

Happy Thanksgiving! This Is When I Like to Share What and Whom I Am Grateful for

Just being healthy is something anyone should be grateful for, especially at my age of 77. I'm doubly blessed, because my wife Rita, 76, is also healthy! Our siblings, children, grandchildren, nieces, nephews and other relatives are also healthy.

All of us are aware that not everyone is as lucky as we are, so philanthropic giving is a trait I think all of us share, and I know many readers of this column do, too. And our broker associates, who responded as one to sponsoring and providing side dishes for Dignity Tuesday, share that trait, too. Last week, as a group we donated food to Dignity Tuesday for people less fortunate than us. The event took place this Tuesday at **Golden Pantry and Thrift**, formerly known as the Christian Action Guild.

I'm grateful for **Chuck Lontine**, the owner of **The Cloud, 96.9 FM**, who organized Dignity Tuesday, which he started during the pandemic. He is a humble man

with a big heart, and I salute him.

I'm grateful for the community we live in and for the larger metro Denver community. As most of you know, Dec. 10th is **Colorado Gives Day**. I recently learned about its origins. It was started in 2010, when it was reported that Colorado was 50th on the list of states when it came to individual charitable giving. Thanks to the **Colorado Gives Foundation**, Colorado now ranks at the top of that list.

When thinking about who I'm grateful for, **our clients** — most of whom came to us from reading this column each week — come to mind immediately. Thank you for calling us, so we don't have to call you! It is so nice that we don't have to sell ourselves to prospective sellers and buyers. They come to us "pre-sold" thanks to this long-running newspaper column.

I particularly appreciate those readers who take the time to write to me, suggesting topics they want

me to write about or making me aware of an issue that might have escaped my attention.

In that regard, I have to say that I'm especially grateful to the publications who have made it possible for me to publish this column so widely.

My first big newspaper contract was with the **Rocky Mountain News**, when they created the **YourHub** section in 2005. When the Rocky ceased publishing in 2009, YourHub was the only piece of the Rocky which *The Denver Post* picked up and promoted. I'd like to think that my full-page ad 52 times per year in every local edition of YourHub might be a factor in justifying its continuation. Thank you, **The Denver Post**, for continuing that publication so that I can continue reaching your readers all across the metro area.

Thank you, **Linda Shapley**, the publisher of **Colorado Community Media**, for making it possible for this column to appear in all 24 of your weekly metro area newspapers. And, I should add thanks to the **National Trust for Local News** and the **Colorado Sun**, which purchased CCM in 2021 with a commitment to saving community newspapers. If it weren't for them and their non-profit model, some of those 24 newspapers might not be around today.

Lastly, my thanks to **Dan Johnson** of the **Denver Gazette** for soliciting my account in October and making an offer I couldn't refuse to include this full-page ad in their digital newspaper. Like the printed newspapers, the **Denver Gazette** has a mature homeowner demographic that is perfect for this column. Those are my most faithful readers — although some of them object to my progressive views!

I'm also grateful to my **professional colleagues, especially fellow Realtors**, who are among my most regular readers. And the Realtor association itself (the **Denver Metro Association of Realtors** or DMAR) does important work keeping us up to date on skills and industry developments.

Just as important, in that regard, is **Inman News**, which provides an endless stream of important email newsletters keeping me abreast of industry developments, innovations and challenges, which sometimes inspire a topic for this column. Inman describes itself as "the leading real estate news source for real estate agents, Realtors, brokers, real estate executives and real estate technology leaders who need the latest real estate news, insights and analysis to grow their business and stay ahead of the competition." I couldn't stay as informed as I am — and keep my readers informed — without Inman in my back pocket. I mean, my inbox!

My broker associates, listed below, play an invaluable role in the day-to-day operation of Golden Real Estate. They are wonderfully diverse in their skills and backgrounds, and they help to staff our storefront office in downtown Golden seven days a week. They get wonderful reviews from the past clients, which you can read by clicking on the "Testimonials" tab on our website, www.GoldenRealEstate.com.

Happy Thanksgiving to all!

Should you move or stop receiving this newspaper, remember that you can get this column by email. Over 1,300 readers already do! It is published at RealEstateToday.substack.com.

Many Agents Are Taking a Continuing Education Class That Will Be Obsolete on January 1st

All licensed real estate professionals in Colorado are required to take the Annual Commission Update (ACU) class as part of their continuing education requirement to renew their license.

The class can be taken at any time during the calendar year, with a new version introduced each January.

At Golden Real Estate, I incentivize our broker associates by reimbursing the \$40 cost of the 4-hour class, but only if they take it in January. That's how important I think it is to stay current on the ever-evolving rules with which we must comply and to learn about the latest revisions to the contract forms we must use. It can be taken either online or in-person.

Many licensees, however, don't take this CE class until the end of the year. I asked some of the major providers of the course for their enrollment figures to see how many agents wait until the 4th quarter to take the class.

One of the biggest providers of CE classes is DMAR's PEAK division. Lisa Kallweit, DMAR's director of member services, couldn't give me this quarter's enrollment numbers, but provided these numbers for the 4th quarter of the last three years.

- 2021 - 429 agents
- 2022 - 372 agents
- 2023 - 331 agents

Another big provider is Educated Minds. They have 393 agents enrolled so far this quarter and reported these numbers for the past three years:

- 2021 - 802 agents
- 2022 - 719 agents
- 2023 - 652 agents

It seems such a waste to take the ACU class at the end of the year, when the updated ACU class will be released a few weeks from now.

Also, how many things will agents learn this quarter that they should have learned at the beginning of 2024?



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