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3 credits for \$36
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| <input type="checkbox"/> | Buyer Brokerage – Building Your Business Through Buyer Representation | 3.0 |
| <input type="checkbox"/> | Detrimental Conditions and Stigma: A Guide to Detection, Disclosure and Cure | 3.0 |
| <input type="checkbox"/> | Home Inspections: Increase Your Credibility and Referrals | 3.0 |
| <input type="checkbox"/> | Multiple Offers | 3.0 |
| <input type="checkbox"/> | Tax Favorable Real Estate Transactions | 3.0 |

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By participating in these courses you consent to allow CE Network Inc. to release all relevant learner information to the Connecticut Department of Consumer Protection if requested to do so, and you acknowledge the duty to abide by the laws, regulations and policies that regulate Connecticut real estate.

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CE Network Inc.
15 East Chesapeake Avenue
Baltimore MD 21286
toll free: 1-866-444-1123
fax: 1-866-444-1198
E-mail: info@cenetwork.com

For more information visit
www.cenetwork.com

Course Descriptions

Buyer Brokerage–Building Your Business Through Buyer Representation. Credits: 3

This course emphasizes how buyer brokerage concepts and expertise can become part of your everyday dealings with prospects and clients. It outlines your fiduciary and professional responsibilities when representing buyers in a purchase transaction.

Detrimental Conditions and Stigma: A Guide To Detection, Disclosure and Cure. Credits: 4

Detrimental Conditions—physical or psychological problems associated with a property—can potentially harm a listing and even lead to the development of a stigma. This course takes a detailed look at a wide range of common detrimental conditions, telling you what you need to know about each condition, whether there is a treatment or cure, your disclosure obligations, and how you should approach discussing the problem with clients. Filled with useful information and illustrated with real life examples, the course will give you the tools you need to deal confidently with properties with detrimental conditions during the buying or selling process.

Home Inspections: Increase Your Credibility and Referrals. Credits: 2

This course looks at all aspects of home inspections, including home inspection basics, how to build a list of competent home inspectors, and how to benefit from pre-sale inspections, which is one of the hottest new trends in the real

estate market. You will learn why a home inspection is not an event to be feared, but a service that can be used effectively to build a base of loyal satisfied clients that will help grow your business.

Tax Favorable Real Estate Transactions. Credits: 2

This course explains various strategies to help clients buy and sell properties on a tax favorable basis as investment vehicles. The first part of the course covers such topics as: how to identify realty investment prospects; qualified vs. non-qualified products (e.g. IRA's, 401(k)'s, annuities); and tax favorable estate liquidation strategies. Case studies illustrate how real estate professionals can work with other professionals to maximize client benefits. The second part of the course covers 1031 Exchanges. Topics include: an overview, 1031 mechanics and requirements, eligible properties, steps in the exchange process, and exchanging vs. selling.

Multiple Offers. Credits: 3

This course provides a framework for handling multiple offers. It explains the “open” and “blind” bidding structures as well as the six options for handling multiple offers from the perspectives of both seller and buyer. It examines the ethical issues inherent in presenting and handling multiple offers and provides best practices for maximizing the return for the seller, for ensuring the process is fair, and for avoiding or diffusing situations that have the potential to become emotionally charged.