

RRC ONE-DAY COURSE



Tax Strategies for the Real Estate Professional

Monday, March 25, 2019
9 a.m. – 5 p.m.

Presented by
Heartland REALTOR® Organization

Taught by
Chris Bird

Course location:
405 E. Congress Pkwy, Suite B
Crystal Lake, IL 60014

info@HeartlandRO.com
815-459-0600
www.heartlandro.com



Tax laws have a major impact on the business of real estate. REALTORS®, principal residence and investment property owners are all impacted every year by taxes, and both agents and their clients will benefit from an understanding of tax implications. With the recent Tax Cuts and Jobs Act of 2017, there are significant changes that every REALTOR® should understand.

In this course, you will learn what tax laws and changes impact REALTORS®, the implication of taxes on primary residences and how taxes affect residential investment properties. The REALTOR® who desires to be the best real estate professional will find this information is exactly what is needed to step above their competition and provide the best services that will result in a growing business with multiplying referrals.

Upon the successful completion of this course, you will be able to:

- Compare and contrast the changes in tax law as a result of the Tax Cuts and Job Act of 2017
- Identify the tax laws that impact a REALTOR'S® personal and business taxes
- Explain the implications of tax law on residential real estate
- List the tax laws relevant to real estate investment properties
- Compile business changes to implement to optimize returns under the Tax Cuts and Jobs Act of 2017

Individuals who take this course will earn 8 credit hours toward the CRS Designation.

Contact Heartland REALTOR® Organization to register today at
815-459-0600 or info@HeartlandRO.com

About

The Residential Real Estate Council is the largest not-for-profit affiliate of the National Association of REALTORS®.

With more than 34,000 agents, the Council is the leading education and networking organization for residential real estate agents.

It also awards the prestigious Certified Residential Specialist Designation® to top-producing REALTORS® who meet education, experience and transaction requirements.

Learn more about the Residential Real Estate Council and how the organization can help you today.

CRS.com



For more information on other RRC courses or obtaining the CRS Designation, the premier designation for residential real estate professionals, visit CRS.com.

RRC ONE-DAY COURSE



Tax Strategies for the Real Estate Professional



REGISTRATION FORM

WHERE: Heartland REALTOR® Organization
405 E. Congress Pkwy, Suite B
Crystal Lake, IL 60014

WHEN: Monday, March 25, 2019
9:00 a.m. – 5:00 p.m.

WHO (ABOUT YOURSELF):

Name _____

NRDS# _____ License# _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Email _____

If you have any disabilities that require special accommodations, please identify those special needs:

REGISTRATION FEE: Early Bird (Before 03/01/19) **\$109** Member **\$119** Non-Member and After 03/21/19: **\$139**
(Lunch included in registration fee)

WAYS TO REGISTER:

1. Fill out the above information and email to: info@HeartlandRO.com
2. Fax to 815-459-0621
3. Call 815-459-0600

Please indicate preferred method of payment:

- Credit card
Please call 815-459-0600 to complete your registration.
- Check enclosed

Make check payable to: Heartland REALTOR® Organization
Send check to: Heartland REALTOR® Organization
405 E. Congress Pkwy, Suite A
Crystal Lake, IL 60014

CANCELLATION POLICY:

All courses start promptly on time. LATE ARRIVALS WILL NOT BE ADMITTED. NO refund will be made for missed classes. Minimum 15 students to host or the class will be cancelled with at least 2 business days' notice. If a registrant cancels/reschedules/transfers to another course within 2 business days prior to the course date, a \$20 fee will be incurred.

Please call 815-459-0600 for any questions.



For more information on other RRC courses or obtaining the CRS Designation, the premier designation for residential real estate professionals, visit CRS.com.