



# Course List

## Current Trends

**CORE COURSE** required for each license renewal  
Core Curriculum 2018-2019 3 hrs X

## Internet/computer interest classes

- \_\_\_ GET Connected on the internet 3 hrs  
You must have online presence to connect with clients
- \_\_\_ Twenty Questions on Twitter 3 hrs X  
Are you tweeting to build your business?
- \_\_\_ Blogging Basics 3 hrs X  
Blogging replaces your bus card, newsletter, and ads!!!!
- \_\_\_ Get your Face on Facebook 3 hrs  
Facebook is the updated white pages of this century.
- \_\_\_ Twenty Questions on LinkedIn 3 hrs X  
This is social media for business

## Marketing Classes

- \_\_\_ Safety and Security 3 hrs  
People, Paper and Property.... Keep them all safe
- \_\_\_ Agent Survival Moving toward Success 3 hrs X  
Discover a good plan to deal with this market.
- \_\_\_ Boost Your Business 3 hrs X  
Really work on having a good sphere
- \_\_\_ The Future 3 hrs  
Possibilities, Predictions, Preparing for change
- \_\_\_ Why Should a seller List? 3 hrs X  
Discover reasons sellers should list.
- \_\_\_ Choose Your Business 3 hrs X  
Go after the real estate business you want
- \_\_\_ Pay Attention to your customers 3 hrs  
AND.. still stay sane and reap future business!
- \_\_\_ Marketing without Money 3 hrs X  
Stop spending money... use free resources to market
- \_\_\_ Time Management 3 hrs  
You can't manage time.. it is an oxymoron!
- \_\_\_ Are you a Secret Agent? 3 hrs  
Do your friends ask if you are still in the business?
- \_\_\_ Look UP! Learn about Seattle Architecture 3 hrs  
Take Natalie's walking tour of Seattle!
- \_\_\_ Make the Phone Ring with Referrals 3 hrs  
Are you actively working on referral business?
- \_\_\_ Signing Listing Agreements 5 hrs X  
Taking and marketing residential listings
- \_\_\_ The Key to Buyers 7.5 hrs X  
Learn motivation, qualifying, disclosure & contracts
- \_\_\_ Listings that Sell 7.5 hrs X  
Get your listings to successfully sell!.

## Finance classes

- \_\_\_ A Menu of Mortgages 3 hrs  
Learn about different loan programs available.
- \_\_\_ Today's Rates 3 hrs  
Learn how to evaluate mortgage rates and fees
- \_\_\_ Reach Out and Take this ARM 3 hrs  
Discover different adjustable rate programs.
- \_\_\_ Credit Reports 3 hrs  
Fair Credit Reporting Act and consumer reports
- \_\_\_ Beware of Loser Loans 3 hrs  
Learn to identify predatory lending problems
- \_\_\_ FHA 203K and other Rehab loans 3 hrs  
Discover loan programs designed for fixers.
- \_\_\_ Shedding Light on the Mortgage Industry 3 hrs  
The market, credit and gov't loan programs
- \_\_\_ Sell more Homes with Government Loans 3 hrs  
There are fantastic FHA and VA programs.
- \_\_\_ Choose to Reverse 3 hrs  
Learn about reverse mortgages ... and for purchase.
- \_\_\_ Qualifying for a mortgage 3 hrs X  
Basic qualifying information

## Pricing Property

- \_\_\_ The Danger of Overpricing 3 hrs  
Don't take overpriced listings... they won't sell!
- \_\_\_ What is a Home Worth? 5 hrs X  
Discover concepts and practices of estimating value.

## Condominium Classes

- \_\_\_ Conveying Condos 3 hrs  
Look at the differences and ways to get condos sold.

## Legal Issues

- \_\_\_ Is that a Real Estate Law 3 hrs  
Learn the NEW laws that guide your business
- \_\_\_ Watch What You Say 3 hrs X  
Over 2/3 of lawsuits are due to misrepresentation
- \_\_\_ Real Estate Fraud and Foreclosure Scams 3 hrs  
From infomercials to ads.... Stay away from scams
- \_\_\_ White Collar Crime 3 hrs X  
Here are 10 examples of fraud in our industry
- \_\_\_ The Dangerous Dozen 5 hrs X  
Avoid the most common errors on real estate contracts
- \_\_\_ When are you an Agent 5 hrs X  
Understand the importance of agency relationships
- \_\_\_ Consumer Rights 5 hrs X  
Learn the rights of the consumer in transactions
- \_\_\_ Fair Housing 7.5 hrs X  
Learn conduct that violates the law
- \_\_\_ Keep Your License 7.5 hrs X  
Learn the difference between ethics, laws and rules
- \_\_\_ The Legal Edge 7.5 hrs X  
This class includes the core curriculum

## Title/Escrow/Closing Classes

- \_\_\_ Who Owns this House? 3 hrs X  
Have you checked to see who the seller is?
- \_\_\_ Escrow Essentials 3 hrs  
Learn about getting a transaction closed.
- \_\_\_ Closing Challenges 3 hrs  
Discover the kinds of things that can delay closing
- \_\_\_ The Inside View 3 hrs X  
Learn about title insurance and its role in sales.
- \_\_\_ Reading and Understanding Prelim Title 3 hrs  
Know what to look for on the preliminary report
- \_\_\_ Understanding Title Insurance 5 hrs  
What the informed real estate agent needs to know.
- \_\_\_ Earnest Money and Escrow 5 hrs X  
From the first check to the last

## Home Inspection Classes

- \_\_\_ Indoor Air Quality 3 hrs  
Learn about air quality from a professional.
- \_\_\_ Water is the Enemy 3 hrs  
Learn how water can be destructive to housing
- \_\_\_ Molds in a home 3 hrs  
Learn about mold, identifying and dealing with it.

## Property Management classes

- \_\_\_ Rental Rights 3 hrs X  
Do you know the rights of the tenants and landlords?
- \_\_\_ Residential Rental Reality 5 hrs X  
Basic principles of residential property management.

## Instructor Development Workshop 15 hrs

This class is required to be certified to teach clockhours.

**X** Class can ALSO be taken online ...see website.