

John is certified by the National Association of Realtors® to instruct the following designation courses:

**ABR – Accredited Buyers Representative**

**SRES – Seniors Real Estate Specialist**

**Foreclosure/Short Sale Resource**

**Green Residential Elective**

Call John for more information to offer NAR courses at your location. 330-494-4422

## **NAR DESIGNATIONS AND CERTIFICATIONS (Also approved for Ohio Continuing Education Credit)**

### **#3101- S.R.E.S - SENIORS REAL ESTATE COUNSELOR - NAR DESIGNATION COURSE - 12 HOURS OHIO C.E.**

N.A.R. designation. Learn the in's and out's of this enormous market. Take advantage of the largest market to ever hit the American scene. You will spend 12 hours of class room time and will be tested at the end for the N.A.R. designation. Upon completion and successful passing grade you will be a member of the largest organization of this type. Check out the other pages on this site to learn more.

### **#3301 – A.B.R. – ACCREDITED BUYER REPRESENTATIVE - NAR DESIGNATION COURSE - 13 HOURS OHIO C.E.**

This course is the most sought after designation at the National Association of Realtors. You will walk away with all the tools needed to advance your real estate career in working with buyers.

### **#3401- S.F.R. – SHORTSALE FORECLOSURE RESOURCE NAR CERTIFICATION COURSE - 6 HOURS OHIO C.E.**

Our constantly changing economic environment has a huge impact on real estate. You will learn how to direct those who are caught in the trap of pre-foreclosure. We will teach you the art of completing a successful short sale. You will also learn of the sales opportunities these times are creating for real estate licensees.

### **#3201 – GREEN RESIDENTIAL NAR ELECTIVE COURSE - 6 HOURS**

Your instructor will educate you on the aspects of Green construction. Learn how to market green residential housing. Green living in and around your house.

## **OHIO CONTINUING EDUCATION COURSES**

### **#1001 - 1031 TAX EXCHANGES AND REVERSE MORTGAGES - 3 HOURS**

Your instructor will make an attempt to give you all of the information needed to understand both of the topics. John will cover all of the aspects of the 1031 Exchanges and Reverse Mortgages and how they can help an ageing population. Questions are encouraged.

### **#0701 – AGENCY AND ADVERTISING - CORE LAW – 4 HOURS**

ADS is short for Advertising. What can we say in our ads and what is illegal? We will discuss the impact that Real Estate Law, Fair Housing and current Civil Rights Laws have on any and all types of advertising for housing. Included in our discussions will be a background Regulation "Z" rules on Truth in Lending. You will leave with a complete understanding of words and phrases that are permitted in advertising, those that are not permitted at all and those that may be used with caution.

### **#3001 – BASICS OF GREEN CONSTRUCTION - 3 HOURS**

Your instructors will educate you on the aspects of Green construction and living Green in and around your house.

### **#0801 – CIVIL RIGHTS REQUIRED COURSE – 3 HOURS**

This is one of the three required real estate courses. We begin with a historical look, bring it up to current times then apply fair housing policies and rules to our real estate business.

### **#3502 – CIVIL RIGHTS UNDERSTANDING DIVERSITY – 3 HOURS**

Learn how to communicate with people from around the world. We come in contact with diverse cultures and sometimes, our body language means totally different things to each one. I guarantee this will be the most fun class you have ever attended!!!!!!

### **#1101 - C.M.A. FOR INCOME PRODUCING PROPERTY – 4 HOURS – CALCULATOR REQUIRED**

We begin this "working" class by understanding the valuation process of a single family home. You will learn how to price "Attachments and Amenities" and how these items affect value. After completing a residential C.M.A. we switch gears and learn to value Income Producing Property. This simple but effective method of valuation is accepted by real estate agents, bankers and appraisers nationwide. With 28 years of experience in the world of managing and selling income producing property, the instructor is now passing on his knowledge and wisdom.

### **#0501 - CONSUMER EDUCATION CORE LAW – 3 HOURS**

Learn the aspects of: Educating buyers; Home warranties; Home inspectors; Megan's Law; Consumer guide; Credit scores and what they mean; Types of loans available today; Agency Disclosure; Underwriters; Closing statements.

### **#1301 - CORE LAW AGENCY/AUCTION – 3 HOURS**

This is one of three required real estate courses. Current topics include: Senate Bill #106 passed August 4, 2004, the new Agency Law; Handling confidential information; Seller's Mandatory Property Disclosure Form; The Auction Process. The course is tailored to the important issues in our industry. Never a boring or uninteresting class. Class participation is the order of the day.

### **#0000 - CORE LAW AGENCY POLICY MANUAL – 4 HOURS**

Every Brokerage in Ohio must have a written policy on Agency. This must cover many topics including types of agency offered by the company, how confidential information is handled and changing agency status. Every brokerage must also have a Consumer Guide to Agency to give to all buyers and sellers. This class includes a 90 page instruction manual. When you leave you will totally understand agency and all of the aspects to go into your policy manual. New course in 2011.

### **#1201 - CORE LAW REAL ESTATE DISCLOSURES – 3 HOURS**

You will leave with an understanding of Misrepresentation; Stigmatized Property; Fraud; Negligent Misrepresentation; and avoiding Liability and considering office policies regarding all types of disclosures.

### **#1401 - CORE LAW UPDATE – 4 HOURS**

We will cover: Real Estate terms; E-Mail Advertising; Megan's Law; Real Estate at Auction; Auction Contracts and Agreements; Personal Assistants do's and don'ts'.

**#3903 – CORE LAW WHAT'S NEW 2011 – 4 HOURS** – This course will bring you up to date on all of the recent changes and/or additions to our law. We will cover SB 130 which deals with new rules for your EMD account and the Unclaimed Funds reporting requirements; Branch office guidelines; Medical extensions for C.E.; Consumer guide rules and agency disclosure form; "Resigned" and "Voluntary hold" status of licenses. Class will end with competition between teams on today's topics.

### **#0401 - COUNSELING BUYERS- 4 HOURS**

Learn the professional way to be a buyer's agent. What are the benefits of having a Buyers discovery session? Conducting the interview session. What to include in a buyer representation agreement. Explaining the advantages of Buyer representation. How do buyer's agents get paid? What are some of the buyer's frequently asked questions? Do I want to represent all buyers?

### **#0901 – CULTURAL DIVERSITY IN REAL ESTATE – 3 HOURS**

Learn how to communicate with people from around the world. We come in contact with diverse cultures and sometimes, our body language means totally different things to each one. I guarantee this will be the most fun class you have ever attended!!!!!!

### **#3803 – ENVIRONMENTAL CONCERNS- 3 HOURS**

In our world we have many areas to be concerned about for our clients' sake. We are not obligated to understand or discover hazards, but the professional agent will need to have some understanding of potential hazards. This class will give attendees a good understanding of: Lead paint and the history of lead; Radon gas; Mold as a contaminate; and Asbestos.

### **#1501 - ETHICS THE MEASURE OF PROFESSIONALISM – 3 HOURS**

This is one of the three required real estate courses. **The course is also approved for the 2 1/2 hour N.A.R. requirement for Code of Ethics.** We will discuss ethical issues that confront agents on a daily basis.

### **#1601 - FAIR HOUSING AND IT'S HISTORY – 4 HOURS (CIVIL RIGHTS)**

This is one of the three required real estate courses. We begin with a historical look, bring it up to current times then apply fair housing policies and rules to our real estate business. Our final hour is spent in examining possible fair housing mistakes so we know how to handle situations should they come up. There will be team competition in a lively game of "Civil Rights Jeopardy" at the end!

### **#0601 - FORECLOSURE / SHORT SALES – 3 HOURS**

Learn why we have so many foreclosure actions; How can we help homeowners prevent a foreclosure action; What is a short sale and how do they work; Opportunities for buyers and investors in foreclosed and short sale properties; Preparing the buyer of the property in all aspects of the purchase; Working out a successful sale to the buyer; Getting started in the REO and Short Sale industry.

### **#1701 - INVESTMENT STRATEGIES IN REAL ESTATE – 3 HOURS**

Identify how different laws and regulations affect investment properties. Assist agents in discovering material facts about an investment property that may affect value. Discussions on Sheriffs sales and auctions, Lease applications, advertising laws and fair housing issues.

### **#1801 - LISTINGS INVENTORY – 4 HOURS**

Listings are as easy to get as 1-2-3-4, providing you know what 1-2-3-4 are! In four hours you will learn tons of new places to search for listings. You will learn how to get FSBOs and how to cold call. You will learn how to "farm" for listings and also how to manage the "farm". You will hear the "most powerful" statement you can say to seal a listing presentation. If your inventory is low or you just want to increase it by as much as 200% you will want to attend this course.

### **#1901 - MANAGING THE PROPERTY MANAGEMENT OFFICE - APPROVED FOR CORE LAW – 4 HOURS**

Property Management has its own set of rules for operation. You will learn what it takes to operate a property management company successfully. Know what the law says about unlicensed rental agents. What about the special escrow account and many other questions? The instructor spent 28 years managing over 3,200 residential units.

### **#2701 – NAVIGATING THE SENIORS MARKET – 4 HOURS**

Learn to master the basics of dealing with the biggest market of buyers and sellers to ever hit the marketplace in the last six decades. Position yourself to capitalize on it all!!! A MUST COURSE IF YOU PLAN ON BEING IN THE BUSINESS FOR THE NEXT 10 TO 30 YEARS. This is possibly the most requested course we offer. Be sure to sign up early to assure a seat. This is not the National SRES designation, but a totally different approach to this market.

### **#2301 - PROSPECTING BUILDING A CLIENT DATABASE – 4 HOURS**

We will explore phone canvassing, phone technique, interviewing prospects, what "successful" agents are doing to keep their "market share," and we finish up the session with a practical approach to time management. Our time management approach will encourage you as you see "the light at the end of the tunnel" (and it's not a train). We will show you how you can successfully merge business, clients, family, self and the rest of life into a manageable format. You need this class!

### **#2401 - PROSPECTING FOR BUYERS – 5 HOURS**

In a changing world of Real Estate, where will buyers agents find new prospects? We will explore every aspect from the obvious to the obscure. There are tips on where to look for buyers, how to approach them and what to say to them. The goal of every salesperson is to convince their customers to choose them as their "agent of choice." You will go away from this class motivated and educated in areas you never dreamed of. New agents will benefit learning techniques to build their business and seasoned agents will be both refreshed in some "forgotten" ideas and "regenerated" with new ideas and approaches.

### **#2501 - RENTAL MAINTENANCE AND VACANCY REHAB – 4 HOURS** Agents, bring your clients to this one.

This course is just as the title suggests. You will learn what 35,000 to 40,000 leases have taught the instructor about minimizing the cost of a "turn over." You will learn about paint and painting, cleaning and cleaning contractors, carpet cleaning and replacement and much more. We discuss both curable and incurable obsolescence. You will learn about specialty types of maintenance, landscaping, snow and ice control, interior and exterior maintenance tips. This course is excellent for Real Estate Agents, Non-licensed property owners and Property Managers.

### **#2601 - RENTALS AND THE LAW CORE LAW – 4 HOURS** - Agents, bring your clients to this one.

This course will cover the Landlord Tenant Law in the State of Ohio, Federal Fair Housing Law as it applies to rentals and the (ADA) Americans with Disabilities Act. Very few opportunities exist today for the real estate professional or lay property owner to learn this portion of the law. The instructor was on the committee that wrote the Ohio Landlord Tenant Law. His career involvement with over 35,000 residential leases has given him experience in all of these areas. You will learn what you can and cannot do as a landlord. You will learn how to better serve and educate the public in rental laws and practices.

### **#3401- SHORTSALE & FORECLOSURE RESOURCE – 6 HOURS**

Our constantly changing economic environment has a huge impact on real estate. You will learn how to direct those who are caught in the trap of pre-foreclosure. We will teach you the art of completing a successful short sale. You will also learn of the sales opportunities these times are creating for real estate licensees.

### **#0301- UNDERSTANDING GREEN CONSTRUCTION – 4 HOURS**

After attending this very educational course you will be able to talk intelligently to you customers about all things green. You will go away with a very broad understanding of the construction techniques in building a green home. Knowledge is power, and you will have the knowledge that most real estate agents do not have.

## **OHIO PRE-LICENSE COURSES**

**Tuxedo Training offers all four of the pre-license courses needed to pass the Ohio Real Estate Exam**

**090 - PRE-LICENSE EXAM FIVE HOUR PREP SESSION** - Once you have completed your studies and attained passing grades in all of the required courses you are now ready to take the next step toward taking the state exam. Check your schedule and sign up for the Exam Prep Session. The five hour session may be the most important tool you have in preparing for the exam. This Session is a hands-on approach to test taking and specifically taking the real estate exam. You will take and be scored on a 250 question test (Ohio specific). You will review the test, and your missed answers, to help you identify areas that need more study. Upon completion of this session you will be prepared for the next and final step - taking and passing the state exam!

**5 hours of classroom, no C.E. credit INSTRUCTOR - NIEBEL**

## **OHIO POST LICENSE COURSES**

**10 HOUR SALES POST LICENSE** – This course will complete the first requirement after licensing for Sales Agents.

**10 hours of Credit INSTRUCTOR - NIEBEL**

**10 HOUR BROKER POST LICENSE** – This course will complete the first requirement after licensing for Brokers.

**10 hours of Credit INSTRUCTOR - NIEBEL**