

Continuing Education Classes Offered by Rich Cederberg

2017 NMREC Core Course A (Makeup Class)

The NMREC Core Course has replaced the old 8-hour Mandatory Course. A four-hour course, it is required annually by virtually all New Mexico real estate licensees. The newly designed Core Course is a fun and interactive experience!

Did you miss taking the 2017 Core Course in 2017? Here's your chance to make up your requirement and receive 4 hours CE credit. This class is ideal for residential brokers.

2018 NMREC Core Course B

The 2018 NMREC Core Course is here! This four-hour course is an updated version of the 2017 Core Course. Required annually by all New Mexico real estate licensees, the newly designed Core Course is a fun and interactive experience! Here's what will be covered: the new Broker Duties, the updated QB License Renewal Requirements, NMREC rules changes and some RANM forms changes.

Anatomy of a Listing Contract (Core Elective)

This four-hour course is designed to provide attendees with a professional working knowledge of the RANM Listing Agreement and the disclosures required to be completed prior to acceptance of an offer to purchase. Forms covered may include the following: Lead Based Paint Addendum, Lead Based Paint Renovation and Repair Disclosure, Public Improvement District Disclosure, Property Tax Levy Disclosure, HOA Disclosure and Listing Agreement Amendments.

Anatomy of a Purchase Contract (Core Elective)

This four-hour continuing education class is designed to provide attendees with a professional working knowledge of the RANM Purchase Agreement and the forms most likely to be used with it. Together, we'll talk about the important contingencies and disclosures in the Purchase Agreement and students will work together to determine a timeline template for the contingency and disclosure dates. Students will leave the class with additional resources to help track the deadlines in their transactions better.

Clear the Confusion: Offers (Counters, Multiples, Contingencies, etc) (Core Elective)

This 4-hour continuing education evening class addresses the complexities and misunderstandings that brokers encounter when dealing with offer acceptance and deadlines, counteroffers, multiple offers, contingent offers, back up offers and more. This class will address the following issues: How should we handle multiple offers, how should we handle contingency offers, how should we handle back-up offers, and more.

Handling Multiple Offers Ethically and Effectively (Ethics Elective)*

Perhaps no situation presents more professional and ethical challenges to real estate licensees than the multiple offer situation. In this class, we'll examine the National Association of Realtors Code of Ethics and the New Mexico Real Estate Commission's Broker Duties and apply the principals to the presentation and negotiation of multiple offers.

We'll also talk about preparing your buyer and seller clients for the multiple offer process, which forms and procedures to use, escalation clauses, love letters and how to win at multiple offers.

RANM Forms Update (Core Elective)

Earn 4 hours of CE credit while we go over all the most recent updates to the RANM forms! We'll cover changes to the Listing and Purchase Agreements and other forms like the Objections, Resolution and Waiver Notice and Agreement, Seller's Disclosure, and Buyer and Seller Occupancy Agreements. We'll also cover the newest forms including the supplemental broker duties.

RANM's Many Misc Forms

Join me for a fun-filled class with less lecture and more activities intended to make you engage, think and learn! We'll cover about 28 forms that we don't use every day. This is a 4-hour continuing education class.

RANM forms covered will include: Compensation to Broker Agreement - Unlisted Property, Cooperation and Compensation Agreement - Broker to Broker, Limited Service Notice - Buyer's Broker to Seller, Buyer's Sale Contingency, Tenant Occupied Property Addendum, Letter of Intent and about 22 others!

Understanding and Using RANM Forms (8CE Education)

This eight (8) hour class is designed to provide attendees with a professional working knowledge of the RANM Forms most likely to be used during a typical residential real estate transaction including the Listing Agreement, Purchase Agreement, Lead Based Paint Addendum, Seller's Property Disclosure, HOA Disclosure, PID Disclosure and more. We'll focus especially on the most recent changes in those forms.

This course meets the new requirement for associate brokers who seek to upgrade their license to qualifying broker status.

Special note: Licensees can choose whether they would like to enroll in the full day class Understanding and Using RANM Forms, or students can alternatively enroll in the morning portion of the class too (Anatomy of a Listing Contract) and/or the afternoon portion (Anatomy of a Purchase Contract) and receive the appropriate certificates.

All classes are 4 hour CE education category courses unless otherwise noted.

*Meets the Ethics Elective requirement for license renewal, but does not satisfy the NAR requirement.