

**C. W. Wilson, GAA/RAA  
Wilson Educational Group**

Real Estate and Appraisal Instructor since 1986

2008 Nat Sanders Educator of the Year

Broker ♦ Appraiser ♦ Litigation Specialist

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## **Competitive Market Analysis 101(KREC # 2 - Elective)**

*An introduction to or refresher in the concepts and principles which are the basis of both effective CMA/BPO development as well as appraisals. Interactive with lots of real world examples. The Power Point and open response handout are designed to enhance retention and classroom participation.*



## **Competitive Market Analysis 102 (KREC #6 - Elective)**

*An advanced applications class which uses real data from a real neighborhood to challenge analysis and reasoning skills. Interactive with emphasis on standardized methods and techniques used in both CMA/BPO preparation and Evaluations/Appraisals. Extended discussion of reporting options and methods.*



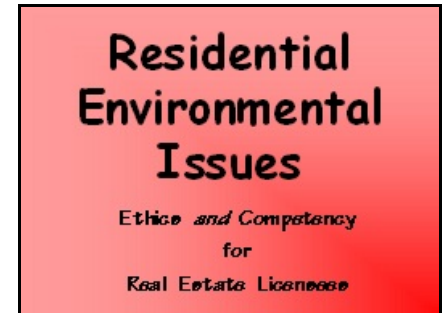
## **ANSI Residential Measuring Standard (KREC # 4 - KY Law)**

*An exploration of the rules and regulations as well as practical protocols for measuring houses under the ANSI Z-765 2003 standard. Examples, lots of photographic and real world applications and a interactive handout for classroom use, as well as the actual standard itself are provided.*



## Residential Environmental Issues (KREC # 8 - KY Law)

*This class begins with a background case study in Competency and Ethics and proceeds to a detailed exploration of the basis of professional liability, in a manner relevant to real world licensees. Hours 2 and 3 provide photographs, resources and detailed information on identifying and deal with such issues as Mold, Meth, Radon and pest and pet infestations.*



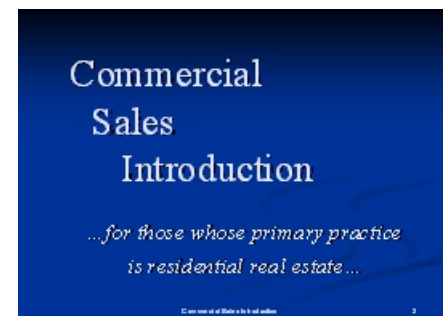
## The Money Pit (KREC #5 - KY Law)

*We have all listing or shown homes which appear destined to swallow someone's life savings. What to look for or avoid, how to deal with questions or ignorance, and how to keep everybody, include yourself, out of court. A great class for beginners but great fun for the experienced licensee!*



## Commercial Sales Introduction (KREC #7 - KY Elective)

*Most licensing classes are targeted as residential listing and selling. The licensee who practices primarily with homes needs real help with an occasional commercial listing. This class is designed to sensitize the agent to those critical issues and avoid critical competency lapses. The handout is practical and a good resource document and the class is well paced and fun!*



Call or email for more information or available dates!  
A schedule of Mr. Wilson's appearances around Kentucky  
and in adjacent states is available as well.