



# PROFESSIONAL DEVELOPMENT CATALOG



**ENHANCE YOUR SUCCESS**

Your trusted expert in Wisconsin real estate education  
and professional development.

**FALL 2023**

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# WRA EDUCATION

The WRA is your launchpad to career success! From the very start of your real estate journey with pre-license education to advanced professional credential training, we've got your back. As you approach the end of 2023, be sure to circle December 14, 2024, on your calendar for your deadline to complete continuing education (CE) and renew your license. We're available Monday through Friday, here to help you every step of the way.

When you choose the WRA as your education provider, you're choosing the best. We've been at the heart of Wisconsin real estate since 1909, and no other education provider comes close. We offer various training options and formats, and here's why students consistently trust us:

**Proven expertise:** We offer unmatched expertise in Wisconsin real estate. Our century-strong legacy — shaped by active involvement in forms, advocacy and legal services — ensures our courses stay current with Wisconsin's latest trends and regulations.

**Wisconsin relevance:** Some education providers develop their coursework outside of Wisconsin, but we proudly make our courses in Wisconsin and for Wisconsin. Our training, resources and information — meticulously crafted by Wisconsin attorneys and real estate instructors — are customized for Wisconsin real estate so they're always relevant for you.

**Dedicated industry advocates:** We're not just a training provider. We offer the largest real estate legal hotline in the state. Our advocacy team visits the Capitol regularly to support legislation in favor of our industry. We assist the Wisconsin Department of Safety and Professional Services (DSPS) in forms development and monitor local developments regularly. Our courses are shaped by this knowledge and provide you with the most accurate and credible education in Wisconsin.

### OUR PROMISE

- Training designed in Wisconsin for Wisconsin.
- Trusted since 1909.
- Attorney-level instructors.
- The leading expert in Wisconsin real estate forms.
- The expert on Wisconsin rules and regulations.
- Dedicated advocates for the industry.

# 2023–24 REAL ESTATE CE

## A new biennium means new curriculum



### Revamped 2023–24 CE Curriculum

Wisconsin real estate licensees must complete 18 hours of CE every two years. New for the 2023-24 biennium are one-hour courses to fulfill your 18-hour requirement with flexibility and convenience.

### 2023–24 CE Courses

#### Mandatory courses (licensees must take 12 hours)

- Course 1: Wisconsin Agency Law
- Course 2: Wisconsin Department of Safety and Professional Services Disciplinary Actions\*
- Course 3: Commissions in Wisconsin Agency Agreements, Offers of Compensation and Antitrust\*
- Course 4: The Inspection Contingency in the Wisconsin Offers to Purchase
- Course 5: Wisconsin Legislative Updates Related to Real Estate
- Course 6: Wisconsin Real Estate Case Law Update
- Course 7: Advertising for Wisconsin Real Estate Licensees\*
- Course 8: Default, Earnest Money, and WB-45 Cancellation Agreement and Mutual Release

- Course 9: Financing Commitment and Appraisal Contingencies in the Wisconsin Offers to Purchase
- Course 10: Fair Housing in Wisconsin Transactions\*
- Course 11: Agent-to-Agent Relationships\*
- Course 12: Seller and Licensee Disclosure in Wisconsin Transactions

#### Elective courses (licensees must take six hours)

- Elective 1: Short Sales and Foreclosures in Wisconsin
- Elective 2: Changing a Property's Use in Wisconsin
- Elective 3: Other Wisconsin Approved Forms
- Elective 4: Closing of Buyer's Property Contingency, Secondary Offer and Bump Clause in the Wisconsin Offers to Purchase
- Elective 5: Drafting Contracts in Wisconsin Real Estate Transactions
- Elective 6: Risk Reduction for Wisconsin Licensees

In addition to this list of official CE courses, other electives that meet specific DSPS criteria may be offered as well as real estate designation courses.

[wra.org/CE2324](https://wra.org/CE2324)

\*Includes National Association of REALTORS® Code of Ethics training.

# CONTINUING EDUCATION

## CE Training Formats

Earn your CE credits how you want



### Virtual

**Tune in to join a streaming course**

Crave the classic classroom vibe for your education? WRA virtual CE serves up a real-time, live classroom experience that's accessible from anywhere you choose. Just lock in your spot and dive into the action at the scheduled course time because this is education on your terms.

**\$9.50 per course\***



### Self-study

**Read traditional hard-copy coursebooks**

Ideal for the fans of hard-copy materials, the WRA's self-study CE format puts you in the driver's seat of your CE journey. Dive into the CE book at your own pace and conquer the online course exams when you're ready. The WRA will ship course materials to your doorstep upon registration. Your CE adventure, your way!

**\$170 book bundle\***



### On Demand

**Train online at your own pace**

Your CE, your way. CE On Demand is the ultimate online CE experience. Complete your CE coursework entirely online at your own pace. With online content, video reviews, checkpoint questions and quizzes, your digital CE experience has never been this effortless.

**\$9.50 per course\***

**\$135 full 18-hour bundle (best deal!)\***

*\*Prices listed on this page reflect WRA member fees. Nonmembers will incur higher fees.*

# 2023-24 REAL ESTATE CE

## CE On Demand: real estate learning simplified

### New Curriculum, New CE Product

We listened to you and are excited to introduce a major upgrade to the WRA On Demand product. Embarking on your CE On Demand adventure has never been more engaging and convenient with these new features:

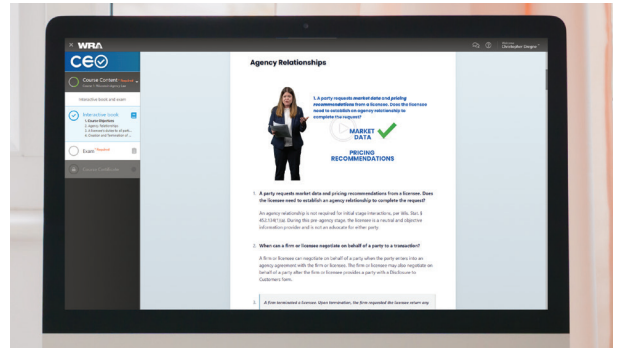
**Synergistic learning:** Course content and videos are fused into one interactive book, streamlining your learning experience.

**Enhanced visuals:** Say goodbye to long lecture videos and hello to a more immersive learning experience with a variety of learning tools, including short videos, reading, quiz questions and more.

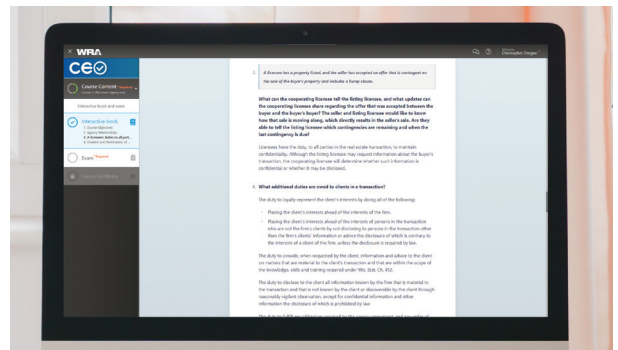
**Convenient segments:** Unlock the convenience of our one-hour courses. Seamlessly blend essential learning into your busy schedule, ensuring compliance with your CE requirements while enjoying manageable, bite-sized portions of knowledge.

**Checkpoint questions:** Test your knowledge along the way to master your final exam with confidence.

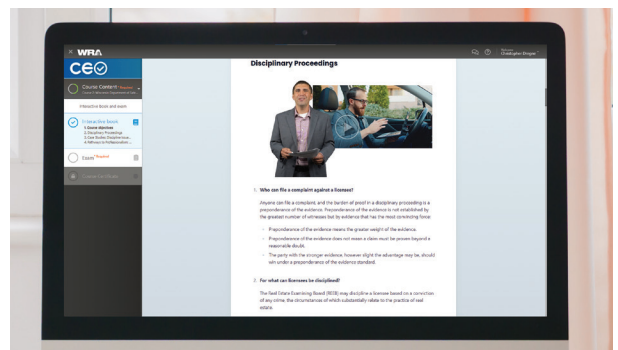
[wra.org/CE2324](http://wra.org/CE2324)



ENHANCED VISUALS



CONVENIENT SEGMENTS



SYNERGISTIC LEARNING

# CRS DESIGNATION

## New CRS training opportunities in 2024

### What Is the CRS Designation?

The Certified Residential Specialist (CRS) is the professional designation offered by the Residential Real Estate Council. The highest designation awarded to sales associates in the residential sales field, the CRS designation recognizes professional accomplishments in both experience and education.

### Tax Strategies for the Real Estate Professional

Coming soon in February 2024

Tax laws significantly affect the business, and as a REALTOR®, you and your clients deal with taxes annually, so understanding tax implications is essential. With the Tax Cuts and Jobs Act of 2017, there are significant changes you should understand.

In this course, you'll learn about tax laws impacting REALTORS®, primary residence tax implications, and the effect of taxes on residential investment properties. This knowledge will set you apart from your competition, enabling you to provide superior services, foster business growth and generate more referrals.

#### Training takeaways

- Analyze the Tax Cuts and Jobs Act of 2017's impact on tax law changes.
- Identify tax laws that impact your personal and business taxes.
- Explain tax law effects on residential real estate.
- List pertinent tax laws for real estate investments.
- Compile optimal business changes under the Tax Cuts and Jobs Act of 2017.

### Residential Real Estate Probate Specialist Certification

Coming soon in April 2024

REALTORS® often find themselves in a challenging position when assisting with the sale of a home due to family conflicts arising from the loss of a loved one and the probate process. This one-day course provides probate basics to enhance your success in client interactions so you can maintain neutrality in challenging situations.

#### Training takeaways

- Understand the probate process, its misconceptions and involved parties.
- Manage property sales in conservatorship or a living trust.
- Differentiate impacts between revocable and irrevocable trusts.
- Improve communication with involved individuals.
- Handle objections from buyers regarding probate properties.

[wra.org/CRS](http://wra.org/CRS)

# GRI DESIGNATION

Elevate your definition of success



## GRI Program for 2024

Pave your path to success one hour at a time!

### What Is the GRI Designation?

The Graduate, REALTOR® Institute (GRI) designation helps you stand out in the crowd as a REALTOR® who is well-versed in all fundamentals of real estate. This highly coveted designation shows your commitment to excellence, professionalism and exceptional customer service.

### Training Description

GRI curriculum is the most comprehensive real estate training available, providing a broader scope of depth and training. Each state establishes its own curriculum based on NAR requirements, providing students with the most relevant content available.

To earn the GRI in Wisconsin, you must complete a combined total of 60 hours of On Demand and live/virtual training:

- 30 online hours are fulfilled by GRI mini courses. See page 8 for more details.
- 30 live/virtual hours are fulfilled by WRA live/virtual course offerings. Visit [wra.org/coursecatalog](https://wra.org/coursecatalog) to see the latest.

Students have five years to complete the required 60 hours of coursework, but most students complete it in less time.

## GRI Course Topics

### Market knowledge

- Property types and value
- Financing options and homebuying programs
- Inspections and appraisal valuations
- Diversity and fair housing

### Business skills

- Buyer services
- Seller services
- Creating a brand/niche market
- Negotiations
- Safety
- Systems and tools

### Risk management

- Avoiding setbacks, fines and lawsuits
- Environmental issues
- Agency relationships
- Advertising

[wra.org/GRI](https://wra.org/GRI)

GRI Fees	
Mini courses	See page 8
Live/virtual	Prices vary per course

# MINI COURSE SERIES



## Mini Courses, Major Training

An ever-evolving industry means you need ever-evolving knowledge. The WRA’s Mini Course Series gives you cutting-edge training and original knowledge to help you navigate the market. But a mini course doesn’t mean mini impact. This new course series offers exclusive training you won’t find anywhere else, taught by some of the top subject matter experts in Wisconsin real estate.

Whether you’re looking for information about inspections, antitrust violations, mortgage products or more, you’ll find the answers in a new mini course. And with these one-hour courses entirely online, there’s no schedule or physical classroom to visit — simply watch online at your leisure!

Plus, most mini courses qualify for credit when working toward earning your Graduate, REALTOR® Institute (GRI) designation.

The power and wisdom you need to thrive is right here — you just need to tune in.

Mini Course Fees	
Single courses	\$15 per course
Buy more and save	Buy 2 courses and get 1 free!

## Mini Course List

- Advertising
- Agency
- An Introduction to Mortgage Lending
- Asbestos and Real Estate
- Brand Development
- Community Involvement
- Compensation and Procuring Cause
- Developing CMAs
- Disclosures
- Dodd-Frank Act and Mortgage Qualifying
- Drafting Enforceable Contracts
- EIFS and Water Intrusion
- Identifying Housing Types
- Impact of Property Amenities
- Keep It Professional
- Lake Homes and Environmental Issues
- Mold: Beyond the Basics
- More Than You Wanted to Know: Odors
- Radon and Real Estate
- The Inspection Process
- Unauthorized Practice of Law, Antitrust and Misrepresentation
- Understanding the Mortgage Loan Origination Process
- Water Rights, Shoreland Zoning and Wetlands
- Working Safely Begins with Awareness
- Working with Sellers



# QUICK START ON DEMAND

Fast-track your real estate knowledge



## Training Description

Once you've completed the sales pre-license course and earned your license, the WRA's Quick Start program takes you beyond the books and dives into the fundamentals of launching your real estate career with greater success.

This innovative program includes activity-based coursework in a highly interactive format. Training is online, so you can complete your coursework on your own schedule and at your own pace. Watch instructor videos, complete interactive activities and gear up for success. A PDF coursebook is provided as well as an exam at the end of each course.

For veteran or returning agents, the Quick Start program is highly effective for updating skills and refreshing your knowledge on trending real estate-related topics.

Quick Start On Demand Fees		
	Member	Nonmember
Single courses	\$75/course	\$80/course
All four courses	\$240	\$260

## Quick Start Courses

### Quick Start 101: Laws and Contracts

Laws and business, disclosure, client representation, risk management, negotiations, antitrust issues, fair housing and your clients.

**Instructor: Jennifer Lindsley**

### Quick Start 102: Building Your Business

Effective communications, creating a professional image and branding, prospecting, referrals, business planning and strategy, safety.

**Instructor: Judy Hearst**

### Quick Start 103: Working with Sellers

Selecting the seller, preparing for appointments, disclosure, prospecting, the listing presentation, principles of pricing, comparables and market analysis.

**Instructor: Ryan Fulcer**

### Quick Start 104: Working with Buyers

Knowing your buyers, the buyer presentation, property search, writing an offer to purchase, the inspection process, closing a pending contract, disclosure.

**Instructor: Bonnie Dixon**

[wra.org/Quickstart](http://wra.org/Quickstart)

# PRE-LICENSE EDUCATION

## Sales Pre-license

To receive your license, the Wisconsin DSPS requires you complete 72 hours of pre-license education. The WRA's sales pre-license training guides you through information you need to pass the state exam and launch your career.

Sales Pre-license Fees	
On Demand*	\$345
Book fee (optional)	\$59.99 + shipping

\*Includes downloadable PDF textbook.

[wra.org/SalesPL](http://wra.org/SalesPL)

## Broker Pre-license

Advance your career with broker pre-license training. The course guides you through information needed to pass the state broker's exam. The Wisconsin DSPS requires you meet sales license requirements, complete 72 hours of broker education training and pass the state exam. Applicants for a Wisconsin broker's license must practice as a licensed salesperson under the direct supervision of a licensed broker for at least two years within the last four years preceding application and document 40 points in transactions or practice experience.

Broker Pre-license Fees		
	Member	Nonmember
On Demand*	\$345	\$365
Book fee (optional)	\$59.99 + shipping	\$59.99 + shipping

\*Includes downloadable PDF textbook.

[wra.org/BrokerPL](http://wra.org/BrokerPL)

## Appraiser Pre-license

To obtain a Wisconsin appraiser's license, the Wisconsin DSPS requires 150 hours of approved pre-license education including 15 hours of USPAP, passing the state exam and accumulating 1,000 hours of experience.

Visit [dps.wi.gov/Pages/Professions/AppraiserLicensed](http://dps.wi.gov/Pages/Professions/AppraiserLicensed) for more information on licensing and education.

[wra.org/AppraiserPL](http://wra.org/AppraiserPL)

## Out-of-State Sales Pre-license

All sales applicants holding active sales licenses in another state, other than Illinois or Indiana, within the last two years are required to take 13 hours of sales education as out-of-state licensees (OSL). The WRA's sales out-of-state endorsement course offers students unrestricted access to the full 72-hour WRA sales pre-license course to prepare for the state exam at a discounted rate.

Out-of-State Sales Pre-license Fees (On Demand only)	
13-hour Real Estate Sales Course*	\$230
Sales Reciprocity Pre-exam Review (Illinois/Indiana)	\$169
Sales mock exam (included in course)	\$20

\*Those who hold a nonmanaging real estate broker's license in Illinois or Indiana are exempt.

[wra.org/OSLinfo](http://wra.org/OSLinfo)

## Out-of-State Broker Pre-license

A broker licensed in another state, except Illinois and Indiana, is required to complete 13 hours of sales education and six hours of broker education to earn a Wisconsin broker's license. The WRA's broker out-of-state endorsement course offers students unrestricted access to the full 72-hour WRA broker pre-license course to prepare for the state exams at a discounted rate.

Out-of-State Broker Pre-license Fees (On Demand only)	
13-hour Real Estate Sales Course*	\$230
Six-hour Real Estate Broker Course*	\$140
Broker Reciprocity Pre-exam Review (Illinois/Indiana)	\$110
Broker mock exam (included in course)	\$20

\*Those who hold a managing real estate broker's license in Illinois or Indiana are exempt.

[wra.org/OSLinfo](http://wra.org/OSLinfo)

## Sales Pre-exam Review

Prepping for the real estate sales licensing exam? The WRA can help! Watch the WRA's sales pre-exam review session from the comfort of home on your own schedule. You'll dive into the details of the exam with this recorded video hosted by Jennifer Lindsley, the WRA sales pre-license training instructor. After purchase, you'll have access to the video for six months, and you'll even have the ability to email Jennifer with your questions.

[wra.org/SalesPreExamReview](http://wra.org/SalesPreExamReview)

# PDF FORMS LIBRARY

**Free WRA member benefit in 2024**

## Unlimited Digital Forms Access

The WRA's PDF forms library is designed to meet the increased demand for electronic versions of WRA-copyrighted forms outside of Transactions (zipForm Edition) and traditional hard-copy formats.

Forms in the library are available in an easy-to-use PDF format. The library is offered as an annual subscription to the Designated REALTOR® (DR) of a member office. The DR signs a licensing agreement and is responsible for overseeing the use of the library since all member agents will gain access to the library through the WRA website.

The subscription is available for office-wide use so all your member agents can download forms as needed.

## All Forms in One Place

With a forms library subscription, your agents gain unlimited access to over 100 forms. Users can download the entire forms library or any individual form in PDF format. This subscription gives you permission to use the WRA-copyrighted forms in other forms programs outside of Transactions (zipForm Edition).

Exclusively available to DRs.

[wra.org/Formslibrary](https://wra.org/Formslibrary)

## Forms Included in the Library

The library features all state-approved (WB) and WRA-copyrighted forms. Some of the most commonly used WRA forms available in the library include:

- WRA-ADA — Addendum A to the Offer to Purchase
- WRA-ADB — Addendum B to the Offer to Purchase
- WRA-APP — Rental Application
- WRA-BDCL — Disclosure to Clients
- WRA-BDCU — Disclosure to Customers
- WRA-BDNC — Disclosure to Non-residential Customers
- WRA-CES — Condominium Executive Summary
- WRA-CL — Real Estate Broker Commission Lien
- WRA-CR — Real Estate Condition Report
- WRA-CS — Closing Statement
- WRA-F — Real Estate Condition Report — Farm
- WRA-ICA — Independent Contractor Agreement
- WRA-LPA — Licensed Personal Assistant Agreement
- WRA-LST — Transaction Checklist
- WRA-NRL — Residential Lease
- WRA-PMA — Property Management Agreement
- WRA-RA — Referral Agreement
- WRA-RCC — Seller Disclosure Report
- WRA-RRC — Residential Rental Contract
- WRA-SRR — Seller Refusal to Complete Condition Report
- WRA-UPA — Unlicensed Personal Assistant Agreement
- WRA-VLD — Vacant Land Disclosure Report

# WEBINARS AND TRAINING

## WRA Online Forums

### Free for WRA members

Join fellow REALTORS® on Zoom for free WRA forums and webinars. These sessions give you the opportunity to meet other REALTORS®, exchange ideas and learn something new — all from the comfort of your own home. Watch the new forums every first Thursday monthly starting in November 2023 through April 2024.

## Partner Webinars

### The Paperless Agent

The Paperless Agent offers tools to elevate your real estate marketing and give you a competitive edge. Tailored just for WRA members, free Paperless Agent webinars offer you tips to master client communications and marketing strategies. Upcoming dates are announced in WRA education emails as well as [wra.org/Paperlessagent](http://wra.org/Paperlessagent).

### REALTORS® Property Resource

The National Association of REALTORS®' RPR program provides REALTORS® with exclusive access to comprehensive real estate data, property tools and reports. In free RPR webinars, you'll discover how this tool can elevate your client interactions and boost your deal-closing power. See all RPR webinar dates at [wra.org/RPR](http://wra.org/RPR).

## Line by Line Video Series

### Free for WRA members

“Where does this detail go?” “What goes on this blank line?” Sound familiar? Eliminate forms frustrations with the WRA's Line by Line online video series — the most in-depth Wisconsin real estate forms training series.

Line by Line empowers you to overcome transaction delays caused by drafting errors and contract issues, and you'll be ready to draft forms with confidence and conduct a smooth closing. The best part? Line by Line is entirely free with a WRA membership or legal section membership.

**Gold subscription:** Member offices can offer access to Line by Line for nonmember dual license holders with a \$1,500 annual company subscription. Call the WRA for details.

### Forms included:

- WB-1 Residential Listing Contract
- WB-3 Vacant Land Listing Contract
- WB-4 Residential Condominium Listing Contract — Exclusive Right to Sell
- WB-5 Commercial Listing Contract
- WB-11 Residential Offer to Purchase
- WB-12 Farm Offer to Purchase
- WB-13 Vacant Land Offer to Purchase
- WB-14 Condominium Offer to Purchase
- WB-15 Commercial Offer to Purchase
- WB-24 Option to Purchase
- WB-25 Bill of Sale
- WB-28 Cooperative Agreement
- WB-36 Buyer Agency Agreement
- WB-40 Amendment to Offer to Purchase
- WB-41 Notice Relating to Offer to Purchase
- WB-44 Counter-Offer
- WB-45 Cancellation Agreement and Mutual Release
- And many more

[wra.org/linebyline](http://wra.org/linebyline)

# MEMBER BENEFITS

**Advocate. Educate. Elevate.**

## The WRA Is Invested in You

As a member of the WRA, you're part of the most trusted organization in Wisconsin real estate for legal information, advocacy, professional development and exclusive member benefits. A WRA membership places you at the center of a real estate network made up of professionals committed to advancing the industry, furthering their education and elevating professionalism.

### Free and comprehensive forms training

The most in-depth Wisconsin real estate forms training available, the WRA's Line by Line video series, is free with WRA membership. Line by Line helps you facilitate smoother transactions, raise the bar on professionalism and enhance consumer protection.

### Access to legal staff

The WRA's full-time legal staff helps answer your real estate-related questions on the WRA Legal Hotline. Many members say membership "pays for itself with one hotline call."

### The complete package

No other education provider is more committed to your success in Wisconsin. In addition to the advantages of WRA membership, the WRA also offers several exclusive member benefits through third-party providers. See the next page for full details.

MEMBERSHIP BENEFITS	REALTOR® Membership	Affiliate
Professional Development Discounts	X	X
Discounts for WRA Events	X	X
Housing Statistics	X	X
Inman Select Subscription	X	X
Legal Hottips	X	X
Legal Update Newsletter	X	X
Legislative Advocacy	X	X
Line by Line Forms Training	X	
Local MLS Access	X	
PDF Forms Library Subscription*	X	
Statewide Referral Database	X	
Toll-free Legal Hotline	X	X
Transactions (zipForm Edition)	X	
Weekly Email Updates	X	X
Wisconsin Real Estate Magazine	X	X
WRA Exclusive Partners	X	
WRA Online Resources	X	X

\*Designated REALTORS® must sign annual licensing agreement

## Benefits at a Glance

### Legal Services

- Toll-free WRA Legal Hotline
- Weekly legal hottips
- Legal Update publication

### Advocacy

- Advocacy for real estate
- Annual government day event
- RPAC support for real estate

### Housing Statistics

- Comprehensive housing reports
- Online analytics and tools
- Housing market video

### Real Estate News

- Wisconsin Real Estate Magazine
- Monthly news updates
- Inman Select subscription

### Technology Products

- Transactions (zipForm Edition)
- Webinars and online training
- PDF forms library subscription\*

### Professional Development

- Line by Line forms training
- On Demand online education
- Training for all career levels

\*Designated REALTORS® must sign annual licensing agreement

## EXCLUSIVE PARTNERS



## Your Exclusive Partner Benefits

A WRA membership includes the following perks from partner companies

### Health, Dental & Life Insurance

Save on health insurance premiums with Spectrum Insurance without compromising coverage. Spectrum takes a unique, transparent approach to employee benefits and individual insurance options.

[wra.org/Spectrum](http://wra.org/Spectrum)

### Errors and Omissions Insurance

Pearl Insurance, the WRA-endorsed carrier for errors & omissions (E&O) insurance, offers coverage for the risks REALTORS® face. Pearl's policy includes valuable protection for real estate professionals, such as coverage for open house property damage, personal injury, lock-box liability, fair housing discrimination and more.

[wra.org/Pearl](http://wra.org/Pearl)

### CRM Software

Manage leads, stay in touch with clients and track sales activity with Realtyzam CRM, an easy-to-use CRM software program designed for real estate agents. Realtyzam's features help you keep in touch with clients, stay organized with client communications, and track commission activity, prospecting rates and more.

[realtyzamcrm.com/WRA](http://realtyzamcrm.com/WRA)

### Real Estate Marketing

The Paperless Agent Marketing Club delivers marketing training and ready-to-use resources to maximize your business results. WRA members have access to the club's marketing agentID sites, training sessions, digital marketing campaigns, training tools and more.

[wra.org/Paperlessagent](http://wra.org/Paperlessagent)

### Inman Select News Service

A WRA membership includes a subscription to Inman Select to connect you to the latest news, insights and a community of real estate leaders. Inman Select gives you everything you need to know to be smarter about real estate, such as daily news, award-winning commentary, special reports, webinars and more.

[wra.org/Inmanselect](http://wra.org/Inmanselect)

### Transactions (zipForm Edition)

WRA members get free access to the Transactions (zipForm Edition) electronic forms program to facilitate paper-free transactions and provide secure digital signatures from real estate parties. All DSPS-approved real estate forms, WRA-related forms and Wisconsin State Bar forms are available within the program.

[wra.org/Transactions](http://wra.org/Transactions)

OFFERING	FORMAT	DETAILS & REGISTRATION
<b>EVENTS</b>		
REALTOR® & Government Day: February 7, 2024	Live in Madison	<a href="http://www.wra.org/RGD24">www.wra.org/RGD24</a>
WRA Annual Convention: Sep. 29–Oct. 1, 2024	Live in Wisconsin Dells	Save the date!
<b>PRE-LICENSE TRAINING</b>		
<b>ONGOING TRAINING</b>		
Broker Pre-license Course	On Demand	<a href="http://www.wra.org/BPL">www.wra.org/BPL</a>
Sales Pre-license Course	On Demand	<a href="http://www.wra.org/SPL">www.wra.org/SPL</a>
<b>PROFESSIONAL DEVELOPMENT</b>		
<b>SCHEDULED TRAINING</b>		
CRS Tax Strategies Course: February 2024	Virtual	<a href="http://www.wra.org/CRS">www.wra.org/CRS</a>
CRS Probate Specialist Course: April 2024	Virtual	<a href="http://www.wra.org/CRS">www.wra.org/CRS</a>
<b>ONGOING TRAINING</b>		
GRI On Demand	On Demand	<a href="http://www.wra.org/GRI">www.wra.org/GRI</a>
Line by Line Forms Training	On Demand	<a href="http://www.wra.org/LinebyLine">www.wra.org/LinebyLine</a>
Mini Course Series	On Demand	<a href="http://www.wra.org/Mini">www.wra.org/Mini</a>
Quick Start	On Demand	<a href="http://www.wra.org/QuickStart">www.wra.org/QuickStart</a>
<b>CONTINUING EDUCATION</b>		
<b>ONGOING TRAINING</b>		
2023–24 Real Estate CE Courses (all 18 hours)	On Demand	<a href="http://www.wra.org/CE2324">www.wra.org/CE2324</a>
2023–24 Real Estate CE Courses (all 18 hours)	Self-study Books	<a href="http://www.wra.org/CE2324">www.wra.org/CE2324</a>

See the complete calendar: [www.wra.org/coursecatalog](http://www.wra.org/coursecatalog)



# PROFESSIONAL DEVELOPMENT CATALOG



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[www.wra.org](http://www.wra.org)