

EDUCATION WEEK FALL 2025



REGISTRATION:

QCAR Members: Log onto rmlsa.clareity.net and click on the RAMCO tile of your Dashboard. Once logged into RAMCO under the "Events" tab drop down, choose "Upcoming Classes". You can filter by month, choosing September. The Membership Meeting Lunch is free for members.

Non-Members: Call QCAR or email Patti Green at pgreen@qcarealtors.com to register. The Membership Meeting Lunch is \$15 for non-members.

COST:

QCAR Members: Pre-paid @ \$40.00 for 12 hours of CE classes per year. Credits over your 12 - hour CE pass will be billed at the completion of Education Week @ \$6.00 per each hour.

Non-Members: \$50.00 for 12 hours of CE classes. Additional hours @ \$8 per each hour. Payment must be received before certificates are provided. You are only allowed to purchase 1 CE Pass per calendar year.



Quad City Area REALTORS
September 8th – 12th, 2025
Golden Leaf Banquet Center
Davenport, IA

Fall 2025 QCAR Education Schedule

Monday, September 8th, 2025

(8:30am - 11:30am) 'Consumer Centric Business Building'

IA Course #: 101-7414-E (3 HRS IA ELECTIVE CREDIT) Instructor: Monica Neubauer

IL Course #: 564.004137 (3 HRS IL ELECTIVE CREDIT)

Business Partner Fair 11:00am

Membership Meeting 12:00pm

(1:45pm - 2:35pm) 'Navigating the New Construction Process'

IA Course #: 101-2363 (1 HR IA ELECTIVE CREDIT) Instructor: Monica Neubauer

IL Course #: 564.004140 (1 HR IL ELECTIVE CREDIT)

(2:45pm - 4:45pm) 'Negotiate Like A Maverick'

IA Course #: 101-7415-E (2 HRS IA ELECTIVE CREDIT) Instructor: Monica Neubauer

IL Course #: 564.004138 (2 HRS IL ELECTIVE CREDIT)

Tuesday, September 9th, 2025

(8:30am - 11:30am) 'Commercial Real Estate 101'

IA Course #: 101-7412-E (3 HRS IA ELECTIVE CREDIT) Instructor: Jerry Wolking

IL Course #: 564.004143 (3 HRS IL ELECTIVE CREDIT)

(1:00pm - 1:50pm) 'We Have a Deal - Now What?'

IA Course #: 101-7413-E (1 HR IA ELECTIVE CREDIT) Instructor: Jerry Wolking

IL Course #: 564.004142 (1 HR IL ELECTIVE CREDIT)

(2:00pm - 4:00pm) 'Thriving Through Change: Insights from the Best in the Business'

IA Course #: 101-7411-E (2 HRS ELECTIVE CREDIT - **IA ONLY**) Instructor: Louis Wickett

Wednesday, September 10th, 2025

(8:00am - 5:00pm) 'Mastering Your Knowledge of Real Estate Law'

(Please note class start time)

IA Course #: 101-7444-M (8 HRS **MANDATORY** CREDIT - **IA ONLY**) Instructor: Jorge Gomez, Jr.

Thursday, September 11th, 2025

(8:30am - 12:30pm) 'Ethics Told Me So'

IA Course #: 101-7423-ME (4 HRS **IA MANDATORY** CREDIT) Instructor: Jorge Gomez, Jr.

IL Course #: 564.004144 (4 HRS IL ELECTIVE CREDIT)

(1:30pm - 3:30pm) 'Fair Housing for Real Estate Professionals'

IA Course #: 101-7424-E (2 HRS IA ELECTIVE CREDIT) Instructor: Jorge Gomez, Jr.

IL Course #: 564.004141 (2 HRS IL ELECTIVE CREDIT)

Friday, September 12th, 2025

(8:30am - 3:20pm) 'IL 6-HR CORE' *New IL MANDATORY Course*

IL Course #: 564.004145 (6 HRS **MANDATORY** CREDIT - **IL ONLY**) Instructor: Lynn Madison

(3:30pm - 4:30pm) 'Sexual Harassment Prevention Training'

IL Course #: 564.004139 (1 HR ELECTIVE CREDIT - **IL ONLY**) Instructor: Lynn Madison

*This class is **REQUIRED** to renew your IL License.*

Class Descriptions

Monday, September 8th, 2025

'Consumer Centric Business Building: Excellent Service, Satisfaction, Income & Balance' with Instructor: Monica Neubauer (8:30am - 11:30am)

This course is designed to strengthen the core of your real estate business by starting with your clients. Build a healthy and organized business so you can create an excellent experience for clients and establish a base for referral business. Monica will discuss the core pillars of professionalism, income, expenses, and networking, while perfecting the craft of customer service. You will leave with strategies, resources and tools that create wins for you and your clients.

Business Partner Fair 11:00am

Membership Meeting 12:00pm

'Navigating the New Construction Process' with Instructor: Monica Neubauer (1:45pm - 2:35pm)

Today's buyers are more aware than ever about viable housing options, including new construction. Understanding how new construction is a viable and desirable part of the inventory available to buyers is powerful. In this program, you will learn how to work effectively with builders and their representatives as well as how to educate your buyers regarding the process. You'll find out how to manage buyer expectations, stay focused on their best interests, and be part of a collaborative team helping the buyer. Get the details you need to know to confidently serve today's buyer with all the available options.

'Negotiate Like A Maverick' with Instructor: Monica Neubauer (2:45pm - 4:45pm)

In the real estate realms, deals ignite with a single call and only conclude when signatures grace the paper. The secret sauce? A mix of audacious insights, profound expertise, and a sharp eye for the details. Monica is set to unveil the roadmap to maintaining composure, gearing up, and setting the stage for impactful dialogues and results. While there's a standard script, the Maverick approach is all about creativity within the rules. Embark on a journey to unleash your Maverick spirit, ensuring integrity, authenticity, and a relentless pursuit of excellence.

Tuesday, September 9th, 2025

'Commercial Real Estate 101: Building the Foundations for Success' with Instructor: Jerry Wolking (8:30am - 11:30am)

Step into the dynamic world of commercial real estate with this comprehensive introductory course! Designed for aspiring professionals, investors, and business owners, Commercial Real Estate 101 provides the foundational knowledge and tools needed to navigate this complex and lucrative industry. You'll learn core concepts, investment basics, leasing fundamentals, financing options, regulatory overview and market analysis. Whether you're looking to start a career in commercial real estate, add value to your investment portfolio, or make informed decisions for your business, this course provides the practical knowledge and strategic insights you need to succeed.

'We Have A Deal - Now What?' with Instructor: Jerry Wolking (1:00pm - 1:50pm)

Congratulations, you've got a deal! Now what? This course is designed to help agents navigate the critical next steps of transaction coordination with confidence. From the moment the contract is signed to the final handshake at closing, you'll learn the skills and strategies necessary to ensure a seamless transaction for your clients. This practical, hands-on course equips you with everything you need to take control of your deals, streamline the transaction process, and deliver exceptional service. Build your reputation as a trusted agent while ensuring every deal is a success!

'Power Panel Thriving Through Change: Insights from the Best in the Business' with Instructor: Louis Wickett (2:00pm - 4:00pm)

The market is shifting — are you ready to not just survive but thrive? Join us for an exclusive Real Estate Power Panel featuring four of the top real estate and mortgage minds in the Midwest. Whether you're looking to grow your business, sharpen your marketing, or strengthen your partnerships, this event is packed with actionable insights you won't want to miss. You'll walk away with: Fresh marketing strategies you can implement immediately, scripts and habits used by top-producing agents and loan officers, tactical advice on building stronger lender/agent partnerships, mindset shifts needed to grow your business in today's market, and real-world advice from leaders who actually practice what they preach. Plus: Live Q&A so you can ask the panel your toughest questions!

If you have any disabilities that require special accommodations, please identify those special needs to Patti at pgreen@qcarealtors.com or 563-355-6655.

Class Descriptions

Wednesday, September 10th, 2025

‘Mastering Your Knowledge of Real Estate Law’ with Instructor: Jorge Gomez, Jr. (8:00am - 5:00pm)

This 8-hour Iowa law class covers a variety of legal topics that REALTORS® confront on a regular basis. It is intended to cover a wide scope of legal issues to encourage class engagement. The class emphasizes paying attention to the details in real estate law. After attending this class, you will have a more in depth understanding of the various types of law which affect your real estate business. This class will go above and beyond the basics and after attending, you’ll be in a better position to recognize legal dilemmas and how to avoid them. **Note Class Start Time.*

Thursday, September 11th, 2025

‘Ethics Told Me So’ with Instructor: Jorge Gomez, Jr. (8:30am - 12:30pm)

Distinguishing ethics from morals will be covered in this class. There will be a review of all 17 ethical articles including case interpretations and scenarios. Emphasis will be placed on the most alleged violated articles. The relationship between professional judgment and ethics will be addressed. After this class, you will better understand the difference between ethics and morals and how they apply to your profession. By discussing case interpretations and actual scenarios, you’ll understand how the ethical code applies to your every day practice.

*This course is **REQUIRED** to take once every 3 years for NAR.*

‘Fair Housing in the Real Estate Profession’ with Instructor: Jorge Gomez, Jr. (1:30pm - 3:30pm)

This course covers fair housing laws that every real estate professional must know. There will be a discussion of the protected classes and the types of fair housing violations. Real housing discrimination situations, case law and scenarios will be addressed. After attending this class, attendees will understand the fair housing laws and the important part they play in the real estate profession. Attendees will be able to identify the laws and actions that constitute illegal housing discrimination. Upon conclusion of this class, attendees will have a better understanding of what the best practices in fair housing are and how to avoid fair housing violations. *This course is the **NEW REQUIRED** class to take once every 3 years for NAR.*

Friday, September 12th, 2025

‘IL 6-HR CORE’ with Instructor: Lynn Madison (8:30am - 3:20pm)

This course equips real estate brokers and managing brokers with the latest updates to Illinois real estate law, agency practices, compensation requirements, disclosures, and fair housing obligations. This six-hour course ensures licensees remain compliant, ethical, and knowledgeable in a rapidly evolving regulatory and market environment. Through interactive discussion, case studies, and scenario-based learning, participants will strengthen their understanding of their statutory duties, fair housing compliance, advertising standards, and escrow procedures.

*This is the **NEW MANDATORY CORE** class as of July 1st, 2025.*

‘Sexual Harassment Prevention Training’ with Instructor: Lynn Madison (3:30pm - 4:30pm)

This course fulfills the Illinois Department of Financial and Professional Regulation (IDFPR) requirement for sexual harassment prevention training for real estate licensees. Participants will gain a comprehensive understanding of the laws and regulations surrounding sexual harassment in Illinois, including the Illinois Human Rights Act, Title VII of the Civil Rights Act, and the Real Estate License Act. Through real estate-specific scenarios and examples, the course equips brokers and managing brokers with the tools to identify, prevent, and respond to incidents of harassment in the workplace and during professional activities. *This course is **REQUIRED** in order to renew your IL license.*



If you have any disabilities that require special accommodations, please identify those special needs to Patti at pgreen@qcarealtors.com or 563-355-6655.

QCAR Fall Education Week Registration

QCAR Continuing Education - Please check the box for the class(es) you would like to register for below. Status: **QCAR Member Pass** ☐ **Non-Member Pass \$50 (1 Per Year)** ☐

*Members will be invoiced at the completion of Education Week
for any credit hours used over your 12 Hour CE PASS.*

- ☐ Consumer Centric Business Building - 3 HRS (IA Elective & IL Elective)
- ☐ Navigating the New Construction Process - 1 HR (IA Elective & IL Elective)
- ☐ Negotiate Like A Maverick - 2 HRS (IA Elective & IL Elective)
- ☐ Commercial Real Estate 101 - 3 HRS (IA Elective & IL Elective)
- ☐ We Have A Deal - Now What? - 1 HR (IA Elective & IL Elective)
- ☐ Power Panel Thriving Through Change: Insights from the Best - 2 HRS (IA Elective - **IA ONLY**)
- ☐ Mastering Your Knowledge of Real Estate Law - 8 HRS (IA **MANDATORY** - **IA ONLY**)
- ☐ Ethics Told Me So - 4 HRS (IA **MANDATORY** & IL Elective)
- ☐ Fair Housing for Real Estate Professionals - 2 HRS (IA Elective & IL Elective) ***NEW NAR REQUIRED CLASS**
- ☐ IL 6-HR CORE - 6 HRS (IL **MANDATORY** - **IL ONLY**)
- ☐ Sexual Harassment Training - 1 HR (IL Elective - **IL ONLY**) ***REQUIRED** to renew
- ☐ Monday, September 8th, 2025 Membership Meeting & Lunch (QCAR Member) 12:00pm
- ☐ Monday, September 8th, 2025 Membership Meeting & Lunch (Non-Member Cost: \$15.00) 12:00pm
- ☐ I have a disability that requires special accommodations to fully participate in this course.
Please specify here: _____

If you cancel within 10 days of class, no refund will be issued to you.

Please complete the information below and return this form to QCAR by emailing it to Patti Green at pgreen@qcarealtors.com or mailing it to 1900 State St., Suite 1, Bettendorf, IA 52722.

Name: _____

Cell #: _____ EMAIL: _____

HOME Address: _____

City, State & Zip Code: _____

IA &/or IL License(s) #: _____

Your NRDS/MI #: _____

Company: _____

Please make all checks payable to : QCAR

Check #: _____

Please charge my credit card (CIRCLE TYPE OF CARD BELOW):

VISA / MC / DISCOVER / AMEX

Card is associated with HOME Address above (please circle HOME) or write other address below:

Address, City, State & Zip Code: _____

Card #: _____

Expiration Date: _____

Verification Code: _____

SIGNATURE: _____

QCAR FALL EDUCATION WEEK

September 8th - 12th, 2025