16, 17, 18, 19, & 27	Monday thru Friday + Finals	9:00 a.m. - 6:00 pm
November 10, 11, 12, 13, 14, & 22	Monday thru Friday + Finals	9:00 a.m. - 6:00 pm
January 12, 13, 14, 15, 16, & 24, 2015	Monday thru Friday + Finals	9:00 a.m. - 6:00 pm

Broker Basic I: 6 Weeks • 60 Hours

**Tuition \$370.00+materials \$55 pre-paid
\$375+materials \$55 Walk-In**

This course is designed to prepare you to successfully pass the Broker's Licensing Examination developed by PSI. We assist our students with all the required paperwork.

This course goes toward 90 hour requirement for Broker License. Classroom lectures and discussions are an intricate part of all our courses. Additional workshops, in specialized areas are included at no additional cost.

Class dates:

July 10, 17, 24, August 7, 12, 19, 2014	9:00 a.m. - 6:00 p.m.
September 11, 18, 25, Oct 2, 7, 14, 2014	Plus Finals & Fair Housing
November 6, 13, 20, 25, Dec 2, 9, 2014	Plus Finals & Fair Housing
January 8, 15, 22, 29, Feb 3, 10, 2015	Plus Finals & Fair Housing

Broker 3 Hour Fair Housing • Tuition \$50.00 Pre-paid

**June 26, 2014 3:30pm - 6:30pm August 21, 2014 3:30 - 6:30
October 30, 2014 3:30 - 6:30**

Real Estate Law: • 32 Hours

Tuition: \$325.00 + materials \$65 Pre-paid • \$330.00 + materials \$65 Walk-In

This course will include discussions on the statutes. **This course is approved and will go toward the Brokers 90 hour requirement for licensing as well as 15 hours credit for appraisal pre-license and appraisal con-ed credit.**

Start Dates: Call for dates

Introduction to Property Management: 32 Hrs

Tuition: \$325.00 + \$50 materials Pre-paid • \$330.00 + \$50 Walk-In

This course is designed to help the licensee to better understand the profession of property management. It includes career opportunities discussion, Michigan Laws as it relates to the profession as well as guidance to provide quality level service to clients.

This course is approved for 32 hrs. Broker credit with 3 hours of Fair Housing or can count as 32 hrs. of Real Estate Continuing Education which includes 6 hrs. on law.

September 9, 2014	Tuesday & Thursday	6:00 pm - 10:00 pm
January 13, 2015	Tuesday & Thursday	6:00 pm - 10:00 pm

Broker Management: 32 Hrs

Tuition: \$325.00 + \$65 materials Pre-paid * \$330.00 + \$65 Walk-In

This course is designed for anyone who is a manager, or wants to be manager/owner, who supervises Or directs the conduct of a Real Estate Business. **This course is approved and will go toward the 90 hour requirement for licensing and includes 3 hour fair housing or can count as 32 hours of real estate continuing education which includes 6 hours on laws.**

July 8, 2014	Tuesday & Thursday	5:00 pm - 10:00 pm (3 wks)
October 20, 2014	Monday & Wednesday	1:30 pm - 6:00 pm (3 wks)

APPRAISAL CLASSES

Appraisal Licensing criteria in Michigan effective January 1, 2008

Education: 75 hours of approved pre-licensure appraisal education

• Experience Required: None • State Exam: None

CLASSES FOR LIMITED APPRAISAL LICENSE – AQB Approved

Appraisal Principles: 4 weeks •32 Hours Tuition: \$300.00 + materials \$60 Pre-paid

\$305.00 + materials \$60 Walk-In Counts as Residential & Commercial)

Classes Start: (Can also be used toward Broker Educational Requirements)

August 4, 2014	Monday & Wednesday	6:00 pm - 10:00 pm
October 15, 2014	Monday & Wednesday	6:00 pm - 10:00 pm
January 5, 2015	Monday & Wednesday	6:00 pm - 10:00 pm

National Uniform Standards of Appraisal Practice: 15 Hours

Tuition: \$250.00 + materials \$75 Pre-paid \$255.00 + materials \$75 Walk-In

(Counts as Residential & Commercial)

(You do not need to purchase materials if you have the current edition of the USPAP book)

July 25, 26, 2014	Friday & Saturday	9:00 am - 5:00 pm
October 1, 6, 8, 13, 2014	Monday & Wednesday	6:00 pm - 10:00 pm
December 10, 15, 17, 22, 2014	Monday & Wednesday	6:00 pm - 10:00 pm
February 27 & 28, 2014	Friday & Saturday	9:00 am - 5:00 pm

Appraisal Procedures: 4 Weeks • 32 Hours

Tuition: \$300.00 + materials \$30 Pre-paid

\$305.00 + \$30 materials Walk-In (Counts as Residential & Commercial)

June 25, 2014	Monday & Wednesday	6:00 p.m. - 10:00 p.m.
September 3, 2014	Monday & Wednesday	6:00 p.m. - 10:00 p.m.
November 12, 2014	Monday & Wednesday	6:00 p.m. - 10:00 p.m.
February 2, 2015	Monday & Wednesday	6:00 p.m. - 10:00 p.m.

State Licensed Real Estate Appraiser Requirements

Education: 150 hours of approved pre-licensure appraisal education

Experience Required: 2,000 hours of appraisal experience including at least 1500 hours of residential experience over at least 12 months.

Exam: 2008 AQB Exam

Recommended sequence for obtaining this license and/or obtaining a certified Residential License follows.

CLASSES – AQB Approved (Appraisal Qualifications Board)

Residential Report Writing: AQB APPROVED • 15 Hours

Tuition: \$200.00 + \$30 materials Pre-paid

\$205.00 + \$30 materials Walk-In (Counts as Residential)

The course is recommended after obtaining at least 200 hrs. of appraisal experience while licensed as a limited appraiser and helps the licensee to better understand the 1004 appraisal form and the requirements of each section of the FNMA 1004 summary appraisal report. This AQB content class is to obtain either the state licensed or residential certified license and is approved for **15hrs. pre-license credit for either license** as well as **14 hrs. of appraisal continuing education credit** for all levels appraisal licenses.

August 11, 13, 20, 2014	Mon/Wed/Wed	1:30 pm - 6:00 pm
November 18, 19, 26, 2014	Tues/Wed/Wed	9:00 am - 1:30 pm
January 19, 21, 26, 2015	Mon/Wed/Mon	9:00 am - 1:30 pm

Residential Market Analysis & Highest & Best Use: 15 Hours

Tuition \$200.00 + \$30 materials Pre-paid

\$205.00 + \$30 materials Walk -In (Counts as Residential)

This course is recommended after obtaining at least 500 hours of appraisal experience while licensed as a limited appraiser, but is also excellent for any licensed appraiser to better understand how to analyze real estate markets and to better understand the elements necessary in determining a properties highest and best use. This course is an AQB content course for obtaining state license and certified residential appraisal license and is approved for **15hrs. pre-license credit for both level licenses** as well as **14 hrs. of appraisal continuing education credit** for all level appraisal licenses/**15 hrs. credit for continuing education real estate or can be used for brokers pre-license training.**

June 9, 11, & 18, 2014	Mon/Wed/Wed	1:30 pm - 6:00 pm
August 25, 26, & Sept 2, 2014	Mon/Tues/Tues	9:00 am - 1:30 pm
October 8, 14, 15, 2014	Wed/Tues/Wed	1:30 pm - 6:00 pm
December 16, & 17, 2014	Tues & Wed	9:00 am 5:00 pm

Residential Site Valuation & Cost Approach: 15 Hours

Tuition: \$200.00 + \$30 for materials Pre-paid

\$205.00 + \$30 for materials Walk-In (Counts as Residential)

This class is recommended after a limited appraiser has gained 2000 hours of experience and is preparing to take their state exam to become state licensed. This course is designed to help an appraiser to better understand the valuation techniques for land value as well as how to be more efficient with the cost approach. This course is a required AQB content course and is approved for **15 hrs. pre-license for state licensed and Residential Certified Appraisers** as well as **14 hours of continuing education credit** for all level appraisal licenses.

July 14, 16, & 21, 2014 Mon/Wed/Mon 1:30 pm - 6:00 pm
December 1, 3, 9, 2014 Mon/Wed/Tues 1:30 pm - 6:00 pm

Residential Sales Comparison & Income Approach: 30 Hours

Tuition: \$340.00 + \$30 for materials Pre-paid

\$345.00 + \$30 materials Walk-In (Counts as Residential)

This class is recommended as the last class taken to prepare for the next level license. This course is an excellent review of the sales comparison approach and all of the Necessary requirements for performing the income approach to value. This is a Required AQB content course for obtaining a State License and Residential Certified Appraisal license and is approved for **30 hrs. pre-license for either of those licenses** as well as **28 hours of continuing education credit** for all level appraisal licenses.

July 18, 23, 25, Aug 5, 7, 2014 Fri/Wed/Fri/Tues/Thurs 4:00 pm - 10:00 pm
September 24, 26, Oct 3, 17, 24, 2014 Wed/Fri/Fri/Fri/Fri 4:00 pm - 10:00 pm
December 16, 18, 23, 30, Jan 6, 8, 2015 Tues & Thurs 5:00 pm -10:00 pm

**Certified Residential Real Estate
Appraiser Requirements**

Education: 200 hours of approved pre-licensure appraisal education and have associate degree, or in lieu of an associate degree take 21 approved college semester credit hours in subject matters approved under the AQB criteria for acceptable courses.

Experience Required: 2,500 hours of appraisal experience including at least 2,000 hours of residential experience over at least 24 months.

Exam: 2008 AQB (Appraisal Qualifications Board) Exam

CLASSES — AQB Approved

(See page 6 for class offerings)

Statistics, Modeling & Finance: 15 Hours

Tuition: \$200.00 + \$30 for materials Pre-paid

\$205.00 + \$30 materials Walk-In (Counts as Residential & Commercial)

This class reviews the applicability of measurements of central tendencies for all three approaches to value as well as statistical analysis, introduction to financing terms that are important to appraisers, as well as understanding the six functions of a dollar. This course content is required by AQB for pre-licensing, for Certified Residential and Certified General and is approved for **15 hrs. pre-license for Residential Certified as well as Certified General appraisal license and 14 hours of continuing education credit** for all appraisal licenses.

June 25, July 2, 2014	Wed & Wed	9:00am - 5:00pm
August 19, 25, & 27, 2014	Tues/Mon/Wed	1:30pm - 6:00pm
October 20, 22, & 27, 2014	Mon/Wed/Mon	9:00am - 1:30pm
January 5 & 6, 2015	Mon & Tues	9:00am - 5:00pm

Advanced Residential Applications & Case Studies: 15 Hours

Tuition: \$200.00 + \$30 for materials Pre-paid

\$205.00 + \$30 for materials Walk-In (Counts as Residential & Commercial)

This class review of more challenging residential appraisals and methodologies that appraisers can use to appraise them to be in compliance with the competency provision of USPAP as well as the scope of work requirements. This course is a AQB content course for Certified Residential license and is approved for **15 hrs. pre-license for Residential Certified** as well as **14 hrs of appraisal continuing education** for all level appraisal licenses.

June 17, 19, 24, 2014	Tues/Thurs/Tues	5:00pm - 10:00pm
September 2, 8, & 10, 2014	Tues/Mon/Wed	1:30pm - 6:00pm
November 18, 19, & 26, 2014	Tues/Wed/Wed	1:30pm - 6:00pm
January 19, 21, & 26, 2015	Mon/Wed/Mon	1:30pm - 6:00pm

Exam Prep: Applied Principles: 20 Hours

Tuition: \$250.00 + \$30 for materials Pre-paid

\$255.00 + \$30 materials Walk-In (Counts as Residential & Commercial)

This course is designed to prepare an appraiser for state licensed, certified residential and certified general examination for the state of Michigan. This course counts as **20 hour pre-license for Residential Certified** as well as **18 hours of appraisal continuing education** for all level appraisal licenses. *This course counts as the 20 hour elective for Certified Residential Appraiser License*

July 14, 16, 21, 24, 2014	Mon/Wed/Mon/Thurs	9:00am - 1:30pm
September 3, 22, 24, 2014	Wed/Mon/Wed	9:00am - 4:00pm
November 11, 13, 18, 20, 25, 2014	Tues & Thurs	6:00pm - 10:00pm

General Real Estate Appraiser

Education: 300 hours of approved pre-licensure appraisal education and a bachelor degree or in lieu of a bachelor degree 30 approved college semester credit hours in subject matters approved under the AQB criteria for acceptable courses.

Experience Required: 3,000 hours of appraisal experience including at least 1,500 hours of non-residential experience over at least 30 months.

Exam: 2008 AQB (Appraisal Qualifications Board) Exam –

Call for class dates

Registration Form For Builder's Continuing Competency Course

Middleton Real Estate Training

2100 W. Big Beaver #111

Troy, Mi. 48804

(248) 885-8311 Fax# (248) 885-8435

FEE: \$45.00 Pre-paid

\$50.00 Walk-In:

Dates: Name _____

Address _____

City _____ State _____ Zip _____

Home Phone (____) _____ Work Phone (____) _____

E-Mail _____

Class Date _____ Permanent I.D.# _____

Visa/Master _____ Exp. Date _____

Signature _____

Last four digits of your Social Security Number _____ Required by the State of MI

**\$25. 00 Service Fee For Returned Checks
Must Cancel Prior to Class Date For Refund**

Introduction to Home Inspection: 4 Weeks • 32 Hours

Tuition: \$625.00 + materials \$60 Pre-paid

\$630.00 + materials \$60 Walk-In

Learn how to inspect all the major components of a house, identify roof styles, determine the normal life expectancies of roofs, furnaces, water heaters etc., as well as estimating the costs of replacing such items!

Start Date:

Tuesday and Thursday

6:00pm - 10:00pm

Advanced Home Inspection: 16 Hours

Tuition: \$495.00 (includes materials) Pre-paid

\$500.00 (includes materials) Walk-In

Prerequisite: "Introduction to Home Inspections"

This course is designed for individuals who want to further their knowledge of the home inspection industry with a more in depth study of the major components of a house. Because of the rapid changes in technology and federal legislation surrounding the home inspection industry, continuing education is critical to the success of a home inspector. Licensed, master craft person will answer questions and address code of each session.

- Foundations and Basements • Electrical • HVAC Systems
- Attics, Structure, and Framing • Plumbing • Legal Issues

Call for Dates

COURSE 1500
M5727 & M5729: 6 HOURS REAL ESTATE
CONTINUING EDUCATION CLASSES
M5727: 2 HOURS LAW FIRST 2 HOURS OF CLASS

Tuition: \$50.00 Pre-Paid (must be pre-paid before the day of course)

\$55.00 Walk-In

	(R) Residential	(C) Commercial	
June 12, 2014		Thursday	9:00 am - 3:30 pm ©
June 20, 2014 (offsite Clinton River Cruise)		Friday	8:30 am - 3:30 pm®
June 21, 2014		Saturday	9:00 am - 3:30 pm ®
June 26, 2014		Thursday	9:00 am - 3:30 pm ®
July 15, 2014		Tuesday	9:00 am - 3:30 pm ®
July 19, 2014		Saturday	9:00 am - 3:30 pm ®
July 23, 2014		Wednesday	9:00 am - 3:30 pm ®
August 9, 2014		Saturday	9:00 am - 3:30 pm ®
August 14, 2014		Thursday	9:00 am - 3:30 pm ®
August 22, 2014 (offsite Iroquois Club)		Friday	8:30 am - 3:30 pm®
August 23, 2014		Saturday	9:00 am - 3:30 pm ®
August 28, 2014 (offsite Clinton River Cruise)		Thursday	8:30 am - 3:30 pm®
September 2 & 4, 2014		Tues & Thurs	6:00 pm - 8:45 pm ®
September 6, 2014		Saturday	9:00 am - 3:30 pm ®
September 9, 2014 (offsite Toll Brothers)		Tuesday	9:00 am - 3:30 pm ®
September 12, 2014		Friday	9:00 am - 3:30 pm ®
September 20, 2014		Saturday	9:00 am - 3:30 pm ®
September 23, 2014		Tuesday	9:00 am - 3:30 pm ©
September 26, 2014 (offsite Bingham Farms, Sfld)		Friday	9:00 am - 3:30 pm ®
September 27, 2014		Saturday	9:00 am - 3:30 pm ®
September 30, 2014 (offsite Toll Brothers)		Tuesday	9:00 am - 3:30 pm ®
October 2, 2014		Thursday	9:00 am - 3:30 pm ®
October 4, 2014		Saturday	9:00 am - 3:30 pm ®
October 10, 2014 (offsite Bingham Farms, Sfld)		Friday	9:00 am - 3:30 pm ®
October 14 & 16, 2014		Tues & Thurs	6:00 pm - 8:45 pm ®
October 17, 2014		Friday	9:00 am - 3:30 pm ®
October 18, 2014		Saturday	9:00 am - 3:30 pm ®
October 21, 2014		Tuesday	9:00 am - 3:30 pm ®
October 24, 2014 (offsite Iroquois)		Friday	8:30 am - 3:30 pm®
October 25, 2014		Saturday	9:00 am - 3:30 pm ®
October 30, 2014		Thursday	9:00 am - 3:30 pm ®
October 31, 2014		Friday	9:00 am - 3:30 pm ®
November 1, 2014		Saturday	9:00 am - 3:30 pm ®
November 7, 2014		Friday	9:00 am - 3:30 pm ®
November 15,		Saturday	9:00 am - 3:30 pm ®
November 21, 2014		Friday	9:00 am - 3:30 pm ®
November 29, 2014		Saturday	9:00 am - 3:30 pm ®
December 5, 2014		Friday	9:00 am - 3:30 pm ®
December 9 & 11, 2014		Tues & Thurs	6:00 pm - 8:45 pm ®
December 12, 2014 (offsite Iroquois)		Friday	9:00 am - 3:30 pm ®
December 13, 2014		Saturday	9:00 am - 3:30 pm ®
December 20, 2014		Saturday	9:00 am - 3:30 pm ®
December 22, 2014		Monday	9:00 am - 3:30 pm ®
December 27, 2014		Saturday	9:00 am - 3:30 pm ®
December 29, 2014		Monday	9:00 am - 3:30 pm ®
December 30, 2014		Tuesday	9:00 am - 3:30 pm ®

Please look at page 15 for **Specialty Classes you can take that will count for Continuing education for any of the 3 year cycle as well**

Course 1500 M5727 & M5729 Registration Form

Please Remit To:

Middleton Real Estate Training, Inc.

2100 W. Big Beaver #111 Troy, Mi. 48084
(248)885-8311 • Fax: (248) 885-8435

6 Hour Class (Includes 2 Hours Law)
\$50.00 Tuition Pre-Paid
(Must be pre-paid before class date)
\$55.00 Walk-In

2 Hour Law Update Only
First 2 Hours of Class
\$30.00 Pre-Paid
(Must be pre-paid before class date)
\$35.00 Walk-In

Name _____
Address _____
City _____ State _____ Zip _____
Home Phone (____) _____ Work Phone (____) _____
E-mail _____
Class Date _____ Permanent I.D. _6 5 0_____
Visa/Master _____ Exp. Date _____
Signature _____
*Last four digits of your Social Security Number _____ Required by the
State of MI*

\$25.00 Service Fee For Returned Checks

Must Pay Before Class Date For Pre-Paid Rate

Must Cancel Prior To Class Date For Refund

Refunds: All tuition and fees paid by the applicant shall be refunded if the applicant is rejected by the school before enrollment. An application fee of not more than \$25 may be retained by the school if the applicant is denied. All tuition and fees paid by the applicant shall be refunded if requested within 3 business days after signing a contract with the school. Once the 3 days commence, there will be no refund after the first scheduled session. All refunds shall be requested in writing, and will be returned within 30 days of the request. Notwithstanding the above, refunds are not considered appropriate for individuals who have completed the course.

WHY NOT TAKE AN EXCITING Course 1500

Continuing Education Class At One of The Following Locations?

Loretta J. Chmura, Instructor

Friday June 20, 2014	Clinton River Cruise	8:30 a.m. - 3:30 p.m. ®
Friday August 22, 2014	Iroquois Club	8:30 a.m. - 3:30 p.m. ®
Thursday August 28, 2014	Clinton River Cruise	8:30 a.m. - 3:30 p.m. ®
Tuesday September 9, 2014	Toll Brothers	9:00 a.m.- 3:30 p.m. ®
Friday September 26, 2014	Southfield	9:00 a.m.- 3:30 p.m. ®
Tuesday September 30, 2014	Toll Brothers	9:00 a.m.- 3:30 p.m. ®
Friday October 10, 2014	Southfield	9:00 a.m.- 3:30 p.m. ®
Friday October 24, 2014	Iroquois Club	8:30 a.m. - 3:30 p.m. ®
Friday December 12, 2014	Iroquois Club	8:30 a.m. - 3:30 p.m. ®

® Residential © Commercial

See pages 12 & 13 for offsite forms and refund information.

Return to Middleton Real Estate Training, Inc.
Remember to check dates you wish to attend!

Clinton River Cruise All classes 8:30 a.m. - 3:30 p.m. Fee \$75.00
152 North River Rd.
Mount Clemens, MI 48043

June 20, 2014 Friday
August 28, 2014 Thursday

Includes lunch and Cruise During Lecture

Iroquois Club All classes 8:30 a.m. - 3:30 p.m. Fee \$70.00
43248 N. Woodward
Bloomfield Hills, MI 48302

August 22, 2014 Friday
October 24, 2014 Friday
December 12, 2014 Friday

Includes Continental Breakfast & Executive Sandwich Board Buffet

Southfield/Bingham Farms All Classes 9:00am - 3:30pm Fee \$50.00
30400 Telegraph Rd. #151
Bingham Farms, MI 48025
(Located in Bingham Office Park Conference Center)

September 26, 2014 Friday
October 10, 2014 Friday

REGISTRATION FORM FOR OFFSITE CON-ED

Please Remit To:

Middleton Real Estate Training, Inc.
2100 W. Big Beaver #111
Troy, Mi. 48084
(248) 885-8311 * Fax: (248) 885-8435

(Offsite classes Pre-pay only)

Name _____
Address _____
City _____ State _____ Zip _____
Home Phone (____) _____ Work Phone (____) _____
E-mail _____ **Class Date** _____
Permanent I.D. 650 _____ Visa/Master _____
Signature _____ Exp. Date _____
Last four digits of your Social Security Number _____ Required by the State of MI

***Must pre-pay 7 days prior to class/no refunds after that time.**

Please return to: Middleton Real Estate Training, Inc.
\$25.00 Service Fee For Returned Checks.

COURSE 1400 M5624, M5625 6 HOUR CONTINUING EDUCATION CLASSES

This course is for people who missed last year's 2013 Continuing Education, or need to make up 6 hours for a previous year.

**Tuition: \$55.00 Pre-Paid (Must be pre-paid before day of the class)
\$60.00 Walk-In**

July 11, 2014	Friday	9:00 a.m. - 3:30 p.m. ®
August 8, 2014	Friday	9:00 a.m. - 3:30 p.m. ®
September 6, 2014	Saturday	9:00 a.m. - 3:30 p.m. ®
October 3, 2014	Friday	9:00 a.m. - 3:30 p.m. ®
November 14, 2014	Friday	9:00 a.m. - 3:30 p.m. ®

COURSE 1400 M5624, M5625 REGISTRATION FORM

Please Remit To:

**Middleton Real Estate Training, Inc.
2100 W. Big Beaver #111
Troy, Mi. 48084
(248) 885-8311 • Fax: (248) 885-8435**

**TUITION PRE-PAID \$55.00
(Must Be Pre-paid before the day of class)
TUITION WALK-IN \$60.00**

Name _____
 Address _____
 City _____ State _____ Zip _____
 Home Phone (____) _____ Work Phone (____) _____
 E-mail _____
 Class Date _____ Permanent I.D. _6 5 0_____
 Visa/Master _____ Exp. Date _____
 Signature _____
Last four digits of your Social Security Number _____ Required by the State of MI.

**\$25.00 Service Fee For Returned Checks
Must Pay Before Class Date For Pre-Paid Rate
Must Cancel Prior To Class Date For Refund**

Refunds: All tuition and fees paid by the applicant shall be refunded if the applicant is rejected by the school before enrollment. An application fee of not more than \$25 may be retained by the school if the applicant is denied. All tuition and fees paid by the applicant shall be refunded if requested within 3 business days after signing a contract with the school. Once the 3 days commence, there will be no refund after the first scheduled session. All refunds shall be requested in writing, and will be returned within 30 days of the request. Notwithstanding the above, refunds are not considered appropriate for individuals who have completed the course.

GREEN DESIGNATION

Green 100, Green 200, Green 300

These courses consists of:

Green 100: Real Estate for Sustainable Future

Green 200: The science of Green Building

Green 300: Greening your Real Estate Business

(Each course can be taken separately. Each course is approved for 6 hours of Real Estate Continuing Education including 2 hours of Legal Update. Each class is approved for 6 hours of Appraisal Continuing Education, as well.)

In order to earn NAR's Green Designation, the student must successfully complete the courses and pass all exams. **These courses count as 18 hours appraisal and 18 hours of Real Estate Continuing education. Courses can be taken individually. (See page 15)**

NAR's Green Designation is supported by the NAR Green Resource Council. Benefits you will receive by Green Resource Council once you receive designation Include: Access to monthly eNewsletter: The Resource
Customizable Marketing Tools
Online Print Shop
Monthly Webinars
Online Networking
Designation Kits
and much more

For Class Dates: See page 16 for dates

Specialty Class Registration form

Please remit to:

Middleton Real Estate Training, Inc.

2100 W. Big Beaver #111 Troy, Mi. 48084

(248) 885-8311 • Fax: (248) 885-8435

Name of class

Name _____

Address _____

City _____ State _____ Zip _____

Home Phone (_____) _____ Work Phone (_____) _____

E-mail _____ Class Date _____

Permanent I.D. 650 _____ Visa/Master _____

Signature _____ Exp. Date _____

Last four digits of your Social Security Number _____ *Required by the State of MI*

Please return to: Middleton Real Estate Training, Inc. **\$25.00 Service Fee For Returned Checks.**

SPECIALTY CLASSES FOR REAL ESTATE CONTINUING EDUCATION CLASSES

Each of these classes **provides 6 or 7 hours** of Real Estate Continuing Education Credit, and includes the required yearly 2 hours of Law.

FEE: \$75.00 pre-paid (includes materials) \$80.00 walk-in (includes materials)
(FOR DETAILED DESCRIPTIONS OF CLASSES, SEE PAGES 16)

Green 100 (M384 & M5083)

August 21, 2014	Thursday	9:00 a.m. - 3:30 p.m.
December 19, 2014	Friday	9:00 a.m. - 3:30 p.m.

Green 200 (M385 & M5084)

October 3, 2014 *NOCBOR	Friday	9:00 a.m. - 3:30 p.m.
November 20, 2014	Thursday	9:00 a.m. - 3:30 p.m.

Green 300 (M436 & M5263)

October 23, 2014 *NOCBOR	Thursday	9:00 a.m. - 3:30 p.m.
November 28, 2014	Friday	9:00 a.m. - 3:30 p.m.

Foreclosure Opportunities/Short Sales (M793 & M5105) Updated 2013

June 23, 2014	Monday	9:00 a.m. - 3:30 p.m.
August 15, 2014	Friday	9:00 a.m. - 3:30 p.m.
October 9, 2014	Thursday	9:00 a.m. - 3:30 p.m.

BPO's (M383 & M5079)

September 4, 2014	Thursday	9:00 a.m. - 4:30 p.m.
January 23, 2015	Friday	9:00 a.m. - 4:30 p.m.

Mortgage Fraud/Consumer Protection (NEW) (M5657 & M1459)

July 18, 2014	Friday	9:00 a.m. - 3:30 p.m.
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REO (Bank Real Estate Owned) (NEW) (M555 & M5578)

June 27, 2014	Friday	9:00 a.m. - 3:30 p.m.
October 16, 2014	Thursday	9:00 a.m. - 3:30 p.m.

Military Relocation (NEW) (M5744 & M1680)

June 28, 2014	Saturday	9:00 a.m. - 3:30 p.m.
December 11, 2014	Thursday	9:00 a.m. - 3:30 p.m.

Appraising Green Residences (NEW) (M5716 & M1620)

July 22, 2014	Tuesday	9:00a.m. - 4:30 p.m.
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New Home Construction (NEW) (M5747 & M1689)

June 24, 2014	Tuesday	9:00 a.m. - 3:30 p.m.
September 25, 2014	Thursday	9:00 a.m. - 3:30 p.m.
December 18, 2014 *NOCBOR	Thursday	9:00 a.m. - 3:30 p.m.

***NOCBOR**

**4400 W. WALTON BLVD.
WATERFORD, MI. 48329**

BECOME AN ABR (ACCREDITED BUYER REPRESENTATIVE)

Day 1: "Theory & Practice of Buyer Agency" & "Service Delivery"

Day 2: "Marketing Practices" & "Office Policy, Negotiations and Relocations"

Day 3: "Elective Course" (see descriptions below)

This Class is Approved by REBAC (Real Estate Buyer's Agent Council) and Fulfills the Educational Requirements for the ABR Designation. (M18) ABR counts as 15 hrs. real estate continuing education credit or can be used toward 90 hr. broker pre-licensing requirement.

\$310.00 Pre-paid includes materials & first year dues to REBAC \$315.00 Walk-In

November 17, & 24, 2014 Monday & Monday 9:00am—5:00pm at NOCBOR
(must also take an elective course from page 16 for designation)

ELECTIVE COURSE DESCRIPTIONS FOR ABR

\$75.00 pre-paid / \$80.00 walk in each if taken independent of the ABR Course

Each of the classes are approved for 6 Hours of Real Estate Continuing Education and includes the 2 Hours of required Law

(M793 & M5105) Foreclosure Opportunities/Short Sales

This REBAC elective course enables students to spot opportunities for buyer-clients in the foreclosure market segment and to counsel home-buying clients on the perils of risky finance programs so that foreclosure can be avoided. Students will get the understanding of the process of foreclosure and how it occurs.

(M5657 & M1459) Mortgage Fraud/Consume Protection & Reverse Mortgages

This REBAC elective course takes a close look at mortgage fraud in real estate transactions and focuses on consumer protection and its role relating to mortgage advertising. This course also teaches reverse mortgages by identifying the types, requirements, and payment options.

(M555 & M5578) REO (Bank Real Estate Owned Properties)

This course covers the basics of working with sellers and buyers of REO properties. The goal is to enable real estate professionals to participate in and take advantage of business opportunities presented by the REO property market. This course focuses on single-family homes and small multifamily properties.

(M383 & M5079) BPO's

BPO's : The Agent's role in the Valuation Process is specifically designed to help residential real estate agents and brokers enhance their skills in creating BPOs, reducing risk and applying alternative valuation methods. This class counts for 6 hours continuing education for appraisal and real estate

(M384 & M5083) Green 100

This course leads students through the exploration of issues and trends in relation to real estate's role in finding the balance between people, plant, and prosperity. Instills the mind set essential to building a green-focused real estate business. Teaches students to help consumers understand the significance of national green certifications and ratings programs for homes, construction materials, and professionals. This class counts for 6 hours continuing education for appraisal and real estate.

(M385 & M5084) Green 200

This course familiarizes students with green principles and choices in home design & constructions, raises awareness of innovative material systems, teaches students about energy-efficient systems including onsite power generation, and teaches students to distinguish levels and cost-benefits of retrofitting, remodeling, or renovating existing homes. This class counts for 6 hours continuing education for appraisal and real estate.

(M436 & M5263) Green 300

This course will teach students how to implement strategies and tactics for building a green real estate business. You will learn how to adapt your core real estate business skills to list and market green properties and represent Green sellers and buyers. This class counts for 6 hours of continuing education for real appraisal and real estate.

(M382 & M5080) E-Pro

This course provides high-level internet marketing and social media theory with practical suggestions for it's implementation in a consistent manner. Students learn how to interact with their desired markets and to position themselves as trusted advisors and valued members of their online communities. This course counts for Real Estate and Appraisal Con-Ed

(M5747& M1689) New Home Construction and Buyer Representation

The goal of this course is to help real estate professionals gain the product and transaction knowledge needed in order to guide buyer-clients through the steps and processes for purchase, construction, and customization of a new home. Students will learn how to interact with new home builders and sales representatives to protect clients' interests while developing productive business relationships. This course counts for Real Estate and Appraisal Con-Ed.

M11 & M5173 (SRES) Senior Real Estate Specialist – 15 hours

FEE: \$270.00 Pre-paid includes books & dues to Senior Real Estate Specialist Council

\$275.00 Walk-In includes books and dues

Learn distinguishing characteristics and trends of the 55+market so that you can discern them in your own market area. •Challenge stereotypes and draw valid generalities about 55+ real estate clients and customers. •Raise awareness of some do's and don'ts when striving to gain and serve the 55+market. **This course counts as 15 hrs. Broker Pre-licensing credit and includes 1.5 hours of Fair Housing, or can be used for 12 hours of Real Estate Continuing Education.**

December 15, & 23, 2014 (NOCBOR Waterford) Mondays 9:00am - 5:00pm

20 HOUR SAFE COMPREHENSIVE MLO COURSE

Beginning July 31, 2010 an individual shall not engage in the business of mortgage loan originator with respect to any dwelling located in this state without first obtaining and maintaining annually a license under this act. Each licensed mortgage loan originator must register with and maintain a valid unique identifier issued by the nationwide mortgage licensing system and registry. This course is approved by state of Michigan and Nationwide Mortgage Licensing System for a person to obtain a mortgage loan office license.

Beginning July 31, 2010 persons regulated under the act cannot perform loan officer services until the following requirements are met.

1. Complete a 20 Hour NMLS approved course
2. Pass The National Component of the SAFE Mortgage loan originator test
3. Pass the State-Specific component of the SAFE Mortgage loan originator test
4. Must make application and pay the required NMLS registration fees

This course is also approved for 30 hours towards broker requirement and includes 3 hours of Fair Housing, or can be used for 30 hours of Real Estate continuing education

Class Cost: \$300.00 Pre-Paid – Includes materials \$315.00 Walk-in

June 16, 17, 18 9:00 am - 5:00 pm

August 18, 19, 20 9:00 am - 5:00 pm

October 13, 14, 15 9:00 am - 5:00 pm

December 8, 9, 10 9:00 am - 5:00 pm

February 2, 3, 4, (2015) 9:00 am - 5:00 pm

NEW 8 HOUR NMLS APPROVED CE TRAINING IS NOW AVAILABLE

COST: \$130.00 Pre-Paid—includes materials \$140.00 walk-in fee

Call for Dates

Introduction to Commercial Real Estate:

15 hours: Tuition: \$230.00 pre-paid/ \$235.00 Walk-In

This course provides and introductory insight into the various types of Commercial Real Estate properties and information for students who are interested in going into the Commercial Real Estate field. This course also teaches students the Time value of Money, to help them understand investment yields to assist them in working with buyers and sellers of these types of properties.

This course is approved and will provide 15 hours toward the Brokers 90 hour requirement for Real estate licensing or will count as credit for Real Estate CE as well as 14 hours appraisal pre-license and appraisal con-ed credit.

Class Dates:

September 9, 11, 16, 18	9am-1pm
November 3, 5, 10, 12	9am-1pm

BUILDER'S PRE-LICENSE TRAINING:

Residential Builders and Maintenance and Alteration Contractors Course (Effective June 1, 2008 60 hours pre-licensure education requirements)

BUILDERS COURSE #1 – 32 Hours

\$450.00 Pre-registered (at least 24 hours before day of course)

\$475.00 if not pre-registered

(Course includes books and course manual)

Each 6 hour session can be taken as a stand alone course for only \$100.00 each plus materials

This course includes 5 of the 7 mandatory subjects – 6 hours each:

1. Construction Safety Standards
2. Contracts Liability & Risk Management
3. Business Management, Estimating, & Job Costing
4. Marketing and Sales
5. Construction Project Management

Classes Start:

July 14, 2014	Monday & Wednesday	6:00 p.m. - 10 p.m.	4 weeks
September 8, 2014	Monday & Wednesday	6:00 p.m. - 10 p.m.	4 weeks
November 10, 2014	Monday & Wednesday	6:00 p.m. - 10 p.m.	4 weeks
January 12, 2015	Monday & Wednesday	6:00 p.m. - 10 p.m.	4 weeks

BUILDERS COURSE #2 – 32 Hours

\$450.00 Pre-registered (at least 24 hours before day of course)

\$475.00 if not pre-registered

Course includes books and course manual

This course includes the remaining 2 mandatory subjects - 6 hours each as well as the remaining 18 hours devoted to preparing you for the builders exam, with the last two hours devoted to a practice examination.

1. Michigan Residential Building code

This course covers the current 2009 Michigan Residential Building code

2. Building Design and Building Science

- Building Layout and Blue print reading
- Plans and Specifications

3. Michigan Builders Laws and Rules

- Regulatory and Statutory requirements
- Conduct and Penalties

4. Building Components

- Excavation and site work
- Carpentry • Roofing • Insulation • Masonry

Classes Start:

August 11, 2014	Monday & Wednesday	6:00 p.m. – 10 p.m.	4 weeks
October 6, 2014	Monday & Wednesday	6:00 p.m. - 10 p.m.	4 weeks
December 8, 2014	Monday & Wednesday	6:00 p.m. - 10 p.m.	4 weeks
February 9, 2015	Monday & Wednesday	6:00 p.m. - 10 p.m.	4 weeks

3 HOURS BUILDERS CONTINUING COMPETENCY COURSE

Must be completed by license renewal of May 31, 2014

Approved by the State of Michigan and Satisfies the 3 hours continuing competency requirements.

COVERS: • Builders Codes - 1 hour • Safety - 1 hour • Laws - 1 hour

June 19, 2014 Tuesday 1:30pm - 4:30pm

Registration form on page 10

