

# ALASKA REAL ESTATE NEWS

November 2009

Sean Parnell, Governor  
Emil Notti, Commissioner  
Lynne Smith, Director

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## Commission Location

550 W. 7th Avenue, # 1950  
Anchorage, AK 99501  
Ph: 907.269.8162  
Fax: 907.269.1066  
Web: [commerce.state.ak.us/  
occ/prec.htm](http://commerce.state.ak.us/occ/prec.htm)

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## Renewal Edition

It's renewal time, again!

January 31, 2010 is the lapse date for all Alaska real estate licenses. Regardless of the length of time someone has been licensed, the authority to practice real estate will end on that date unless the license has been renewed. The lapse date is unaffected by license status. Therefore, whether active or inactive, licensees will need to renew.

The status of your license is important. For clarification, we have listed the different types of licensure status.

### Active

An active license will need to be renewed by January 31, 2010 to remain in a active status. If you renew as an active licensee your license is valid until the next renewal January 31, 2012.

### Active to Inactive

To go from an active to an inactive license status you would be required to complete a Change of Status Application, and submit a \$50.00 fee. When you inactivate your license, the 24 month inactive time period is effective the date the Real Estate Commission received the completed paperwork from the licensee requesting to go inactive.

### Inactive

As an inactive licensee you also will be required to renew by January 31, 2010. If you renew as an inactive licensee by January 31, 2010, you remain inactively licensed until either:

1. you reactivate your license by your reactivation deadline date -or-
2. your license expires on the anniversary of your 24 month inactivation period

If you are in an inactive status and decided not to renew, you may consider completing the eight designated continuing education (DCE) hours before the end of the current renewal period. The DCE topics are different for each licensing period and the DCE for the current renewal may not be as readily available after the renewal period

### Inactive to Active

To go from an inactive to an active license status you would be required to complete a Change of Status Application, and submit a \$50.00 fee. If you reactivate within your 24 month inactivation period, the standard two year renewal date, January 31, 2012, becomes the next important date.

### Lapsed due to non compliance of PLE

If you fail to complete your Post Licensing Education (PLE) before your prescribed deadline date, your license will go into a lapsed status until you:

1. show proof of completion of 30 hours of PLE , and
2. complete a Change of Status Application to reinstate due to non compliance of PLE and pay the appropriate fees

Continued on page 2 -

## Renewal Information

Renewal Information - Continued from page 1

### Lapsed due to non-renewal

If you fail to renew your license before January 31, 2010, it will go into a lapsed status until you:

1. reinstate your license anytime before January 31, 2012 -or-
2. your license expires on the date of the next renewal deadline, January 31, 2012. If you want to conduct real estate activities you will have to reinstate your license.

Reinstatement to an active license requires you to complete a Change of Status Application to reinstate due to non-renewal, proof of completing 20 hours of continuing education, and payment of the appropriate fees.

If a license is in both an inactive and lapsed status, the licensee must reinstate and reactivate as an active licensee prior to the 24 months reactivation deadline.

### Expired

If you have failed to renew your license before January 31, 2008, then you are in a lapsed status and must reinstate your license by January 31, 2010. If your license has been in a lapsed or inactive status for 24 months or more, your license is expired. If your license expires, you will be required to complete pre licensing education, pass the real estate salesperson exam and be assigned a new license number in order to practice real estate.

## A Few Things to Remember During Renewal

- You must be active in order to perform as a real estate licensee.
- Know when your license expires.
- If you choose to go inactive, you are limited to a 24 month inactivation period which is different from the expiration date of the license. Know your deadline date for reactivation.
- You may renew your license while inactive; however, even if you renew inactive your license will expire on the 24 month inactive period if you do not reactivate.
- If your license is in a lapsed status 24 months or more, your license has expired and you will be required to follow the requirements of initial licensure (40 hours of pre licensing education, pass the real estate salesperson exam, apply for licensure as a salesperson).
- If you are registered with a referral office, ***you are considered an active licensee*** and you must complete 20 hours of continuing education and renew your license to remain in an active status.
- **Know your dates and status!!!**

## Real Estate Statistics

### Alaska Real Estate Statistics

09-24-09 thru 10-30-09

#### New Issues: 11

Salesperson	10
Broker Upgrades	1
Associate Broker	1
Broker	0

#### License by Endorsement: 1

Salesperson	0
Associate Broker	0
Broker	1

#### Active Licensees to Date : 2327

Salesperson	1434
Associate Broker	401
Broker	487
Limited	5

#### Inactive Licensees to Date: 147

Salesperson	120
Associate Broker	21
Broker	6

#### Broker Contact w/Broker: 102

Salesperson	89
Associate Broker	9
Broker	4



## Renewal Fee Schedule

Status at renewal	License Fee	Surety Fee	Change	Total
Active	\$275.00	\$91.00		\$366.00
Active Prorated (License #17745 and higher)	\$137.50	\$91.00		\$228.50
Inactive	\$275.00			\$275.00
Inactive Prorated (License #17745 and higher)	\$137.50			\$137.50
<b>License with 01/31/2008 expiration date</b>				
Reinstatement of Lapsed license with a 01/31/2008 expiration date (would have to reinstate by 01/31/2010 and this would bring the license current with a expiration date of 01/31/2010. If a license with a 01/31/2008 expiration date is not reinstated by 01/31/2010 the license will expire & licensee will be required to retest in order to practice real estate. (20 hours of CE is required , with the 8 hours DCE from the 2006-2008 licensing period).	\$275.00.	\$91.00		\$366.00
<b>After February 1, 2009 -</b>				
Reinstatement of Lapsed License - (did not renew)	\$275.00	\$55.00		\$366.00
Reinstatement of Lapsed License - Prorated (did not renew)	\$137.50	\$55.00		\$228.50
Reactivation/Reinstatement of a Lapsed License- Prorated (license was in an inactive status when lapsed)	\$275.00	\$55.00	\$50.00	\$416.00
Reactivation/Reinstatement of a Lapsed License (license was in an inactive status when lapsed)	\$137.50	\$55.00	\$50.00	\$242.50
Reinstatement of Lapsed License due to non-compliance of PLE (did not complete PLE)	\$275.00	\$55.00		\$366.00
Reinstatement of Lapsed License due to non renewal & non compliance of PLE (did not renew & did not complete PLE)	\$550.00	\$110.00		\$660.00
Reactivation/Restatement of a Lapsed License did not renew & non-compliance of PLE (license was in an inactive status when lapsed)	\$550.00	\$110.00	\$50.00	\$710.00

## Frequently Asked Questions

### **Q. If I renew my license and my broker decides not to renew his/her license what will happen to my license?**

A. If a broker has allowed his/her license to lapse, the licenses of anyone who works in that broker's office will be suspended for the lack of an employing broker. If you have renewed your license, you have up to 30 days after the lapse of your broker's license to affiliate with a new broker. You must notify the Real Estate Commission office of your new employing broker.

### **Q. As a new licensee, do I have to complete the 20 hours of continuing education (CE)?**

A. Real Estate licensees that have received their initial license *prior* to November 2, 2009 must complete 20 hours of CE before they can renew their license.

### **Q. I just received my license a couple of months ago, will I have to pay the entire renewal fee ?**

A. Those licensees that received their initial real estate license on or after February 1, 2009 will pay the prorated renewal fee of \$137.50 (one half of the license fee) plus the entire surety fund fee of \$91.00. The total fee for a prorated renewal is \$228.50.

### **Q. What is the date that a licensee would not be required to renew or complete continuing education for this renewal period?**

A. Those individuals that receive their real estate license 90 days prior to the expiration date of 1/31/2010 (on or after November 1, 2009) would not be required to complete continuing education or renew their license for this current licensing period. The expiration date of their license will be January 31, 2012. However, they will be required to complete CE for the next licensing period of February 1, 2010 - January 31, 2012 and renew their license at the next renewal.

## Certifying False Information

On the license renewal application licensees are asked to certify that they have completed the required 20 hours of real estate continuing education (CE). After the last education audit, a small number of real estate licensees certified that they had completed the CE requirements when they submitted their renewal application to the Real Estate Commission (REC), when in fact they did not. It was found that the licensees either did not complete all of the required education hours, had completed the same course and could not get credit for the duplicate course thus not giving them enough hours or received incorrect information from an outside agency and completed their education after the licensing period.

The Real Estate Commission would like to remind all licensees that it is their responsibility to ensure that the renewal form is true and complete and that their education certificates are valid. If the renewal form is submitted to the REC (by mail or online) and it is later determined that the CE requirements have not been completed, the renewal application would be considered to be a false application. Per AS 11.56.201, it states that any person who knowingly furnishes false or fraudulent information on this application is subject to imprisonment for not more than one year, a fine of not more than \$5,000 or both. Per regulation 12 AAC 64.160, making a false or fraudulent representation or material misstatement on an application for a license, renewal or examination is grounds for revocation, suspension or denial of a license.

If a licensee has not completed the full 20 hour CE requirement, they should take the immediate steps to do so prior to submitting a renewal form or completing your renewal online. All CE classes must have been completed **before** a licensee has submitted their renewal.

If you have any questions regarding your CE certificates, please call or e-mail the Commission and staff can review your certificates.

## Commission Members

Brad Cole, Chair  
Associate Broker  
Wasilla  
3rd Judicial District



David Somers  
Vice Chair  
Broker  
Fairbanks  
Broker At Large



Nancy Davis  
Broker  
Sitka  
1st Judicial District



Gene DuVal  
Associate Broker  
Fairbanks  
4th Judicial District



Christine Swires  
Associate Broker  
Anchorage  
Broker at Large



Barbara Dickson  
Anchorage  
Public Member



## Timely Renewal

It is your responsibility as a licensee to assure that your license is renewed in a timely manner. Education requirements must be completed before you renew your license. You must renew by the expiration date, 01/31/2010, to keep your license current and practice real estate in Alaska. You can verify your expiration date, address and office information on the Alaska Real Estate Commission (AREC) web site, under Professional License Search.

You can renew online or download renewal forms from the AREC web site. The AREC is not responsible for U.S. Postal Service delivery or knowing where to find you if you have moved and not filed a change of address with our office. Failure to receive a renewal notice or a computer malfunction does not provide a valid excuse for not renewing your license by the expiration date.

The AREC web site is: [www.commerce.state.ak.us/occ/prec.htm](http://www.commerce.state.ak.us/occ/prec.htm)

## Be Prepared for the CE Audit

The Commission will conduct a random audit of 10 % of all active and inactive real estate licensees for compliance of the continuing education requirements. Letters will be mailed 30 to 60 days after the end of the renewal period to notify those licensees that they have been audited. Please review all your continuing education certificates to ensure you have completed at least 20 hours (12 elective and 8 designated) and that they are valid. What you must remember is that YOU, the licensee, may be audited not the instructor or course sponsor.

It is the licensee's responsibility to make sure they have completed all the CE requirements and that their education certificates are valid.

Licensees can verify all courses through the REC web site at: [www.commerce.state.ak.us/occ/prec.htm](http://www.commerce.state.ak.us/occ/prec.htm), or send an e-mail or fax to any of the REC staff and they can verify your CE certificates to ensure that you are ready to renew your license.

## Is Your Business License Current?

Are you an independent contractor or an employee? Per business licensing regulation 12 AAC 12.020(b), independent contractors are required to have a business license. You can download a business license application at:

[www.commerce.state.ak.us/occ/home.htm](http://www.commerce.state.ak.us/occ/home.htm)

You can turn in your business license application at the business license office or mail in your application to 550 W 7th Avenue, Suite 1500, Anchorage, AK 99501-3567 or PO Box 110806, Juneau, AK 99811-0806.

If you have any questions or concerns regarding business licenses, you may contact the business license office at 907.269.8160 in Anchorage or in Juneau at 907.465.2550 or by mail at: [www.businesslicense@alaska.gov](mailto:www.businesslicense@alaska.gov).

Business licenses expire at the end of the calendar year. If you have a business license, this would be a good time to check and make sure your business license is current.

## Filing Deadline

All Real Estate licenses will expire on January 31, 2010; however, if the filing deadline falls on a Saturday, Sunday, or state holiday, the deadline will extend to the next regular business day. Therefore, renewal forms will be accepted by the Commission before or with a postmark date of Monday, February 1, 2010. Renewal forms submitted on or after February 2, 2010 will be considered late. Therefore, your license will lapse until the license is reinstated. If a renewal form is submitted by a method that does not provide a postmark date, the document will be considered filed as of the date received, stamped on the form.

## Continuing Education Hours

All licensees must complete 20 hours of continuing education (CE) every two years in order to renew their real estate license, 8 hours of designated CE (DCE) and 12 hours of elective CE (ECE). Qualifying courses for the upcoming renewal period must have been completed from February 1, 2008 through January 31, 2010. Please check your certificates to ensure they are valid. If you are not sure, you may check for approved courses on the REC web site, call the provider of the course or call the Real Estate Commission office.

The current approved DCE topics are:

- Licensing Relationships (topic 1) 2 hours
- Prohibited Conduct (topic 18) 2 hours
- Property Disclosures & Inspections (topic 19) 2 hours
- Ethical Decision Making (topic 30) 2 hours

The list of topics can be found in regulation 12 AAC 64.500 (1) thru (41).

### CHANGE OF ADDRESS

Licensees must notify the Real Estate Commission in writing of any address changes. Please send your changes by:

<b>Mail:</b>	<b>Email:</b>
AK Real Estate Commission Attn: Beata Smith 550 W 7th Avenue, Ste 1950 Anchorage, AK 99502	beata.smith@alaska.gov
	<b>Fax:</b> (907) 269-1066

### Keep Your CE Certificates

Each licensee is responsible for keeping his or her continuing education certificates for three years. If audited, licensees will be required to submit copies of their completed education certificates. The Commission office does not keep licensee education certificates on file. If you have lost a certificate(s), you will have to obtain duplicates from the instructor or entity that offered the course.

## Approved Continuing Education Courses - Designated (DCE)

**Delivery Codes:** CL = Classroom      CR = Correspondence      INT = Internet  
SNT = Satellite Network

**Alaska Association of Realtors** **Sandy Eherenman** (907) 563-7133  
[seherenman@alaskarealtors.com](mailto:seherenman@alaskarealtors.com)

Course	Crs #	Type	Hrs	Delivery
Liability & Risk Management (GRI-300 Course)	2005	DCE**	2.0	CL
Buyer Representation GRI 200	2121	DCE	2.0	CL
Property Defects & Disclosures for GRI 200	2403	DCE	2.0	CL/CR
Code of Ethics	2404	DCE	2.0	CL/INT
Buyer Representation	2420	DCE	2.0	INT/CR
Property Disclosures	2421	DCE	2.0	INT/CR
Mortgage Fraud/Predatory Lending	2434	DCE	2.0	INT
RESPA-Real Estate Settlement Procedures Act of 1974	2440	DCE	2.0	CL

**Alaska Coastal Homes** **PeggyAnn McConnochie** (907) 586-3540  
[peggyann@gci.net](mailto:peggyann@gci.net)

Course	Crs #	Type	Hrs	Delivery
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
Ethical Decision Making	2525	DCE	2.0	CL/CR
Licensing Relationships	2526	DCE	2.0	CL/CR
Prohibited Conduct	2527	DCE	2.0	CL/CR
Property Disclosures & Inspections	2528	DCE	2.0	CL/CR

**Alaska Real Estate Connection** **Judy Cloud** (907) 283-2745  
[judycloud@ak.net](mailto:judycloud@ak.net)

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

**Alaska Real Estate Education** **Traci Barickman** (907) 373-5219  
[tjb@mtaonline.net](mailto:tjb@mtaonline.net)

Course	Crs #	Type	Hrs	Delivery
Prohibited Conduct	2465	DCE	2.0	CL
Property Defects & Disclosures	2468	DCE	2.0	CL/CR
Making Ethical Decisions	2535	DCE	2.0	CL/CR
Licensing Relationships	2536	DCE	2.0	CL/CR

**Alaska Real Estate Resource** **Rita Wilson** (907) 242-5000  
[rwilson@alaska.net](mailto:rwilson@alaska.net)

Course	Crs #	Type	Hrs	Delivery
Residential Property Transfer Disclosure	2411	DCE	2.0	CL/CR
License Law (Licensee Relationships)	2282	DCE	2.0	CL/CR

Approved Continuing Education (DCE) - Continued

**Alaskarealestateschool.com** **Denny Wood** **(907) 337-9663**  
**denny@akhomes.com**

<b>Course</b>	<b>Crs #</b>	<b>Type</b>	<b>Hrs</b>	<b>Delivery</b>
Forms of Risk Management	2031	DCE**	2.0	CL
Property Disclosures	2513	DCE	2.0	CL/CR
Prohibited Conduct	2523	DCE	2.0	CL/CR/INT

**Alyeska Title Guaranty** **Beth Knight** **(907) 339-8860**  
**bknight@alyeskatitle.com**

<b>Course</b>	<b>Crs #</b>	<b>Type</b>	<b>Hrs</b>	<b>Delivery</b>
Ethics Due Diligence & Customer Client Services	2313	DCE	2.0	CL

**Anchorage Board of Realtors** **Kay DuBois** **(907) 561-2338**  
**kdubois@anchorage Realtors.com**

<b>Course</b>	<b>Crs #</b>	<b>Type</b>	<b>Hrs</b>	<b>Delivery</b>
The Code of Ethics: Your Promise of Professionalism	1037	DCE	2.0	CL

**Career Webschool** **Dana Tauli** **(800) 532-7964**  
**realestate@careerwebschool.com**

<b>Course</b>	<b>Crs #</b>	<b>Type</b>	<b>Hrs</b>	<b>Delivery</b>
Ethics in Real Estate	6857	DCE	2.0	INT

**Charlie Sandberg, CRS, GRI** **Charlie Sandberg** **(907) 244-3060**  
**invest@gci.net**

<b>Course</b>	<b>Crs #</b>	<b>Type</b>	<b>Hrs</b>	<b>Delivery</b>
Prohibited Conduct - Myth Busters	2472	DCE	2.0	CL
License Relationships	2487	DCE	2.0	CL
Property Inspections and Property Disclosures	2488	DCE	2.0	CL
Today's Ethics	2547	DCE	2.0	CL

**Charlie Whitlock** **Charlie Whitlock** **(907) 265-9165**  
**charlie@charliewhitlock.com**

<b>Course</b>	<b>Crs #</b>	<b>Type</b>	<b>Hrs</b>	<b>Delivery</b>
Licensee Relationships	2555	DCE	2.0	CL
Prohibited Conduct	2556	DCE	2.0	CL
Property Disclosure & Inspections	2557	DCE	2.0	CL
Ethical Decision Making in RE	2558	DCE	2.0	CL

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

<b>Course</b>	<b>Crs #</b>	<b>Type</b>	<b>Hrs</b>	<b>Delivery</b>
Ethics in Today's Real Estate World	2349	DCE	2.0	CL/INT

**Dynamic Properties, Jed Weingarten** **Jed Weingarten** **(907) 727-5333**  
**jed@dynamicproperties.net**

<b>Course</b>	<b>Crs #</b>	<b>Type</b>	<b>Hrs</b>	<b>Delivery</b>
Ethical Decision Making for Real Estate Professionals	2248	DCE	2.0	CL

Approved Continuing Education (DCE) - Continued

**Dynamic Properties, Jed Weingarten - Cont'd** **Jed Weingarten** (907) 727-5333  
[jed@dynamicproperties.net](mailto:jed@dynamicproperties.net)

Course	Crs #	Type	Hrs	Delivery
Prohibited Conduct	2437	DCE	2.0	CL
Licensing Relationships	2438	DCE	2.0	CL
Property Disclosure & Inspections	2439	DCE	2.0	CL

**McKissock, LP** **Ashley Northrop** (800) 328-2008  
[ashley@mckissock.com](mailto:ashley@mckissock.com)

Course	Crs #	Type	Hrs	Delivery
Real Estate Ethics and Standards of Professional Conduct	2442	DCE	2.0	INT
Alaska Real Estate Commission Core 2008-2010	2515	DCE	8.0	INT

**Prudential Jack White/Vista RE** **Roger Morris** (907) 762-1812  
[rmorris@prualaska.com](mailto:rmorris@prualaska.com)

Course	Crs #	Type	Hrs	Delivery
Licensing Relationships	2544	DCE	2.0	CL
Property Disclosure	2548	DCE	2.0	CL

**Real Estate Associate Learning Systems** **Kathleen Kowalzuk** (907) 360-1176  
[kathleenkowal@acsalaska.net](mailto:kathleenkowal@acsalaska.net)

Course	Crs #	Type	Hrs	Delivery
Ethical Decisions & Dilemmas	2375	DCE	2.0	CL/CR
Ethical Decision Making	2537	DCE	2.0	CL/CR
Licensing Relationships	2538	DCE	2.0	CL/CR
Prohibited Conduct	2539	DCE	2.0	CL/CR
Property Disclosures & Inspections	2540	DCE	2.0	CL/CR

**Royse and Associates** **Jerry Royse** (907) 563-3086  
[jroyse@alaskatraining.com](mailto:jroyse@alaskatraining.com)

Course	Crs #	Type	Hrs	Delivery
Real Estate Business Ethics	2368	DCE	2.0	CLCR
Property Disclosures & Inspections	2489	DCE	2.0	CL/CR
Ethical Decision Making	2490	DCE	2.0	CL/CR
Licensing Relationships	2493	DCE	2.0	CL/CR
Prohibited Conduct	2504	DCE	2.0	CL/CR

**Ruth Blackwell** **Ruth Blackwell** (907) 789-0582  
[ruth@aukelake.com](mailto:ruth@aukelake.com)

Course	Crs #	Type	Hrs	Delivery
Property Disclosure for the Real World	2482	DCE	2.0	CL
Business Ethics	2483	DCE	2.0	CL

**Roger Porto** **Roger Porto** (907) 789-7120  
[totem@alaska.com](mailto:totem@alaska.com)

Course	Crs #	Type	Hrs	Delivery
Professional Relationships In Real Estate	2495	DCE	2.0	CL
Keeping Your License	2496	DCE	2.0	CL

## Approved Continuing Education Courses - Elective (ECE)

**Alaska Association of Realtors**  
**seherenman@alaskarealtors.com**

**Sandy Eherenman**

**(907) 563-7133**

<b>Course</b>	<b>Crs #</b>	<b>Type</b>	<b>Hrs</b>	<b>Delivery</b>
Purchase and Sales Agreements GRI 100	2004	ECE	7.0	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	4.0	CL
Methamphetamine Class	2170	ECE	1.0	CL
30 Hours PLE Salesperson	2298	ECE*	12.0	CL
Code of Ethics	2404	ECE	1.0	CL/INT
Negotiating Basics & Techniques	2406	ECE	3.0	CL/CR
Effective Marketing	2407	ECE	3.0	CL/CR
Business Development	2408	ECE	7.0	CL
GRI 100- Real Estate & Taxes- What Every Agent Should Know	2409	ECE	7.0	CL
Buyer Representation	2420	ECE	4.0	INT/CR
Property Disclosures	2421	ECE	4.0	INT/CR
Eight Important Trends that will Shape the Real Estate Business	2427	ECE	3.0	CL
Taking the Numbers to the Street	2428	ECE	3.0	CL
Mortgage Fraud/Predatory Lending	2434	ECE	4.0	INT
Ethics	2506	ECE	1.0	CL
How to have a Presence with out Being Present	2507	ECE	1.0	CL
No to Low Cost Marketing	2508	ECE	6.0	CL
New E-Pro Course	2514	ECE	12.0	INT
Extreme Customer Service	2516	ECE	6.0	CL
CI Intro- Introduction to Commercial Investment RE Analysis	2524	ECE	12.0	CL

**Alaska Coastal Homes**  
**peggyann@gci.net**

**PeggyAnn McConnochie**

**(907) 586-3540**

<b>Course</b>	<b>Crs #</b>	<b>Type</b>	<b>Hrs</b>	<b>Delivery</b>
Post Licensing Salesperson	2303	ECE*	12.0	CL/CR
Post Licensing Broker/ Associate Broker	2304	ECE*	12.0	CL/CR
E-Pro Module 3 - History and Structure Of the Internet	2357	ECE	1.0	CL/INT
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
Buyer Representation in Relocation	2529	ECE	4.0	CL/CR
Seller Representation Successfully	2530	ECE	4.0	CL/CR
Successful Short Sales	2531	ECE	4.0	CL/CR
Property Management	2549	ECE	4.0	CL/CR

Approved Continuing Education (ECE) - Continued

**Alaska Craftsman Home Program** **Chuck Renfro** **(907) 258-2247**  
**achp@alaska.net**

Course	Crs #	Type	Hrs	Delivery
Basic Building Science	2484	ECE	2.0	CL
Energy Efficient Doors and Windows	2485	ECE	2.0	CL
Air Tightness Class for Energy Efficiency Ventilation	2494	ECE	2.0	CL
Insulation	2518	ECE	1.0	CL
Energy Efficient Heating & Hot Water Class	2519	ECE	1.0	CL
Ice Dam Class	2520	ECE	1.0	CL
	2521	ECE	1.0	CL

**Alaska Exchange Corporation** **Sharon Elliott** **(907) 274-1031**  
**1031@goaec.com**

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

**Alaska Housing Finance Corporation** **Cary Bolling** **(907) 330-8436**  
**cbolling@ahfc.state.ak.us**

Course	Crs #	Type	Hrs	Delivery
How to Read an Energy Rating	2497	ECE	2.0	CL

**Alaska Housing Finance Corporation** **Jim McCall** **(907) 330-8436**  
**jmccall@ahfc.state.ak.us**

Course	Crs #	Type	Hrs	Delivery
AHFC Financing a Home	874	ECE	4.0	CL
AHFC Home Choice	1088	ECE	8.0	CL

**Alaska Housing Finance Corporation** **Scott Waterman** **(907) 330-8195**  
**swaterman@ahfc.state.ak.us**

Course	Crs #	Type	Hrs	Delivery
Mold Hazards	1087	ECE	2.0	CL
Carbon Monoxide Hazards	2129	ECE	1.0	CL
Economics of Energy Efficiency	2133	ECE	2.0	CL
Energy Efficient New Construction	2330	ECE	2.0	CL
Indoor Air Quality	2331	ECE	2.0	CL
Basic Building Science	2332	ECE	2.0	CL
Ice Dams and Roof Ice	2401	ECE	2.0	CL
Weatherizing Your Home	2402	ECE	2.0	CL

**Alaska Real Estate Education** **Traci Barickman** **(907) 373-5219**  
**tjb@mtaonline.net**

Course	Crs #	Type	Hrs	Delivery
Contracts	2389	ECE	2.0	CL
Negotiating: Basics & Techniques	2469	ECE	3.0	CL/CR
Demands of the New Consumer	2486	ECE	3.0	CL

**Alaskarealestateschool.com** **Denny Wood** **(907) 337-9663**  
**denny@akhomes.com**

Course	Crs #	Type	Hrs	Delivery
Fair Housing	1021	ECE	2.0	CL/CR/INT
Burning Your Brand	2569	ECE	1.0	CL/CR/INT

Approved Continuing Education (ECE) - Continued

**Alaskarealestateschool.com - Cont'd** **Denny Wood** **(907) 337-9663**  
**denny@akhomes.com**

Course	Crs #	Type	Hrs	Delivery
Create a Great Deal	2570	ECE	2.0	CL/CR/INT

**Alaska Real Estate Resource** **Rita Wilson** **(907) 335-5011**  
**rwilson@alaska.net**

Course	Crs #	Type	Hrs	Delivery
Module 5 -Showing Property	2226	ECE*	1.0	CL/CR
Module 1: New Construction Purchase & Sales Agreements	2227	ECE *	2.0	CL/CR
Module 1: Contracts & Agreements (Addendum, Amendments, Counteroffers, Contingencies)	2228	ECE *	1.0	CL/CR
Module 1: Contracts & Agreements (Purchase & Sales Agreement)	2229	ECE *	2.0	CL/CR
Module 3: Ethics & Surety Fund	2230	ECE *	1.0	CL
Module 2: Property Management/ Landlord Tenant Act, Rental/Lease/ Occupancy, Associations/Co-ops, Security Deposit	2231	ECE*	2.0	CL
Module 2: Prop. Management/Personal Svc Agreement Management Agreement/Lease Agreements	2232	ECE*	1.0	CL/CR
Buyer Representation Agreement	2233	ECE	2.0	CL
Module 5: Comparative Market Analysis and Appraisal	2234	ECE *	2.0	CL
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, Loan Types, HUD Settlements and Security Deposit Transfers)	2236	ECE*	2.0	CL/CR
Module 6: Financing to Closing (Closing Process and Good Fund Law)	2237	ECE*	1.0	CL/CR
Module 4: Paperwork and Risk Management (Environmental Issues and Zoning)	2238	ECE*	2.0	CL
Module 4: Paperwork and Risk Management (Home Inspections/Negotiations and Record keeping)	2239	ECE*	2.0	CL/CR
Module 4: Paperwork and Risk Management (Title Reports, CCR's and Surveys)	2240	ECE*	1.0	CL
Module 1: Contracts and Agreements (Personal Service Agreements, Listings and Buyers)	2241	ECE*	2.0	CL/CR
Module 4: Paperwork and Risk Management (Property Disclosure, Associations, Resale Certificates and Public Offering Statements)	2242	ECE*	1.0	CL
Module 3: License Law (Consumer Pamphlet and Waiver, Confidentiality, Conflict of Interest)	2243	ECE*	2.0	CL

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**Alaska Real Estate Resource - Con't** **Rita Wilson** (907) 335-5011  
[rwilson@alaska.net](mailto:rwilson@alaska.net)

Course	Crs #	Type	Hrs	Delivery
Module 1: Contingencies and Clauses	2412	ECE *	1.0	CL/CR
Module 1: Negotiation and Counseling	2413	ECE *	1.0	CL/CR
Module 5: Marketing Buyers and Sellers	2414	ECE *	1.0	CL/CR
Module 6: Mortgage Fraud and Predatory Lending Practices	2415	ECE *	1.0	CL/CR

**Alyeska Title Guaranty** **Beth Knight** (907) 339-8860  
[bknight@alyeskatitle.com](mailto:bknight@alyeskatitle.com)

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
RE Property Law & Title Insurance	2314	ECE	1.0	CL
Entities & Proof of Authority Documents	2318	ECE	1.0	CL
Color Your World with Endorsement - Understanding Endorsements	2459	ECE	1.0	CL
Reading a Preliminary Title Commitment & Clearing Title	2464	ECE	1.0	CL

**Anchorage Board of Realtors** **Kay DuBois** (907) 561-2338  
[kdubois@anchorage Realtors.com](mailto:kdubois@anchorage Realtors.com)

Course	Crs #	Type	Hrs	Delivery
The Code of Ethics Your Promise of Professionalism	1037	ECE	1.0	CL
E-Pro	2394	ECE	6.0	INT
Marketing with Microsoft Office	2395	ECE	4.0	CL
The Last Agent Standing	2418	ECE	4.0	CL
Survival of the Fittest	2419	ECE	3.0	CL
Seniors Real Estate Specialist (SRES)	2429	ECE	12.0	CL
Ninja Selling III	2474	ECE	6.0	CL

**Asset Preservation, Inc** **Cris Anderson** (503) 497-1031  
[cris@apiexchange.com](mailto:cris@apiexchange.com)

Course	Crs #	Type	Hrs	Delivery
The Power of Exchange	2477	ECE	4.0	CL
The Power of Analysis	2500	ECE	4.0	CL

**BCW Group** **Mary Webb** (612) 338-4887  
[martha.webb@bcw-group.com](mailto:martha.webb@bcw-group.com)

Course	Crs #	Type	Hrs	Delivery
Certified Home Marketing Specialist, Positioning Properties to Complete in the Market Place	2126	ECE	8.0	CL

**BOMA Anchorage** **Charlene Howe** (907) 333-7207  
[charleneupnorth@aol.com](mailto:charleneupnorth@aol.com)

Course	Crs #	Type	Hrs	Delivery
Emerging Trends and Becoming In Class	2398	ECE	4.0	CL

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**Career Webschool** Dana Taulli (800) 532-7964  
[realestate@careerwebschool.com](mailto:realestate@careerwebschool.com)

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
Introduction to Real Estate Ethics	2182	ECE	3.0	INT
Check it Out: Home Inspection in Real Estate Practice	6856	ECE	3.0	INT
Ethics in Real Estate	6857	ECE	1.0	INT
Using the Internet in Your Real Estate Practice	6858	ECE	3.0	INT
Methods of Residential Finance	6861	ECE	6.0	INT
ADA & Fair Housing	6862	ECE	3.0	INT
Maximize Your Buyers Borrowing Power	6863	ECE	3.0	INT
Structuring Ownership in Commercial Real Estate	6864	ECE	6.0	INT
Basic Real Estate Finance	6865	ECE	6.0	INT

**Cascadia Region Green Bldg Council** Mark Masteller (888) 827-0777  
[mark@cascadiagbc.org](mailto:mark@cascadiagbc.org)

Course	Crs #	Type	Hrs	Delivery
Applying Green Bldg. to Existing Bldgs Using LEED - (Leadership in Energy & Environmental Design)	2553	ECE	7.0	CL

**The CE Shop, Inc.** Michael McAllister (888) 827-0777  
[support@theceshop.com](mailto:support@theceshop.com)

Course	Crs #	Type	Hrs	Delivery
Cracking the Code of Ethics	2560	ECE	3.0	INT
Keeping It Honest: Understanding RE & Mortgage Fraud	2561	ECE	3.0	INT
Going Green: The Environmental Movement in RE	2562	ECE	3.0	INT
Foreclosures Demystified	2565	ECE	3.0	INT
Short Sales and Foreclosure Risk Management	2566	ECE	3.0	INT
Today's MLS: New Paradigms, Better Results	2567	ECE	3.0	INT
Real Estate Technology: The Professional's Guide to Success	2568	ECE	3.0	INT

**Charlie Sandberg, CRS, GRI** Charlie Sandberg (907) 244-3060  
[invest@gci.net](mailto:invest@gci.net)

Course	Crs #	Type	Hrs	Delivery
Fair Housing - The Time is Now	854	ECE	2.0	CL
Property Management and Managing Risk in Real Estate	1085	ECE*	3.0	CL
Evaluation & Pricing	2397	ECE	2.0	CL
Effective Negotiation Part 1	2466	ECE	2.0	CL
Mortgage Fraud & Predatory Lending	2471	ECE	2.0	CL
Electronic Transactions & Signatures	2554	ECE	2.0	CL/INT

**Charlie Whitlock** Charlie Whitlock (907) 265-9165  
[charlie@charliewhitlock.com](mailto:charlie@charliewhitlock.com)

Course	Crs #	Type	Hrs	Delivery
Marketing Property	2559	ECE	4.0	CL
Contracts	2563	ECE	4.0	CL
Risk Management	2564	ECE	4.0	CL

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### Coaching Institute Julie Simmons (801) 553-2300

<u>Course</u>	<u>Crs #</u>	<u>Type</u>	<u>Hrs</u>	<u>Delivery</u>
Techvantage: Stop Buying Start Using Technology	2101	ECE	3.0	CL

### Concetrance Consulting Group Ngone Lo (202)223-8877 training@concetrance.com

<u>Course</u>	<u>Crs #</u>	<u>Type</u>	<u>Hrs</u>	<u>Delivery</u>
FHA Basics For Real Estate Professionals	2461	ECE	3.0	INT

### CRS Council of Residential Specialist Regina Harvey (800) 462-8841 rharvey@crs.com

<u>Course</u>	<u>Crs #</u>	<u>Type</u>	<u>Hrs</u>	<u>Delivery</u>
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 Your Market	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
CRS 205: Financing and Tax Advantages for Agents and Their Clients	2436	ECE	12.0	CL
CRS 111: Short Sales and Foreclosures: Protecting Your Clients' Interests	2491	ECE	8.0	CL

### (Dearborn) RECampus.com Chris Huntley (312) 836-4400 chuntley@dearborn.com

<u>Course</u>	<u>Crs #</u>	<u>Type</u>	<u>Hrs</u>	<u>Delivery</u>
Environmental Issues in Your Real Estate Practice	965	ECE	6.0	CBT/INT
Property Management and Managing Risk	967	ECE	6.0	CBT/INT
Electronic Transactions in Real Estate	2154	ECE	6.0	CBT/INT
Understanding 1031 Tax Free Exchanges	2155	ECE	6.0	INT
Real Estate Investments Fundamentals	2308	ECE	6.0	INT
Real Estate Agent/Mortgage Professional	2323	ECE	6.0	INT
Ethics in Today's Real Estate World	2349	ECE	4.0	CL/INT
Mortgage Fraud and Predatory Lending: What Every Agent Should Know	2381	ECE	6.0	INT
Understanding Credit and Improving Credit Scores: What You Need to Know	2430	ECE	3.0	INT
Sustainable Housing and Building Green: What Agents Should Know	2463	ECE	6.0	INT

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<b>Daniel Boardman</b>		<b>Daniel Boardman</b>		<b>(505) 440-8070</b>
<b>daniel@danielboardman.com</b>				
<b>Course</b>	<b>Crs #</b>	<b>Type</b>	<b>Hrs</b>	<b>Delivery</b>
The Apartment Brokerage Boot Camp	2505	ECE	8.0	CL
<b>Distressed Property Institute</b>		<b>Cadey Charfen</b>		<b>(561) 902-1317</b>
<b>cadey@cdpe.com</b>				
<b>Course</b>	<b>Crs #</b>	<b>Type</b>	<b>Hrs</b>	<b>Delivery</b>
Distressed Property Expert	2473	ECE	6.0	CL/INT
<b>Dynamic Properties, Jed Weingarten</b>		<b>Jed Weingarten</b>		<b>(907) 727-5333</b>
<b>jed@dynamicproperties.net</b>				
<b>Course</b>	<b>Crs #</b>	<b>Type</b>	<b>Hrs</b>	<b>Delivery</b>
Strategies for Protecting Clients Through Conflict Resolution	834	ECE	2.0	CL
Evaluating Investment Opportunities	2015	ECE	1.0	CL
Contingencies	2018	ECE	2.0	CL
Current Trends	2102	ECE	2.0	CL
Enhancing Communication Skills Between Buyers & Sellers in Real Estate Transactions	2104	ECE	2.0	CL
Module 1: Contract and Agreements(1)	2249	ECE*	2.0	CL
An Introduction to Short Sales	2435	ECE	2.0	CL
<b>Executive Appraisal Service</b>		<b>Peggy Gulam</b>		<b>(907) 336-3273</b>
<b>plgulam@336-EASe.com</b>				
<b>Course</b>	<b>Crs #</b>	<b>Type</b>	<b>Hrs</b>	<b>Delivery</b>
Understanding Appraisals	2335	ECE	2.0	CL
<b>Fidelity Title Agency</b>		<b>Barbara Brown</b>		<b>(907) 277-6601</b>
<b>barbarab@fidelityak.com</b>				
<b>Course</b>	<b>Crs #</b>	<b>Type</b>	<b>Hrs</b>	<b>Delivery</b>
Negotiating the Best Deed of Trust Provisions For Your Customer/Foreclosure and Bankruptcy issues on Owner-Financed Transactions	2019	ECE	1.0	CL
Commercial Leaseholds	2136	ECE	1.0	CL
Plats, Maps, AS-Builts & ALTA/ACSM Surveys	2145	ECE	1.0	CL
Court Decisions Involving Real Estate Issues	2152	ECE	2.0	CL
Practical Tips for a Better Purchase and Sale Agreement	2324	ECE	1.0	CL
Alaska Lien Law	2405	ECE	1.0	CL
Commercial Escrow & Title Issues: Beyond the Basics	2552	ECE	2.0	CL
<b>First American Title Insurance Co.</b>		<b>Terry Bryan</b>		<b>(907) 561-1844</b>
<b>Course</b>				
Title Insurance Policies, Coverage & Other Services	631	ECE	2.0	CL
<b>Greater Fairbanks Board of Realtors</b>		<b>Salena Whitmire</b>		<b>(907) 452-1173</b>
<b>gfbr@gci.net</b>				
<b>Course</b>	<b>Crs #</b>	<b>Type</b>	<b>Hrs</b>	<b>Delivery</b>
Legal and Risk Management for Property Management for Property Managers	2460	ECE	5.0	CL

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**Home Security of America** **Gina Anderson** (608) 443-4315  
[gina.anderson@onlinehsa.com](mailto:gina.anderson@onlinehsa.com)

Course	Crs #	Type	Hrs	Delivery
Risk Management	2158	ECE	2.0	CL
Understanding Home Warranties & Their Value	2209	ECE	1.0	CL

**Homestate Mortgage** **Lisa Falon** (907) 762-7546  
[lfalon@homestatemt看.com](mailto:lfalon@homestatemt看.com)

Course	Crs #	Type	Hrs	Delivery
Buying a New Home	2392	ECE	2.0	CL

**IRWA International Right of Way Assoc.** **Francis Vicente** (310) 538-0233  
[vicente@irwaonline.org](mailto:vicente@irwaonline.org)

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  
[jevenson@realestateak.com](mailto:jevenson@realestateak.com)

Course	Crs #	Type	Hrs	Delivery
"CARP" for the Real Estate Licensee	2147	ECE	2.0	CL

**Kendall Todd, Inc** **Angie Bloomfield** (704) 271-1285  
[angie-bloomfield@hotmail.com](mailto:angie-bloomfield@hotmail.com)

Course	Crs #	Type	Hrs	Delivery
Borrow Smart & Retire Rich	2148	ECE	4.0	CL

**Klebs Heating and Air** **James Green** (907) 351-7841  
[jrgreen@gci.net](mailto:jrgreen@gci.net)

Course	Crs #	Type	Hrs	Delivery
Heat It Up, Cool It Down	2400	ECE	4.0	CL

**Mat-Su Title** **Susan Price** (907) 376-1807  
[susan@matsutitle.com](mailto:susan@matsutitle.com)

Course	Crs #	Type	Hrs	Delivery
Foreclosures - Opportunities, Pitfalls & Tragedies on the Road to Making Money	2321	ECE	1.0	CL
Tour of a Hard Copy Title Plant	2478	ECE	1.0	CL
Everything You Always Wanted to Know About Settlement Statements but Were Afraid to Ask	2479	ECE	1.0	CL

**May Wan** **May Wan** (206) 423-6870  
[maywan@comcast.net](mailto:maywan@comcast.net)

Course	Crs #	Type	Hrs	Delivery
Expand Your Market	2416	ECE	5.0	CL
Home From Work	2417	ECE	3.0	CL
FHA Essentials	2462	ECE	3.0	CL

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**McKissock, LP** **Ashley Northhrop** **(800) 328-2008**  
**ashley@mckissock.com**

<b>Course</b>	<b>Crs #</b>	<b>Type</b>	<b>Hrs</b>	<b>Delivery</b>
Real Estate Ethics and Standards of Professional Conduct	2442	ECE	1.0	INT
A Concise Guide to Real Estate Taxes	2443	ECE	4.0	INT
Risk Management	2444	ECE	4.0	INT
The Appraisal Process for Agents & Brokers	2445	ECE	4.0	INT
Buyer Agency	2446	ECE	4.0	INT
Real Estate Related Investments, IRA's & Qualified Plans	2447	ECE	4.0	INT
Contract Law	2448	ECE	3.0	INT
Principles of Finance and the Mortgage Market	2449	ECE	3.0	INT
Taxation of Real Estate Capital Gain	2450	ECE	3.0	INT
Loan Types and Instruments of Finance	2451	ECE	4.0	INT
Agency Law	2452	ECE	4.0	INT
Real Estate Mathematics	2475	ECE	3.0	INT
Liens, Taxes & Foreclosures	2481	ECE	4.0	INT
Brokerage Relationships	2498	ECE	5.0	INT
Personal Marketing for Real Estate Professionals	2499	ECE	3.0	INT
Property Management	2501	ECE	3.0	INT
The Qualifying Process	2502	ECE	3.0	INT
Size Matters: Residential Square Footage	2503	ECE	4.0	INT
Closing Procedures and Settlement Costs	2532	ECE	6.0	INT
Real Estate Ethics and Communication	2533	ECE	3.0	INT
Safety Precautions for RE Professionals	2534	ECE	3.0	INT
Property Pricing and CMA's	2551	ECE	3.0	INT

**Michael Divis** **Michael Divis** **(907) 373-7599**  
**divis@mtaonline.net**

<b>Course</b>	<b>Crs #</b>	<b>Type</b>	<b>Hrs</b>	<b>Delivery</b>
A Real Estate Licensee's Guide to Home Inspections	2060	ECE	3.0	CL

**Michael Price** **Michael Price** **(907) 376-1827**  
**msprice@mtaonline.net**

<b>Course</b>	<b>Crs #</b>	<b>Type</b>	<b>Hrs</b>	<b>Delivery</b>
Residential Lease/Purchase Agreements, Options to Purchase and Rights to First Refusal	2543	ECE	2.0	CL

**MOA, Department of H & H Services** **Daniel Roth** **(907) 343-7907**  
**rothdj@muni.org**

<b>Course</b>	<b>Crs #</b>	<b>Type</b>	<b>Hrs</b>	<b>Delivery</b>
On-Site Water Well & Wastewater Disposal Systems	934	ECE	4.0	CL

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**National Association of BPO Professionals (NABPOP)** **Marianne Rose** (800) 767-0743  
[marianne.rose@nabpop.org](mailto:marianne.rose@nabpop.org)

Course	Crs #	Type	Hrs	Delivery
Broker Price Opinion Certification Course	2571	ECE	6.0	INT

**Pacific Northwest Title** **Howard Hancock** (907) 261-2230  
[howard@aktitle.com](mailto:howard@aktitle.com)

Course	Crs #	Type	Hrs	Delivery
Title & Escrow	1076	ECE	2.0	CL
Condominium vs. Planned Community (in AK)	2317	ECE	1.0	CL

**Prudential Jack White Real Estate School** **Roger Morris** (907) 273-1812  
[rmorris@prualaska.com](mailto:rmorris@prualaska.com)

Course	Crs #	Type	Hrs	Delivery
I Object, Overcoming Objections	2441	ECE	3.0	CL
Stop It! The Quest for Perfection and Balance	2492	ECE	2.0	CL
Negotiating Styles and Counseling	2545	ECE*	1.0	CL
How to "WOW" Your Sellers with a Property Specific Website	2546	ECE	2.0	CL

**Real Estate Associate Learning Systems** **Kathleen Kowalczuk** (907) 360-1176  
[kathleenkowal@acsalaska.net](mailto:kathleenkowal@acsalaska.net)

Course	Crs #	Type	Hrs	Delivery
Buyer Representation (Dearborn materials)	1048	ECE	3.0	CL/CR
Title Insurance Policies and Other Title Services	2078	ECE	1.0	CL/CR
Overview of Real Property Documents	2079	ECE	2.0	CL/CR
Property Disclosures-The Real Estate Professionals Guide to Reducing Risk	2202	ECE	6.0	CL/CR
Property Management and Managing Risk	2203	ECE	6.0	CL/CR
Paper Trails and Documentation	2211	ECE	4.0	CL/CR
Real Estate License Law - Statutes and Regulations	2376	ECE	2.0	CL/CR
Risk Management	2377	ECE	2.0	CL/CR
Sales Contracts for the Real Estate Professional	2378	ECE	2.0	CL/CR
Environmental Issues in Your Real Estate Practice	2386	ECE	6.0	CL/CR
Introduction in Commercial Real Estate Sales	2387	ECE	6.0	CL/CR
Buyer Representation for the RE Professional	2541	ECE	6.0	CL/CR
Sales Contracts for the RE Professional	2542	ECE	6.0	CL/CR

**Realty 2000** **Alex Kienle** (907) 458-8858

Course	Crs #	Type	Hrs	Delivery
Contract Writing Seminar	2426	ECE	2.0	CL

**Roger Morris** **Roger Morris** (907) 689-1812  
[roger@homesofalaska.com](mailto:roger@homesofalaska.com)

Course	Crs #	Type	Hrs	Delivery
Website Analytics	2333	ECE	1.0	CL
Short Sales Success	2410	ECE	2.0	CL

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**Royse and Associates** **Jerry Royse** (907) 563-3086  
**jroyse@alaskatraining.com**

Course	Crs #	Type	Hrs	Delivery
Enhancing Service with Computers	671	ECE	2.0	CL
Success Strategies for Consumer Service	2080	ECE	2.0	CL/CR
Contracts & Agreements - Negotiation & Counseling	2174	ECE*	3.0	CL/CR
License Law	2344	ECE*	3.0	CL/CR
Evaluation and Pricing	2345	ECE*	4.0	CL/CR
Contracts and Agreements	2346	ECE*	6.0	CL/CR
Property Management	2347	ECE*	3.0	CL/CR
Paperwork and Risk Management	2369	ECE*	6.0	CL/CR
Financing and Closing	2371	ECE*	5.0	CL/CR
Practical Supervision	2422	ECE*	8.0	CL/CR
Real Estate License Law	2423	ECE	2.0	CL/CR
Contracts	2424	ECE	2.0	CL/CR
Risk Management	2425	ECE	2.0	CL/CR
Risk Management	2431	ECE*	7.0	CL/CR
Surety Fund & Trust Accounts	2432	ECE*	7.0	CL/CR
Practical Office Management	2433	ECE*	8.0	CL/CR

**Southeast Board of Realtors** **Kay Fields Parker** (907) 586-2021  
**sebr@gci.net**

Course	Crs #	Type	Hrs	Delivery
Blog Your way to Listings & Sales	2509	ECE	3.0	CL
One Size Does Not Fit All - Marketing to the Generations	2510	ECE	3.0	CL
How to Get Your Listings Sold in Today's Market	2511	ECE	4.0	CL
Generate New Business Online - Painless Prospecting	2512	ECE	3.0	CL

**Steward Title of Alaska** **Brenda Staats** (907) 777-0501  
**brendas@stewartak.com**

Course	Crs #	Type	Hrs	Delivery
Real Estate Investment Analysis & Exchange	823	ECE	1.0	CL

**The Beckman Company** **Karen Short** (425) 271-2402  
**thebeckco@earthlink.net**

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

**Tligit & Haida Regional Housing Authority** **Mike Ban** (907) 373-5219  
**mban@thrha.org**

Course	Crs #	Type	Hrs	Delivery
Methamphetamine in the Community- Manufacture, Distribution, Liability	2467	ECE	6.0	CL

\*Note: Licensees can only receive credit for 1 credit type (ECE or PLE) for those courses approved for ECE and PLE, NOT both. New licensees needing PLE can not repeat the same course for 12 ECE credit.

\*\*Courses approved for designated continuing education (DCE) only for licensees who need to reinstate their license for the 2008-2010 licensing period.