



#564004197

Illinois School of Real Estate

POWERED BY ILLINOIS ASSOCIATION OF REALTORS®

Sponsored by: Illinois School of Real Estate

In Conjunction with: Heartland REALTOR® Organization

TEC 1702 – Mastering Communication Throughout the Buyer's Journey

Approved 3 credit hours of Elective Continuing Education in Illinois

A course designed for: Illinois Licensed REALTORS®

COURSE DESCRIPTION:

This course is designed to equip real estate agents in Illinois with the skills needed to effectively represent buyers using modern technology and communication strategies. It includes a thorough understanding of Illinois real estate license law and ethical standards to ensure compliance and professionalism. The course is structured to be interactive, with practical demonstrations and the application of concepts.

Date: Thursday, February 11, 2027

REGISTRATION DEADLINE: 02/09/27

Instructor: Justin Letheby

Location: Heartland REALTOR® Organization

405 E. Congress Pkwy, Crystal Lake, IL

Registration: 8:15 am - 8:50 am

Course: 9:00 am – 12:00 pm

REGISTRATION:

Phone: (815) 459-0600

Email: info@HeartlandRO.com

Web: [Member Portal Login](#)

NAME

ILLINOIS LICENSE #

EMAIL

PHONE

ADDRESS

CITY

STATE

ZIP CODE

Registration COMPLIMENTARY for the First 50 Primary Heartland REALTOR® Members

Registration Fee for Non-Members / After Deadline \$45.00

PAYMENT IS DUE AT TIME OF REGISTRATION

**IF A REGISTRANT CANCELS WITHIN 48-HOURS PRIOR TO THE
COURSE, OR IS A NO SHOW, THERE IS A \$20 CANCELLATION FEE.**

If you require special accommodation, please identify your needs: _____

IR Approval:2026-083