

Continuing Education Courses

Illinois School of Real Estate,
Powered by Illinois Association of REALTORS®
Capital Area REALTORS®

***LIVE & REMOTE Continuing Education Courses
except as noted**

***(JANUARY 20, 2026 - ZOOM ONLY)**

January 20, 2026 - ZOOM ONLY

**9:00 - 12:00 pm - ETH 1531 The Code of Ethics: From Peddlers to Pros
(3 Hours Elective) (564003072)**

Instructor Deb Thoman

In the best interests of protecting the public that licensees serve, the CORE Education curriculum is designed to address License Law, Agency duties, Fair Housing Laws, Advertising issues, and Escrow obligations, along with changes and trends in the Industry. Subject areas are aimed at preventing violations to the Real Estate License Act.

**1:00 - 4:00 pm - APP 502 - The FORCES Behind, Price, Value, &
Appraising (3 Hours Elective) (564003553) Instructor Deb Thoman**

On a scale of 1 to 10, how important is price and value to the typical buyer and seller?
Answer: 10+!!! Use your knowledge to guide your clients, customers, and other professionals throughout the transaction. Fresh tips and tools to manage perceptions and expectations for better outcomes.

March 9, 2026

**9:00 am - 4:00 pm (Lunch on your own: 12:00-1:00 pm) COR 1902 -
Curriculum Course (6 Hours Core) (564004135) Instructor Deb Thoman**

This course fulfills the Illinois Core CE requirement for licensed real estate brokers and managing brokers. It provides critical updates to the Real Estate License Act, Rules, and related legal provisions governing the practice of real estate in Illinois. Key topics include agency relationships, written brokerage agreements, compensation disclosure, fair housing compliance, escrow and earnest money procedures, advertising rules, and disciplinary actions. The course emphasizes consumer protection, regulatory compliance, and the ethical responsibilities of licensees. It features practical scenarios, and current examples of violations and enforcement to help participants remain compliant and serve clients and the public with integrity.

April 2, 2026

**9:00 - 12:00 pm - RD 910 Cybercrime & Human Behavior:
Non-Tech Steps to Your Best Defense (3 Hours Elective) (564003556)**

Instructor Deb Thoman

Unlock a door and you hear a "click". Click on the wrong link or attachment on your electronic device and you have just opened the door for a hacker! Did you know the vast majority of cybercrime starts with human error? Cybercriminals prey on human emotion and behavior to get us to open the door to our personal information. You don't have to be "techy" to stop cybercrime. Manage your risk and protect your clients by learning the simple things you can do to be the best first line of defense.

**1:00 - 4:00 pm - RB 711 Sorry Judge! I Didn't Know that Either (3 Hours
Elective) (564003063) Instructor Deb Thoman**

As real estate agents in the real world, we continually face a maze of legal issues that need to be handled with great respect and caution. Risk management begins with knowledge of the rules. This course covers a variety of topics such as Do-Not-Call, Can Spam, Antitrust and much, much more. Stop in, get updated and review what is in the news and how to stay out of court.



3149 Robbins Road
Springfield, IL 62704

Phone:
217/698-7000

www.SeeHouses.com

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Or register on the
Member Portal at:
[https://
mdweb.mmsi2.com/caar](https://mdweb.mmsi2.com/caar)

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Please Check One: ☐ CAR Member ☐ IR Member ☐ Non-Member

- ☐ 1/20 (9:00am-12:00pm) The Code of Ethics
(ETH 1531) **(ZOOM)**
- ☐ 1/20 (1:00-4:00pm) The Forces Behind Price,
Value, & Appraising (APP 502) **(ZOOM)**
- ☐ 3/9 (9:00am-4:00pm) 6-Hour core Curriculum
(COR 1902)
- ☐ 4/2 (9:00am-12:00pm) Cybercrime & Human
Behavior: Non-Tech Steps to Your Best
Defense (RD 910)
- ☐ 4/2 (1:00-4:00pm) Sorry Judge! (RB 711)

Total \$ _____

☐ Check (payable to Capital Area REALTORS®)

☐ Charge to: ☐ VISA ☐ MC ☐ Discover

Number _____ Exp. _____

Signature Required _____

Name _____

Home Address _____

City _____ St _____ Zip _____

Work phone _____ Cell Phone _____

E-Mail Address: _____

Real Estate License # _____

☐ Please mark here if you have a disability and may require special

(Please email Katie Karhliker at kkarhliker@caaronline.com after registering
if you plan to attend one or more these courses via Zoom.)

accommodations in order to fully participate in this course. You will be
contacted by a CAR staff member to discuss your specific needs.



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