



North Idaho Real Estate Academy

The Choice for Real Estate Education in Idaho

How to **TALK the TALK**®

Using the FTC's Real Estate Marketplace Glossary (and more)

New Course

Buying a home can be exciting. It also can be somewhat daunting to a client even if they have done it before.

An agent must be well versed in the verbiage and principles of funding options, credit reports, loan applications, contracts, points, appraisals, amendments, inspections, warranties, walk-throughs, settlement sheets, escrow accounts, recording fees, insurance, taxes and the list goes on. No doubt your clients and customers will hear and see words and terms they do not fully comprehend nor have even heard of before. It is *your duty to ensure* that they are prepared for the onslaught and realities of real estate terms and concepts in the provision of competent and informed representation. *Just what do they all mean?*

Course Objectives:

The **Federal Trade Commission** **FTC.GOV**, the agency that promotes competition and protects consumers, has prepared a *glossary* to help clients and customers better understand the terms commonly used in the real estate and mortgage marketplace. This **4-Hour elective, live, CE** course reviews all of these terms in a **workshop environment**. But wait there's more. Included with this course is a comprehensive resource CD containing *many more terms* and definitions addressing both residential and commercial subjects. In addition to on-line resources totaling well over 1000 definitions, a custom review study list (with a free PDF viewer and print program) includes **525** common definitions found in textbooks and exams. Finally, our **Audio Study Aid** includes 16 6-minute mp3 cuts (1½ hours total) covering common real estate definitions that you can play on your *iDevice* for additional study. *PC/MAC compatible.*

Brief Course Outline

- ✓ Introducing the **FTC Glossary**
- ✓ Workshop Handouts & CD
- ✓ RE Terms Check List™ - Exercise
- ✓ Review terms: A-E pgs. 1-7
- ✓ Commercial Terms
- ✓ Review terms: F-M pgs. 7-11
- ✓ Investopedia®
- ✓ **Acronyms/Buzzwords**
- ✓ Review terms: N-R pgs. 11-16
- ✓ First American Title™ *Glossary*
- ✓ About.com™
- ✓ Review terms: S-Z pgs. 16-18
- ✓ RentLaw.com™
- ✓ Real Estate Terms **Audio Study Aid**
- ✓ Loading MP3s-to your *iDevice*

Laptops welcome in class

Where: North Idaho
Real Estate Academy
1710 N. 4th Street, Ste 105
Coeur D Alene, ID 83814

When: **As scheduled**

Instructor: John S. Hollar Jr., BS/BA, MBA
IREC Certified Instructor

Tuition: IREC E-0863
Register: 208-664-1898

REEA

<http://nireaonline.com/register.htm>