

Sarah Palin, Governor
Emil Notti, Commissioner

Message From the Executive Administrator

Sharon J. Walsh, Executive Administrator



Attention Broker, Associate Brokers and Salespersons:
It's renewal time!

Renewal began: November 19th, 2007
Renewal ends: January 31, 2008

Options for renewal include:

Mail: Hard copy of renewal form sent in by the US Postal Service. If you are renewing your license by mail, you will

need to make certain that the postmark date is no later than 01/31/2008 and correctly addressed to the Alaska Real Estate Commission, 550 W 7th Avenue, Suite 1500, Anchorage, AK 99501.

Online: Online renewal is really the fastest most efficient way to obtain your new license. Here is how it works: Complete the renewal form online; submit your renewal fee using your Visa or MasterCard. Verification of acceptance for your Visa or MC will be emailed to you from the credit card company. This will serve as your confirmation of payment for renewal. Every morning during the renewal process, all licenses will be printed and mailed to your Broker. Fast for you, efficient for us.

Reminders:

All licensees must complete 20 hours of Continuing Education (12 Electives and 8 Designated). There is only one exception, if your initial license was issued after November 5, 2007.

The Commission staff is available to review all your course certificates to assist you in organizing what courses you need for this renewal. We can review them by phone if you provide us with the course numbers or by faxing or scanning them to us. We did this during the last renewal and it was very helpful.

News:

Starting February 1, 2008 applicants for a real estate salesperson license will be required to complete 40 hours of Pre Licensing education. In addition, new licensees will have to complete 30 hours of Post Licensing education (PLE) within the first year of their initial license. This is an increase of 10 hours since PLE became a law in 2006.

When in doubt about renewal CALL, EMAIL, or STOP by the Commission office. Do not leave anything to chance – your license is important.

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Commission Location

550 W. 7th Avenue, # 1500
Anchorage, AK 99501
Ph: 907.269.8162
Fax: 907.269.8156
Web: commerce.state.
ak.us/occ/prec.htm

NEW LICENSING EXAMINER

COMMISSION MEMBERS

Gene DuVal, Chair
Broker
4th Judicial District

David Somers, Vice Chair
Broker at Large

Brad Cole
Associate Broker
3rd Judicial District

Roger A. Stone
Broker
1st Judicial District

Rita Wilson,
Broker at Large

Lee Sherman
Public Member

Tim Worthen
Public Member



Beata Smith

Beata A. Smith has joined the staff at the Real Estate Commission. Beata (pronounced, BEE-et-ah) is originally from Lodz, Poland. She has been in Anchorage since 1982. She graduated from West High School. Beata worked as an assistant with the Division of Professional Licensing in the fall of 2006 and worked temporarily with the Real Estate Commission. She then accepted a permanent position with the Real Estate Commission since July 16, 2007. Beata's interests include traveling, shopping and spending time with family and friends. If you have any licensing questions, please give Beata a call at 269-8162.

The Alaska Real Estate Commission will be closed to commemorate the following holidays:

December 25, 2007 (Christmas Day)
January 1, 2008 (New Year's Day)
January 21, 2008 (Martin Luther King, Jr.'s Day)
February 18, 2008 (Presidents' Day)

CHANGES IN THE LAW BE ADVISED!!

NEW PRE LICENSING AND POST LICENSING EDUCATION INFORMATION

PRE LICENSING EDUCATION

If you would like your 20 hours of Salesperson Pre Licensing education (SPL) to be recognized under the existing law you will need to submit a COMPLETED application packet for licensure (completed application, appropriate fee, original exam score sheet, copy of required education and if applicable any license histories or additional documents that may be required) to the Real Estate Commission (REC) office by 01/31/2008. The new law goes into effect on 02/01/2008; individuals who turn in an initial salesperson application packet to the REC office after the effective date will be required to complete 40 hours of pre licensing education to receive a real estate license.

If you have completed 20 hours of SPL education prior to the effective date, your education certificate is still valid, but you have not submitted a complete initial application by 01/31/2008, you will be required to complete an additional 20 hours of SPL education to meet the requirements under the new law.

POST LICENSING EDUCATION

If you would like your 20 hours of Post Licensing education (PLE) to be recognized under the existing law you will need to submit a COMPLETED PLE Affidavit packet (a completed PLE Affidavit, copies of all completed PLE certificates and a \$30.00 fee) to the Real Estate Commission (REC) office by 01/31/2008. The new law goes into effect on 02/01/2008; licensees who turn in their PLE Affidavit packet to the REC office after the effective date will be required to complete 30 hours of PLE to have their record cleared and receive an amended license.

If you have completed 20 hours of PLE prior to the effective date, your education certificate is still valid, and you have not submitted a completed PLE Affidavit packet by 01/31/2008, you will be required to complete an additional 10 hours of PLE to meet the requirements under the new law. AS 08.88.091; AS 08.88.095

COMMISSION STAFF

Sharon J. Walsh
Executive Administrator
269-8197

Beata Smith
Licensing Examiner
269-8162

Nancy A. Harris
Project Assistant
269-8168

Alaska Real Estate News
is published by the Alaska Real
Estate Commission as an
educational service to all Alaska real
estate licensees. This publication is
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Continuing Education Requirements

- Continuing education is NOT prorated. Continuing education is required to renew your real estate license. ALL licensees are required to complete 20 hours of continuing education, consisting of 8 hours of Designated Continuing Education (DCE) and 12 hours of Elective Continuing Education (ECE).
- All continuing education certificates must be saved by YOU the licensee. The Real Estate Commission does not maintain an education file on licensees. If you are audited after the renewal, then education certificates are placed in an audit file. PLEASE DO NOT SEND US YOUR CERTIFICATES with your renewal. Only send us your education certificates if you have been selected for the continuing education audit.
- Do not renew your license unless you have completed all 20 hours of your continuing education requirements.
 - *The fines for this penalty, giving false information, have increased since the last renewal period. It will cost you \$50.00 per credit hour for each continuing education credit that you are lacking plus a fine of up to \$2500.00.

Frequently Asked Questions During Renewals

- PLE can NOT be applied toward continuing education
- If you are registered in a referral office, your license is NOT in an inactive status. You hold an active license.
- Continuing education is NOT prorated for any licensee.
- Broker upgrade education can NOT be applied toward continuing education if not used to upgrade your license.

Message to all Brokers with Licensees:

Here's a tip that will help you during renewal.

- Broker's should always be the first to renew their license
- Avoid some of the following oversights by Brokers that have occurred in the past renewals:
 1. If you fail to renew in a timely manner **or**
 2. You provide insufficient funds to pay for your renewal **or**
 3. You did not receive a confirmation that your online renewal was successful*Then, your license will be placed in a lapsed status and you will not be able to practice real estate until you change this status.*

What problems are caused as a result of the above actions:

- Your office will be closed.
- You will need to open a new office - \$125.00 office registration fee.
- All licensees in your office will be placed in a suspended status until they affiliate with a Broker who has a current license - \$50.00 fee per licensee to transfer to a new Broker.
- It could jeopardize licensees in your office from accomplishing their 24 months of active and continuous licensee experience as required for upgrading to Associate Broker or Broker.

Please make an announcement at your next meeting after you have renewed or send out an email that you are renewed – let your licensees know you have successfully completed the renewal process.

AREC ListServ

Have you signed up for the AREC list serv yet? It's a great way to stay informed with Commission news. Subscribe to the Alaska Real Estate Commission electronic mailing list and receive: meeting minutes agendas, notice of proposed regulations, and newsletters.



Upcoming Meetings

Mark your calendars for the next Real Estate Commission meetings:

December 13-14, 2007 Anchorage

If you would like to have information posted in the AREC Newsletter concerning dates and times of upcoming courses, please send an email to:
nancy.harris@alaska.gov
Deadlines for submission are as follows:

Approved Continuing Education Courses - Designated (DCE)

Alaska Association of Realtors **Sandy Eherenman** (907) 563-7133

Course	Crs #	Type	Hrs	Delivery
Purchase & Sales Agreements (GRI-100 Course)	2004	DCE	2.0	CL
Liability & Risk Management (GRI-300 course)	2005	DCE	2.0	CL
Risk Management	2252	DCE	2.0	CL/INT
Ethics and Real Estate	2255	DCE	2.0	CL
2006 Professional Standards	2281	DCE	2.0	CL
20 Hours Post Licensing Salesperson	2298	DCE	6.0	CL
Broker Post Licensing Education	2305	DCE	2.0	CL
License Law	2379	DCE	2.0	CL

Alaska Bar Association **Barbara Armstrong** (907) 272-7469

Course	Crs #	Type	Hrs	Delivery
Real Estate Commission License Enforcement & Surety Fund Claims: What You Need to Know!	2260	DCE	3.0	CL

Alaska Coastal Homes **PeggyAnn McConnochie** (907) 586-4491

Course	Crs #	Type	Hrs	Delivery
Post Licensing Salesperson	2303	DCE	6.0	CL/CR
Real Estate License Law	2359	DCE	2.0	CL/CR
Contracts	2360	DCE	2.0	CL/CR
Ethical Decision Making	2361	DCE	2.0	CL/CR
Risk Management	2362	DCE	2.0	CL/CR

Alaska Real Estate Connection **Judy Cloud** (907) 335-5011

Course	Crs #	Type	Hrs	Delivery
Contracts	2356	DCE	2.0	CL
Ethical Decision Making- Weighkng Right & Wrong	2388	DCE	2.0	CL
Risk Management	2390	DCE	2.0	CL

Alaska Real Estate Education **Traci Barickman** (907) 373-5219

Course	Crs #	Type	Hrs	Delivery
Risk Management	2171	DCE	2.0	CL
Ethics	2325	DCE	2.0	CL
Alaska Statutes and Regulations	2329	DCE	2.0	CL
Contracts	2389	DCE	2.0	CL

Alaska Real Estate Resource **Rita Wilson** (907) 762-3112

Course	Crs #	Type	Hrs	Delivery
Module 2: Buyer Representation Agreement	2233	DCE	2.0	CL
Module 3: License Law	2243	DCE	1.0	CL
License Law	2282	DCE	2.0	CL

Anchorage Board of Realtors		Kay DuBois		(907) 561-2338	
Course	Crs #	Type	Hrs	Delivery	
The Code of Ethics: Your Promise of Professionalism	1037	DCE	2.0	CL	
BOMA (Anch)BCW2 Group		Dan Reynolds		(907) 271-5103	
Course	Crs #	Type	Hrs	Delivery	
Ethics is Good Business	2262	DCE	2.0	CL	
Taking Action Before Disaster Strikes	2299	DCE	2.0	CL	
Charlie Sandberg, CRS, GRI		Charlie Sandberg		(907) 349-0000	
Course	Crs #	Type	Hrs	Delivery	
Contracts- Understanding and Preparing Contracts in Alaska	849	DCE	2.0	CL	
Risk Management - What You Need to Know	2023	DCE	2.0	CL	
Salesperson Post Licensing	2370	DCE	6.0	CL	
License Law	2385	DCE	2.0	CL/INT	
Coldwell Banker Best Properties		Anita Bates		(907)265-9147	
Course	Crs #	Type	Hrs	Delivery	
Post Licensing Education- Salesperson ECE & DCE for 2008 Renewal	2307	DCE	6.0	CL	
(Dearborn) RECampus.com		Chris Huntley		(312) 836-4400	
Course	Crs #	Type	Hrs	Delivery	
Electronic Transactions in Real Estate	2154	DCE	1.0	INT/CBT	
Ethics in Today's Real Estate World	2349	DCE	2.0	CL/INT	
Dynamic Properties, Jed Weingarten		Jed Weingarten		(907) 727-5333	
Course	Crs #	Type	Hrs	Delivery	
Risk Management	970	DCE	2.0	CL	
Contracts-The Purchase and Sales Agreement	2103	DCE	2.0	CL	
Module 4: Paperwork and Risk Management	2247	DCE	2.0	CL	
Ethical Decision Making for Real Estate Professionals	2248	DCE	2.0	CL	
Module 1: Contracts and Agreements (1)	2249	DCE	2.0	CL	
Module 1: Contracts and Agreements (2)	2250	DCE	2.0	CL	
Module 3: License Law	2256	DCE	1.0	CL	
Module 3: License Law	2257	DCE	2.0	CL	
Case Law-Landlord Tenant/Top Legal Issues	2259	DCE	1.0	CL	
Common Legal Issues	2309	DCE	2.0	CL	

Fidelity Title Agency		Ruth Horton-Barndt		(907) 277-6601	
Course	Crs #	Type	Hrs	Delivery	
Neogtiating the Best Deed of Trust Provisions For Your Customer/Foreclosure and Bankruptcy issues on Owner-Financed Transactions	2019	DCE	1.0	CL	
Finance and Contracts in Alaska/Statutory Rules that Apply	2151	DCE	2.0	CL	
First American Title Insurance Co.		Bryan Merrill		(206) 448-6281	
Course	Crs #	Type	Hrs	Delivery	
Earnest Money Contracts	821	DCE	2.0	CL	
Home Security of America		Michelle Stellner		(608) 443-4315	
Course	Crs #	Type	Hrs	Delivery	
Risk Management	2158	DCE	2.0	CL	
Institute of Real Estate Management		Laura Lyons (Kay DuBois)		(907) 561-2338	
Course	Crs #	Type	Hrs	Delivery	
MNT 402: Property Maintenance and Risk Management	2271	DCE	2.0	CL	
ETH 800: Ethics for the Real Estate Manager	2275	DCE	2.0	CL	
Law Seminars International		Gretchen Hancock		(206) 567-4490	
Course	Crs #	Type	Hrs	Delivery	
Brownfields Redevelopment	2254	DCE	3.0	CL	
National Association of Realtors		Constance Leahy (2nd)		(206) 423-6870	
Course	Crs #	Type	Hrs	Delivery	
Agents Gone Wild: Don't Try this at Home	2326	DCE	2.0	CL	
Northern Trust Academy		Teresa Block		(907) 751-2534	
Course	Crs #	Type	Hrs	Delivery	
Module 1: Contracts and Agreements	2251	DCE	2.0	CL	
Prudential Vista Real Estate		Dennis Wood		(907) 337-9663	
Course	Crs #	Type	Hrs	Delivery	
Forms of Risk Management	2031	DCE	2.0	CL	

Real Estate Associate Learning Systems Kathleen Kowalczuk (907) 360-1176

Course	Crs #	Type	Hrs	Delivery
Property Disclosures-The Real Estate Professionals Guide to Reducing Risk	2202	DCE	2.0	CL/CR
Property Management and Managing Risk	2203	DCE	2.0	CL/CR
Industry Trends, Case Law, Statute & Regulation Changes, Ethical Implications	2210	DCE	4.0	CL/CR
Ethical Decisions & Dilemmas	2375	DCE	2.0	CR
Real Estate License Law-Statutes and Regulations	2376	DCE	2.0	CR
Risk Management	2377	DCE	2.0	CR
Sales Contracts for the Real Estate Professional	2378	DCE	2.0	CR

Real Estate Essentials Dennis Comeau (907) 345-4916

Course	Crs #	Type	Hrs	Delivery
Powers of Attorneys in Alaska	2055	DCE	1.0	CL/CR
Risk Management	2084	DCE	3.0	CL/CR
Ethics in the Real Estate Profession	2223	DCE	3.0	CL/CR
Real Estate License Law 2006-2008	2287	DCE	2.0	CL/CR
Contracts: A Meeting of the Minds	6859	DCE	4.0	CL/CR

Rita Kasper Rita Kasper (907) 892-6750

Course	Crs #	Type	Hrs	Delivery
PLE Salesperson	2297	DCE	6.0	CL
Post Licensing for Brokers	2301	DCE	2.0	CL

Royse and Associates Jerry Royse (907) 563-3086

Course	Crs #	Type	Hrs	Delivery
License Law	2344	DCE	2.0	CL/CR
Contracts & Agreements	2346	DCE	2.0	CL/CR
Real Estate Business Ethics	2368	DCE	2.0	CL/CR
Paperwork and Risk Management	2369	DCE	2.0	CL/CR

Thomson Computaught Lucia Coughlin (770) 919-9191

Course	Crs #	Type	Hrs	Delivery
Ethics in Real Estate	6857	DCE	3.0	INT

Valley Board of Realtors Julie Nolen (907) 376-5080

Course	Crs #	Type	Hrs	Delivery
The Code of Ethics: Your Promise of Professionalism	1056	DCE	2.0	CL
Internet Security for Realtors, Clients & Customers	2348	DCE	2.0	CL

Approved Continuing Education Courses - Elective (ECE)

Alaska Association of Realtors		Sandy Eherenman			(907) 563-7133
Course	Crs #	Type	Hrs	Delivery	
Purchase and Sales Agreements GRI 100	2004	ECE	5.0	CL	
Liability & Risk Management GRI 300	2005	ECE	5.0	CL	
Environmental Issues/Land Use GRI 200	2007	ECE	6.0	CL	
Pricing, Sales & Marketing – GRI 100	2119	ECE	7.0	CL	
Buyer Representation – REC 200	2121	ECE	6.0	CL	
Methamphetamine Class	2170	ECE	1.0	CL	
Risk Management	2252	ECE	1.0	CL/INT	
Fair Housing	2253	ECE	3.0	CL/INT	
Ethics and Real Estate	2255	ECE	1.0	CL/INT	
2006 Professional Standards					
Procedures Training	2281	ECE	5.0	CL	
Top 10 Technology Mistakes That					
99% of Agents Make	2289	ECE	2.0	CL	
Ninja Negotiations	2290	ECE	3.0	CL	
Transaction Management –					
Emerging Best Practices & Business					
Models	2293	ECE	2.0	CL	
Making Money with Today’s					
Technology	2294	ECE	3.0	CL	
Balance – Using Today’s Technology					
To Get a Life	2295	ECE	2.0	CL	
Broker Post Licensing	2305	ECE	12.0	CL	
Listing & Selling Your Way					
Through Changing Markets	2341	ECE	6.0	CL	
No One Can Stop You but You	2342	ECE	2.0	CL	
Sell It Like You Mean It	2343	ECE	3.0	CL	
Alaska Bar Association		Barbara Armstrong			(907) 272-7469
Course	Crs #	Type	Hrs	Delivery	
Creating & Financing Common Interest					
Communities in Alaska: What You Really					
Need to Know!	2382	ECE	3.0	CL	
Alaska Coastal Homes		PeggyAnn McConnochie			(907) 586-4491
Course	Crs #	Type	Hrs	Delivery	
E-Pro Module 3-History and Structure					
Of the Internet	2357	ECE	1.0	CL/INT	
Client and Customer Care	2358	ECE	2.0	CL/CR	
Managing Your Affairs for Success	2363	ECE	4.0	CL/CR	
The Top 10 Trends and How to Make Them					
Work for You	2364	ECE	2.0	CL/CR	

Alaska Coastal Homes (Cont'd) **PeggyAnn McConnochie** **(907) 586-4491**

Course	Crs #	Type	Hrs	Delivery
E-Pro Module 1-Understand the Miracle of The Internet	2365	ECE	1.0	CL/INT
E-Pro Module 2-E-Mail Communication and Marketing	2366	ECE	1.0	CL/INT
E-Pro Module 4-E-Mail Communication and Marketing	2367	ECE	1.0	CL/INT
Working Together more Effectively	2372	ECE	4.0	CL

Alaska Exchange Corporation **Sharon Elliott** **(907) 274-1031**

Course	Crs #	Type	Hrs	Delivery
1031 Tax-Deferred Exchanges	2024	ECE	2.0	CL

Alaska Housing Finance Corporation **Scott Waterman** **(907) 330-8195**

Course	Crs #	Type	Hrs	Delivery
AHFC Financing a Home	874	ECE	4.0	CL
AHFC Making Homes Work with Energy Efficient Mortgages	939	ECE	2.0	CL
AHFC Mold Hazards	1087	ECE	2.0	CL
AHFC Home Choice	1088	ECE	8.0	CL
Carbon Monoxide Hazards	2129	ECE	1.0	CL
Economics of Energy Efficiency	2133	ECE	2.0	CL

Alaska Real Estate Education **Traci Barickman** **(907) 335-5011**

Course	Crs #	Type	Hrs	Delivery
Papertrails & Documentation	2198	ECE	2.0	CL

Alaska Real Estate Resource **Rita Wilson** **(907) 762-3112**

Course	Crs #	Type	Hrs	Delivery
Modules 5 – Showing Property	2226	ECE	1.0	CL/CR
Module 1: New Construction Purchase & Sales Agreements	2227	ECE	1.0	CL/CR
Module 1: Contracts & Agreements (Addendums, Amendments, Counteroffers, Contingencies)	2228	ECE	2.0	CL
Module 1: Contracts & Agreements (Purchase & Sale Agreement)	2229	ECE	2.0	CL
Module 3: Ethics & Surety Fund	2230	ECE	1.0	CL
Module 2: Property Management/Landlord Tenant Act, Rental/Lease/Occupancy	2231	ECE	2.0	CL
Module 2: Property Management Agreements, Management Agreements	2232	ECE	1.0	CL
Module 5: Comparative Market Analysis Appraisal	2234	ECE	1.0	CL

Alaska Real Estate Resource (Cont'd)	Rita Wilson		(907) 762-3112	
Course	Crs #	Type	Hrs	Delivery
Module 6: Financing to Closing (Sellers Net Proceeds, Settlement Statements and Loan Costs)	2235	ECE	1.0	CL/CR
Module 6: Financing to Closing (Pre-Approval, Good Faith Estimates)	2236	ECE	1.0	CL/CR
Module 6: Financing to Closing (Closing Process and Good Funds Law)	2237	ECE	1.0	CL/CR
Module 4: Paperwork and Risk Mgmt (Environmental Issues and Zoning)	2238	ECE	1.0	CL
Module 4: Paperwork and Risk Mgmt (Home Inspections/Negotiations and Recordkeeping)	2239	ECE	1.0	CL/CR
Module 4: Paperwork and Risk Mgmt (Title Reports, CCR's and Surveys)	2240	ECE	1.0	CL
Module 1: Contracts and Agreements (Personal Service Agreements, Listings And Buyers)	2241	ECE	1.0	CL/CR
Module 4: Paperwork and Risk Mgmt (Property Disclosure, Associations Resale Certificates and Public Offering Statements)	2242	ECE	1.0	CL
Module 3: License Law (Consumer Pamphlet and Waiver)	2243	ECE	1.0	CL

Alyeska Title Guaranty	Beth Knight		(907) 339-8860	
Course	Crs #	Type	Hrs	Delivery
Lien Laws & Title Insurance	2310	ECE	1.0	CL
Legal Descriptions	2311	ECE	1.0	CL
Foreclosure Basics	2312	ECE	1.0	CL
Customer Client Services	2313	ECE	1.0	CL
RE Property Law & Title Insurance Corporations, Trusts, LLC's Estates & Probates	2314	ECE	1.0	CL
	2318	ECE	1.0	CL

Anchorage Board of Realtors	Kay DuBois		(907) 561-2338	
Course	Crs #	Type	Hrs	Delivery
The Code of Ethics Your Promise of Professionalism	1037	ECE	1.0	CL
ABR Designation – Accredited Buyer Representative	2176	ECE	12.0	CL
Ninja Selling II	2283	ECE	8.0	CL
The New Negotiating Edge a Five Step Behaviorial Strategy	2319	ECE	7.0	CL
Real Estate 2010 –Top Ten Countdown Harnessing the Power! Skills Based Performance Management	2322	ECE	2.0	CL
	2340	ECE	8.0	CL
E-Pro	2394	ECE	6.0	INT
Marketing with Microsoft Office	2395	ECE	4.0	CL

BCW2 Group		Mary Webb		(612)338-4887	
Course	Crs #	Type	Hrs	Delivery	
Certified Home Marketing Specialist, Positioning Properties to Compete in the Market Place	2126	ECE	8.0	CL	
BOMA- Anchorage		Dan Reynolds		(907) 271-5103	
Course	Crs #	Type	Hrs	Delivery	
Ethics is Good Business	2262	ECE	4.0	CL	
Taking Action Before Disaster Strikes	2299	ECE	1.0	CL	
Introduction of Energy Performance	2334	ECE	3.0	CL	
The Fine Art of Negotiations	2374	ECE	3.0	CL	
Charlie Sandberg, CRS, GRI		Charlie Sandberg		(907) 349-0000	
Course	Crs #	Type	Hrs	Delivery	
Salesperson Post Licensing	2370	ECE	12.0	CL	
Evaluation & Pricing	2397	ECE	2.0	CL	
Coaching Institute		Rick Marden		(801) 553-2300	
Course	Crs #	Type	Hrs	Delivery	
Techvantage: Stop Buying Start Using	2101	ECE	3.0	CL	
Coldwell Banker Best Properties		Anita Bates		(907)265-9147	
Course	Crs #	Type	Hrs	Delivery	
Post Licensing Education – Salesperson/ECE & DCE for 2008 Renewal	2307	ECE	12.0	CL	
CRS Council of Residential Specialist		Regina Harvey		(800) 462-8841	
Course	Crs #	Type	Hrs	Delivery	
CRS 105: Making the Right Real Estate Finance Decisions	2183	ECE	12.0	CL	
CRS 202: Effective Buyer Sales Strategies	2184	ECE	12.0	CL	
CRS 204: Building Wealth through Residential Real Estate Investments	2185	ECE	8.0	CL	
CRS 206: Using Today's Technology to Capture	2186	ECE	8.0	CL	
CRS 107: Mastering the Art of Selling New Homes	2201	ECE	8.0	CL	
CRS 103: Maximize your Potential Personally and Professionally	2204	ECE	8.0	CL	
CRS 200: Business Planning & Marketing For Residential Specialists	2205	ECE	12.0	CL	
CRS 210: Building an Exceptional Customer Service Referral Business	2206	ECE	12.0	CL	
CRS 201: Listing Strategies for the Residential Specialist	2207	ECE	12.0	CL	

(Dearborn) RECampus.com**Chris Huntley****(312) 836-4400**

Course	Crs #	Type	Hrs	Delivery
Environmental Issues in Your Real Estate Practice	965	ECE	6.0	CBT/INT
Introduction to Commercial Real Estate Sales	966	ECE	6.0	CBT/INT
Property Management & Managing Risk	967	ECE	6.0	CBT/INT
Red Flags Property Inspection Guide	968	ECE	6.0	CBT/INT
Real Estate and Taxes! What Every Agent Should Know	969	ECE	6.0	CBT/INT
Commercial Real Estate: Listing Properties	2097	ECE	6.0	CBT/INT
Commercial Continuing Education, Set 2	2098	ECE	12.0	CBT/INT
Commercial Continuing Education, Set 1	2099	ECE	12.0	CBT/INT
Commercial Real Estate: Understanding Investments	2100	ECE	6.0	CBT/INT
The Truth about Mold	2153	ECE	6.0	CBT/INT
Electronic Transactions in Real Estate	2154	ECE	5.0	CBT/INT
Understanding 1031 Tax Free Exchanges	2155	ECE	6.0	CBT/INT
Fair Housing	2288	ECE	6.0	CR/INT
Real Estate Investments Fundamentals	2308	ECE	6.0	INT
Real Estate Agent/Mortgage Professional Ethics in Today's Real Estate World	2323	ECE	6.0	CL
Mortgage Fraud and Predatory Lending: What Every Agent Should Know	2349	ECE	4.0	CL/INT
	2381	ECE	6.0	INT

Double Eagle Real Estate**Uli Johnson****(907) 357-1770**

Course	Crs #	Type	Hrs	Delivery
A Real Estate Licensee's Guide to Home Inspections	2060	ECE	3.0	CL
Real Estate Financing	2130	ECE	3.0	CL

Dynamic Properties, Jed Weingarten**Jed Weingarten****(907) 727-5333**

Course	Crs #	Type	Hrs	Delivery
Conflict Resolution	834	ECE	2.0	CL
Multiple Offers	1058	ECE	1.0	CL
Evaluating Investment Opportunities	2015	ECE	1.0	CL
Contingencies	2018	ECE	2.0	CL
Current Trends	2102	ECE	3.0	CL
Enhance Communications in Real Estate Transactions	2104	ECE	2.0	CL
Module 5: Evaluation and Pricing	2245	ECE	2.0	CL
Module 1: Contracts and Agreements (Listings, Counters, Addendums)	2246	ECE	2.0	CL
Module 4: Paperwork and Risk Mgmt	2247	ECE	2.0	CL
Module 1: Contract and Agreements(1)	2249	ECE	1.0	CL
Case Law – Landlord Tenant/Top Legal Issues	2259	ECE	1.0	CL
Property Management	2300	ECE	3.0	CL

Fidelity Title Agency		Ruth Horton-Barndt			(907) 277-6601
Course	Crs #	Type	Hrs	Delivery	
Commercial Endorsements	2091	ECE	1.0	CL	
Commercial Leaseholds	2136	ECE	1.0	CL	
Plats, Maps, As-Builts & ALTA/ACSM Surveys	2145	ECE	1.0	CL	
Commercial and Leasehold Issues, Recent Case Law and the New Bankruptcy Act	2152	ECE	3.0	CL	
A Title Commitment	2160	ECE	2.0	CL	
The Process of Clearing Title	2161	ECE	1.0	CL	

First American Title Insurance Co.		Bryan Merrill			(206) 448-6281
Course	Crs #	Type	Hrs	Delivery	
Bankruptcy Law and Real Property	630	ECE	2.0	CL	
Title Insurance Policies, Coverage & Other Services	631	ECE	1.0	CL	
Overview of Real Property Documents	632	ECE	2.0	CL	
Understanding Alaska's Mechanic's Lien Statutes	700	ECE	2.0	CL	
Earnest Money Contracts	821	ECE	2.0	CL	
Probates, Trusts, Guardians & Conservations	841	ECE	1.0	CL	
Alaska's Community Property Act	942	ECE	1.0	CL	
Real Estate Transactions with Business Entities	1036	ECE	1.0	CL	
Alaska Claims Chronicles	1096	ECE	2.0	CL	
PLO Rights of Way	2125	ECE	1.0	CL	

Forward Solutions		Linda Winters			(907) 261-7638
Course	Crs #	Type	Hrs	Delivery	
Basics of Home Financing for Real Estate Licensees	2302	ECE	2.0	CL	

Home Security of America		Gina Anderson			(608) 443-4315
Course	Crs #	Type	Hrs	Delivery	
Understanding Home Warranties & Their Value	2209	ECE	1.0	CL	

Homestate Mortgage		Linda Lewis			(907) 762-5890
Course	Crs #	Type	Hrs	Delivery	
Credit Reporting	2214	ECE	2.0	CL	
Time Management	2391	ECE	2.0	CL	
Buying a New Home	2392	ECE	2.0	CL	
Homes for All: Serving People w/Disabilities	2393	ECE	6.0	CL	

Institute of Real Estate Management	Laura Lyons (Kay DuBois)			(907) 561-2338
Course	Crs #	Type	Hrs	Delivery
RES 201: Successful Site Management	2187	ECE	12.0	CL
ASM 602: Investment Real Estate Financing And Valuation (Part 2)	2263	ECE	6.0	CL
ASM 603: Investment Real Estate Financing And Valuation (Part 1)	2264	ECE	6.0	CL
ASM 605: Investment Real Estate Financing And Valuation (Part 3)	2265	ECE	2.0	CL
HRS 402: Human Resource Essentials for Real Estate Managers	2266	ECE	2.0	CL
HRS 603: Leadership for Today's Real Estate Managers	2267	ECE	4.0	CL
BDM 601: Business Development Strategies For Real Estate Mgmt Companies	2268	ECE	5.0	CL
BDM 602: Property Management Plans: The IREM Model	2269	ECE	5.0	CL
LRM 201: Fair Housing for Residential Mgmt	2270	ECE	4.0	CL
MNT 402: Property Maintenance and Risk Management	2271	ECE	2.0	CL
MLK 404: Marketing and Leasing Retail Property	2272	ECE	4.0	CL
MLK 405: Marketing and Leasing Multifamily Properties	2273	ECE	5.0	CL
MLK 406: Marketing and Leasing: Office Bldgs	2274	ECE	6.0	CL
FIN 402: Investment Real Estate: Financial Tools	2276	ECE	7.0	CL

IRWA International Right of Way Assoc.	Francis Vicente			(310) 538-0233
Course	Crs #	Type	Hrs	Delivery
C-801 Land Titles	611	ECE	12.0	CL
C-802 Legal Aspects of Easements	612	ECE	8.0	CL
Easement Valuation, IRWA Course 403	1094	ECE	8.0	CL
C-800 Principles of Real Estate Law	2003	ECE	12.0	CL

Jay Evenson	Jay Evenson			(907) 345-1234
Course	Crs #	Type	Hrs	Delivery
Carpenter Ants	2147	ECE	1.0	CL

Jon Anderson	Jon Anderson			(907) 242-5353
Course	Crs #	Type	Hrs	Delivery
Understanding Credit Scores and How to Raise Them	2224	ECE	1.0	CL

Kendall Todd, Inc		Larry Herst		(919) 688-8223	
Course	Crs #	Type	Hrs	Delivery	
Borrow Smart & Retire Rich	2148	ECE	4.0	CL	
Law Seminars International		Gretchen Hancock		(206) 567-4490	
Course	Crs #	Type	Hrs	Delivery	
Brownfields Redevelopment	2254	ECE	5.0	CL	
Lorman Business Center, Inc		Kari Campbell		(715) 833-3940	
Course	Crs #	Type	Hrs	Delivery	
Advanced Like Kind Real Estate Exchanges 2285	ECE		8.0	CL	
Mat-Su Title		Susan Price		(907) 277-6618	
Course	Crs #	Type	Hrs	Delivery	
Recent Case Law Revisited	2173	ECE	1.0	CL	
Title Insurance – A practical Guide for Real Estate Licensees	2320	ECE	1.0	CL	
Foreclosures – Opportunities, Pitfalls & Tragedies on the Road to Making Money	2321	ECE	1.0	CL	
Practical Tips for a Better Purchase and Sales Agreement	2324	ECE	1.0	CL	
MOA, Department of H & H Services		Jim Cross		(907) 343-7906	
Course	Crs #	Type	Hrs	Delivery	
On Site Water Well & Wastewater Disposal Systems	934	ECE	4.0	CL	
National Association of Realtors		Constance Leahy (2nd)		(206) 423-6870	
Course	Crs #	Type	Hrs	Delivery	
Duties in Conflict – Handling the In-Office Transaction	2188	ECE	3.0	CL	
Real Estate Investment: The 1031 Exchange	2189	ECE	3.0	CL	
At Home with Diversity	2222	ECE	6.0	CL	
Agents gone Wild: Don't This at Home	2326	ECE	1.0	CL	
The 4 Measurements of Real estate Investment	2327	ECE	3.0	CL	
Life in the 6D's: Defects, Discovery, Data, Disclosure, Damages, and Defendants	2328	ECE	3.0	CL	
Northern Trust Academy		Teresa Block		(907) 751-2534	
Course	Crs #	Type	Hrs	Delivery	
Module 1: Contracts and Agreements	2251	ECE	4.0	CL	
Pacific Northwest Title		Howard Hancock		(907) 261-2230	
Course	Crs #	Type	Hrs	Delivery	
Title & Escrow	1076	ECE	12.0	CL	
Condominium vs. Planned Community (in Alaska)	2317	ECE	1.0	CL	

Peggy Gulam **Peggy Gulam** **(907) 336-3273**

Course	Crs #	Type	Hrs	Delivery
Understanding Appraisals	2335	ECE	2.0	CL

Prudential Vista Real Estate **Dennis Wood** **(907) 337-9663**

Course	Crs #	Type	Hrs	Delivery
Fishing for Business: Match the Hatch Behavior	2087	ECE	2.0	CL
Influencing the Outcome-Negotiating	2337	ECE	3.0	CL

RE/MAX Satellite Network **Keith Katte** **(303) 796-3840**

Course	Crs #	Type	Hrs	Delivery
Brian Buffini's 100 Days to Greatness	2291	ECE	3.0	SNT

Real Estate Associate Learning Systems **Kathleen Kowalczuk** **(907) 360-1176**

Course	Crs #	Type	Hrs	Delivery
Buyer Representation	1048	ECE	3.0	CL/CR
Title Insurance Policies and Other Title Services	2078	ECE	1.0	CC
Overview of Real Property Documents	2079	ECE	2.0	CL/CR
Property Disclosures – The Real Estate Professionals Guide to Reducing Risk	2202	ECE	4.0	CL/CR
Property Management and Managing Risk	2203	ECE	4.0	CL/CR
Paper Trails and Documentation	2211	ECE	4.0	CL/CR
Environmental Issues in Your Real Estate Practice	2386	ECE	6.0	CR
Introduction to Commercial Real Estate Sales	2387	ECE	6.0	CR

Real Estate Essentials **Dennis Comeau** **(907) 345-4916**

Course	Crs #	Type	Hrs	Delivery
Mechanics and Material Men Lien Law in AK	2069	ECE	2.0	CL/CR
Fair Housing	2085	ECE	2.0	CL/CR
Alaska's Community Property Act	2088	ECE	1.0	CL/CR
The As Built Survey	2177	ECE	1.0	CL
CC & R's Covenants, Conditions and Restrictions	2178	ECE	1.0	CL/CR
The Escrow Closing Process & The Hud Settlement Statement	2208	ECE	2.0	CL/CR
The Preliminary Title Commitment and Clearing Title	2212	ECE	2.0	CL/CR
Alaska's Uniform Residential Landlord And Tenant Act	2261	ECE	3.0	CL/CR
Real Estate License Law 2006-2008	2287	ECE	1.0	CL/CR
Home Foreclosure Options, list and Sell Your Clients Property Under Foreclosure	2336	ECE	1.0	CR/CL
Purchase the Home With The Seller's Loan	2338	ECE	1.0	CL
Title Company Records and Plant Sales	6860	ECE	1.0	CL/CR
Good Credit: A Highway to Home Loans And Home Sales	2380	ECE	1.0	CL

Roger Morris **Roger Morris** **(907) 689-1812**

Course	Crs #	Type	Hrs	Delivery
Website Analytics	2333	ECE	1.0	CL

Royse and Associates **Jerry Royse** **(907) 563-3086**

Course	Crs #	Type	Hrs	Delivery
Enhancing Service with Computers	671	ECE	2.0	CL
Success Strategies for Consumer Service	2080	ECE	2.0	CL
Property Marketing Makeover	2081	ECE	2.0	CL
Fair Housing	2090	ECE	3.0	CL
Current Trends Affecting the Alaska				
Real Estate Industry	2138	ECE	4.0	CL
Paperwork and Documents	2139	ECE	4.0	CL
Negotiation Skills	2174	ECE	3.0	CL
Paperwork and Risk Management	2369	ECE	2.0	CL/CR
Financing and Closing	2371	ECE	3.0	CL/CR

Scott Waterman **Scott Waterman** **(907) 330-8195**

Course	Crs #	Type	Hrs	Delivery
Energy Efficient New Construction	2330	ECE	2.0	CL
Indoor Air Quality	2331	ECE	2.0	CL
Basic Building Science	2332	ECE	1.0	CL

Starpointe Mortgage **Bob Manhire** **(907) 375-5555**

Course	Crs #	Type	Hrs	Delivery
Managing Home Equity	2284	ECE	2.0	CL

The Beckman Company **Karen Short** **(425) 271-2402**

Course	Crs #	Type	Hrs	Delivery
Technical Inspection of Real Estate	868	ECE	12.0	CL

Thomson Computaught **Lucia Coughlin** **(770) 919-9191**

Course	Crs #	Type	Hrs	Delivery
Pricing Property to Sell	2179	ECE	6.0	INT
Tax Advantages of Home Ownership	2180	ECE	6.0	INT
Tax Free Exchanges	2181	ECE	3.0	INT
Check It Out: Home Inspection	6856	ECE	3.0	INT
Using the Internet	6858	ECE	3.0	INT
Methods of Residential Finance	6861	ECE	6.0	INT
ADA & Fair Housing	6862	ECE	3.0	INT
Maximize Your Buyer's Borrowing				
Power	6863	ECE	6.0	INT
Structuring Ownership in Commercial				
Real Estate	6864	ECE	6.0	INT
Basic Real Estate Finance	6865	ECE	6.0	INT

Valley Board of Realtors **Julie Nolen** **(907) 376-5080**

Course	Crs #	Type	Hrs	Delivery
The Code of Ethics-Your Promise of Professionalism	1056	ECE	1.0	CL
Innovative Marketing techniques for Buyer's Representative	2339	ECE	7.0	CL

Wisdom & Associates **Steve Wisdom** **(907) 283-0629**

Course	Crs #	Type	Hrs	Delivery
Realtors & Environmental Concerns	2350	ECE	2.0	CL/INT
Realtors & Ventilation Compliance	2351	ECE	2.0	CL/INT
Realtors & Carpenter Ants	2352	ECE	1.0	CL/INT
Realtors & Energy Ratings	2353	ECE	1.0	CL/INT
Realtors & The PUR 101 & 102	2354	ECE	1.0	CL/INT
Realtors & Home Inspections	2355	ECE	1.0	CL/INT

Yukon Title Company **Carol Smith** **(907) 456-3474**

Course	Crs #	Type	Hrs	Delivery
Real Estate Investment Analysis and Exchange	2142	ECE	1.0	CL