

JANUARY

JUNE

2019



Brightwood  
REAL ESTATE EDUCATION

CURRICULUM BY  
**KAPLAN**

# TEXAS

## Real Estate

Offered by Brightwood College, Houston

**LICENSING EDUCATION**



# THE KNOWLEDGE

you need to succeed!

## Our comprehensive study solutions:

- Include exam-focused materials designed to help you pass
- Provide the skills you need to help your clients and excel in your career
- Contain the most current and accurate information available

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"The hard working and caring staff and instructors make the learning experience a real treat."

-Shane L.

TREC provider license number—

**Brightwood College Qualifying Education #701049**

Course approval numbers are available upon request.

# 3 WAYS

to complete your education!

## No two students' schedules are exactly alike.

That's why we offer you three distinctly different education delivery vehicles to help you complete your licensing requirements. Each has unique advantages designed with the highest level of convenience and success in mind.



## ONDEMAND VIDEO REVIEW

With a few clicks of the mouse, our innovative OnDemand virtual classroom helps you complete your required education on your terms. The chapter quizzes, additional support material, and final exams are online.

- **Anytime, Anywhere:** Convenient online learning anywhere you have access to the Internet
- **Your Own Schedule:** Start, stop, pause, and rewind each video lesson or segment as often as you like
- **Interactive Learning:** Join our real estate experts in our state-of-the-art studio from your own home
- **Help When You Need It:** Get personal attention with regular emails and one-to-one phone calls



## LIVE CLASSROOM REVIEW

If you work best with set class times and enjoy lively discussions with instructors and classmates, this option is for you. Learn from state-certified instructors at one of our live classroom locations. The chapter quizzes, additional support material, and final exams are online.

### Arlington

Arlington–Brightwood College  
2241 S Watson Rd, #181  
Arlington, TX 76010

### Houston

Norris Conference Center  
Houston Westchase  
9990 Richmond Ave, #102  
Houston, TX 77042



## HOME STUDY

Our exam-focused self-study courses allow you to study when and where it's convenient for you. The chapter quizzes, additional support material, and final exams are online.

# YOUR STEP-BY-STEP GUIDE

## to obtaining a real estate license

STEP  
1

### COMPLETE YOUR 180-HOUR REQUIRED EDUCATION

Before you can qualify to take the Texas Real Estate Salesperson Exam, you must complete 180 hours of specified education. These 180 hours must include:

- 30 hours in Principles of Real Estate I (#121)
- 30 hours in Principles of Real Estate II (#122)
- 30 hours in Real Estate Law of Agency (#1151)
- 30 hours in Real Estate Law of Contracts (#1251)
- 30 hours of Promulgated Forms (#351)
- 30 hours in Real Estate Finance (#451)

*We offer these courses individually or as a part of our discounted licensing packages, shown on page 5.*

STEP  
2

### CONSIDER OBTAINING A SPONSORING BROKER

In order to practice as a real estate salesperson, you must be sponsored by a licensed Texas real estate broker. You and your sponsor will both need to complete and submit the Sponsorship Form. Once the form is accepted by TREC, your license will be issued and you may practice real estate under the sponsorship of the broker. However, you may take all of your education, apply for a license, and even receive an inactive real estate salesperson license without a sponsoring broker.

STEP  
3

### APPLY AND SUBMIT FORMS AND FEES TO TREC

After completing the required 180 hours of licensing education, submit to TREC all education documents and real estate school certificates.

STEP  
4

### SCHEDULE YOUR LICENSING EXAM AND FINGERPRINTING

After you receive your response letter from TREC approving and directing you to the Candidate Information Brochure, you can schedule your exam with Pearson VUE. You will also receive direction on how to submit your fingerprints for review. You have one year from the date your application is filed to pass the examination. The telephone number for Pearson VUE is 800.997.1248.

STEP  
5

### PREPARE FOR THE EXAM

Rely on us for the most current and comprehensive exam prep.

STEP  
6

### TAKE THE EXAM

Once you have passed the state exam and your fingerprints are on file, you will receive an Active or Inactive Salesperson License delivered via email from TREC.

# COMPLETE 180-HOUR LICENSING PACKAGES

Check out our **NEW** Career Launcher Packages on page 7.

## HOME STUDY

\$389

### Downloadable Real Estate PDF Library\*

A complete selection of real estate course PDFs. (workbooks not included)

### Interactive Study Group

Weekly live webinar

### Real Estate Exam Prep

Instructor-Led OnDemand Review and Tips

### Online Drill and Practice QBank

Covers both National and State content in an interactive testing environment

## ONDEMAND

\$429

### Instructor-Led OnDemand Video Instruction

Study anywhere, anytime!

### Real Estate Textbook Library\*

Includes course textbooks and workbooks

### Interactive Study Group

Weekly live webinar

### Real Estate Exam Prep

Instructor-Led OnDemand Review and Tips

### Online Drill and Practice QBank

Covers both National and State content in an interactive testing environment

## LIVE CLASSROOM

\$989

### 60 Hours of Instructor-Led Classroom Instruction

Convenient settings in select cities

### Real Estate Textbook Library\*

Includes course textbooks and workbooks

### Real Estate Exam Prep

Two days of instructor-led live classroom review and tips

### Online Drill and Practice QBank

Covers both National and State content in an interactive testing environment

## \*Your Real Estate Textbook or PDF Library includes the following titles:

- Modern Real Estate Practice in Texas Textbook
- Pearson VUE National Exam Prep Workbook
- Texas Essentials of Real Estate Finance Textbook
- Texas Finance Workbook
- Texas Law of Contracts Workbook
- Texas Promulgated Forms Textbook
- Texas Promulgated Forms Workbook
- Texas Real Estate Agency Textbook
- Texas Real Estate Agency Workbook
- Texas Real Estate Exam Prep Workbook
- Texas Law of Contracts Textbook
- Texas Promulgated Forms Supplement
- Texas Real Estate Principles I Workbook
- Texas Real Estate Principles II Workbook

## Interactive Study Group

*(Included with OnDemand and Home Study Packages)*

Your success on the licensing exam depends on your full understanding of the topics and concepts. That's why we have developed an **Interactive Study Group** for our distance learning students!

**Interactive Study Groups** cover national and state-specific content in live webinars designed to make distance learners part of the class through full access to our real estate industry experts. Join our expert faculty and other students for a lively discussion of topics. Prepare any questions you may have and bring them to the study groups; the goal is to reinforce key concepts covered in your courses and provide the opportunity for you to interact with our faculty and learn from other students.



REAL ESTATE  
**ACCELERATOR**

THE *FAST TRACK* TO YOUR SUCCESS

**LIVE ONLINE COURSE \$499**

You've built a solid foundation for your new career by successfully completing your comprehensive licensing education. Now, you're ready to move to the next phase of your professional development. How do you build on what you've achieved? How do you start earning commissions as quickly as possible? Real Estate Accelerator has the answers.

This intensive boot camp includes four weeks of coaching designed to teach you the specific activities an agent needs to perform on a daily, weekly, and monthly basis in order to operate a successful real estate business.

This program will arm you with business building skills and critical operating activities utilized by the nation's most successful real estate agents. You will leave the program prepared to implement the following plans and tools immediately in your real estate practice.

***Identify and practice the most important sales activities needed in order to be successful in real estate.***

**DEVELOP YOUR:**

- Business Plan
- Marketing Plan
- Income Plan

**FREE RESOURCES:**

- 16 hours of intensive training
- 4 weeks of continued coaching
- 6-month CRM subscription
- 6 weeks of access to goal tracking software

***ACCELERATE*** YOUR CAREER TODAY!

**LIVE ONLINE COURSES | 9:00 AM-1:00 PM MST**

**JAN**  
7-10

**MAR**  
11-14

**MAY**  
13-16

# COMPLETE 180-HOUR CAREER LAUNCHER PACKAGES

Get all of the support you need to successfully become a real estate agent in Texas  
with this all-inclusive package featuring **REAL ESTATE ACCELERATOR**.

## HOME STUDY \$749

### Downloadable Real Estate PDF Library\*

A complete selection of  
course PDFs

### Interactive Study Group Weekly live webinar

### Real Estate Exam Prep Instructor-Led OnDemand Review and Tips

### Online Drill and Practice QBank

Covers both National  
and State content in  
an interactive testing  
environment

**REAL ESTATE ACCELERATOR**  
LIVE ONLINE

## ONDEMAND \$829

### Instructor-Led OnDemand Video Instruction

Study anywhere, anytime!

### Real Estate Textbook Library Includes course textbooks and workbooks

### Interactive Study Group Weekly live webinar

### Real Estate Exam Prep Instructor-Led OnDemand Review and Tips

### Online Drill and Practice QBank

Covers both National and State  
content in an interactive testing  
environment

**REAL ESTATE ACCELERATOR**  
LIVE ONLINE

## LIVE CLASSROOM \$1299

### 60 Hours of Instructor-Led Classroom Instruction Convenient settings in select cities

### Real Estate Textbook Library Includes course textbooks and workbooks

### Real Estate Exam Prep Two days of instructor-led live classroom review and tips

### Online Drill and Practice QBank Covers both National and State content in an interactive testing environment

**REAL ESTATE ACCELERATOR**  
LIVE ONLINE

## MANDATORY LICENSING COURSES

An applicant for a salesperson license must complete 180 classroom hours of education consisting of the following courses: Principles, Agency Law, Contract Law, a promulgated contracts and forms addenda course, and a real estate finance course. The courses on pages 8 and 9 fulfill the 180-hour requirement.

### **Principles of Real Estate I** (121)

### **Principles of Real Estate II** (122)

MANDATORY

#### **30 Credit Hours each**

ONDEMAND \$124 each

LIVE CLASSROOM \$174 each

HOME STUDY \$105 each

Understanding the underlying principles of the real estate industry is paramount to your longterm career success. These courses are designed to provide you with in-depth exposure to the issues in real estate laws that are specific to the Texas real estate practitioner. You'll explore constitutional and statutory provisions that are accompanied with explanations that make the law understandable to you.

### **Real Estate Law of Agency** (1151)

MANDATORY

#### **30 Credit Hours**

ONDEMAND \$124

LIVE CLASSROOM \$174

HOME STUDY \$105

Mastery of the sometimes perplexing concepts of agency law is crucial to the practice of real estate. This exam-focused course has successfully educated thousands of students on the concepts of agency law, and it can do the same for you.

In this course, you will learn the relationship between a principal and an agent, an agent's authority, and an agent's duties, including fiduciary duties and the disclosure of agency. You will also learn about the termination of an agent's authority, employment law, deceptive trade practices, and listing or buying representation procedures. We know your time is valuable, so don't waste it on unproven courses. Enroll today!

### **Real Estate Finance** (451)

MANDATORY

#### **30 Credit Hours**

ONDEMAND \$124

LIVE CLASSROOM \$174

HOME STUDY \$105

A solid understanding of finance is important to the real estate licensee. This exam-focused course has successfully educated thousands of students on the laws related to finance, and it can do the same for you.

In this course, you will learn about monetary systems, primary and secondary money markets, and sources of mortgage loans. You will also learn about federal government programs, loan applications, processes and procedures, closing costs, alternative financial instruments, equal credit opportunity acts, community reinvestment act, and the state housing agency.

### **Real Estate Law of Contracts**

(1251) MANDATORY

#### **30 Credit Hours**

ONDEMAND \$124

LIVE CLASSROOM \$174

HOME STUDY \$105

Understanding contract law is vital to the practice of real estate. This course combines solid concepts of contract law with the most up-to-date, state-specific information you need to pass the contract questions on the Texas licensing exam. Based on Texas Law of Contracts, you will find this contracts course not only prepares you for success on the contract questions of your licensing exam, but will also build a solid foundation for your career in real estate.

**Save \$\$ with our complete licensing packages!**

See pages 5 and 7.

**Promulgated Contract Forms (351)**

MANDATORY

**30 Credit Hours**

ONDEMAND \$124

LIVE CLASSROOM \$174

HOME STUDY \$105

Understanding how to use contract forms properly and the rules related to the use of contract forms is essential to the practice of real estate. This course combines solid concepts of contract law with the most up-to-date, state-specific information you need to answer the questions related to promulgated forms on the Texas licensing exam. Based on Texas Promulgated Contract Forms, this contracts course prepares you for success on your licensing exam, in addition to building a solid foundation for your real estate career.

In this course, you will learn about the unauthorized practice of law, the Broker–Lawyer Committee, and current promulgated forms. You will also learn about commission rules governing the use of forms, as well as case studies involving the use of forms.

### **Texas Real Estate Exam Prep With Complete Online Drill & Practice QBank**

HIGHLY RECOMMENDED EXAM PREP WITH UPDATED CONTENT!

**0 Credit Hours**ONDEMAND OR LIVE CLASSROOM \$169 *(Tuition includes all books)*

Exam prep is the most accurate predictor of whether you are ready for the actual licensing exam. This course consists of two full-length practice exams and two content review sessions. Each practice exam consists of the same two portions you will face on the actual licensing exam (a national portion and a state portion).

Additionally, you will receive online access to the National Pearson VUE Drill and Practice QBank and the Texas Real Estate Drill and Practice QBank. You'll be as prepared as possible when you test yourself with hundreds of questions. You can simulate nearly every test environment to help improve your exam score. And because the QBank is online, you can access it anytime, anywhere it is convenient for you!

**Real Estate Math****0 Credit Hours**

ONDEMAND \$29

Does real estate math make you anxious and uneasy? Then this refresher course is just what you need to prepare for your licensing exam. You will review the calculations to determine a commission under different circumstances. Additionally, you will understand how to determine the seller's net from sale and price based on a specified seller's net. You'll review the calculations necessary to establish the amount a property has appreciated or depreciated. Building on this calculation, you will then review how to ascertain the rate of return on a property and verify formulas necessary for property managers.

Loan calculations will be reviewed, and you'll develop greater understanding of loan-to-value ratio and equity, discount points and origination fees, amortization and qualifying a buyer, area calculations, legal descriptions, and much more. Enroll today!

Broker Upgrade Requirements: You must have four years of active experience as a real estate salesperson or broker during the 60-month period immediately preceding your application to become a Texas Real Estate Broker. Additionally, you must meet the additional education requirements as outlined by the Texas Real Estate Commission:

<https://www.trec.texas.gov/become-licensed/individual-real-estate-broker>

### **Real Estate Finance (451)**

#### **30 Credit Hours**

ONDEMAND \$124

LIVE CLASSROOM \$174

HOME STUDY \$105

You will learn about monetary systems, primary and secondary money markets, and sources of mortgage loans. You will also learn about federal government programs, loan applications, processes and procedures, closing costs, alternative financial instruments, equal credit opportunity acts, community reinvestment act, and the state housing agency.

### **Texas Essentials of Real Estate Investment**

#### **30 Credit Hours**

ONLINE \$159

HOME STUDY \$105

The desire to accumulate a measurably valuable estate and to generate a revenue stream is no doubt one major reason for the tremendous interest in the ownership of real property in this country. It appears that almost everyone gives high priority to the ownership of real estate, from the smallest condominium to the largest shopping center. This course examines the current real estate market and describes the various opportunities for real estate investors.

*This course has been submitted to the Texas Real Estate Commission. Its current status is "approval pending."*

*Course hours and prices are subject to change. Please check KapRE.com for the most updated information.*

### **Property Management (851)**

#### **30 Credit Hours**

ONLINE \$159

HOME STUDY \$105

Property managers must be mindful of strategies for risk reduction, environmental issues and safety, and understanding the needs of tenants and owners, all while maintaining and managing properties. This course explores daily issues facing practitioners, such as maintenance, accounting, administrative, and legal activities. The course has up-to-date content on federal regulations, such as civil rights, fair housing, ADA issues, and environmental concerns.

### **Texas Sales and Marketing 101 for Real Estate Professionals (551)**

#### **30 Credit Hours**

ONLINE \$159

HOME STUDY \$105

Discover how accurate market research and understanding client motivations can help you segment your marketplace for the most effective target marketing possible. Also answered is the age-old question of the difference between price and value, and how it is employed to support your fees.

## **Real Estate Study Package \$49**

To purchase, call **800.638.9529**.

**Includes:**

- Modern Real Estate Practice Flashcards
- The Language of Real Estate (book)
- The Language of Real Estate (MP3)

# TEXAS REAL ESTATE LIVE CLASSROOM SCHEDULES

## ARLINGTON | WEEKDAY CLASSES | 8:30 am–5:00 pm

PRINCIPLES OF REAL ESTATE I Monday–Tuesday (1 ½ days)	PRINCIPLES OF REAL ESTATE II Tuesday–Thursday (2 ½ days)	LAW OF AGENCY Monday	REAL ESTATE FINANCE Tuesday	LAW OF CONTRACTS Wednesday	PROMULGATED FORMS Thursday
Jan 14, 15	Jan 15, 16, 17	Jan 22 (Tuesday)	Jan 23 (Wednesday)	Jan 24 (Thursday)	Jan 25 (Friday)
Mar 25, 26	Mar 26, 27, 28	Apr 1	Apr 2	Apr 3	Apr 4
Jun 17, 18	Jun 18, 19, 20	Jun 24	Jun 25	Jun 26	Jun 27

\* Principles of Real Estate I, 1.5 days, broken out as follows: Day 1: 8:30 am–5:00 pm, Day 2: 8:30 am–12:30 pm  
 Principles of Real Estate II, 2.5 days, broken out as follows: Day 2: 1:30–5:00 pm, Day 3: 8:30 am–5:00 pm, Day 4: 8:30 am–5:00 pm

## ARLINGTON | WEEKEND CLASSES | 8:30 am–5:00 pm

PRINCIPLES OF REAL ESTATE I Saturday & Sunday (1 ½ days)	PRINCIPLES OF REAL ESTATE II Saturday & Sunday (2 ½ days)	LAW OF AGENCY Saturday	REAL ESTATE FINANCE Sunday	LAW OF CONTRACTS Saturday	PROMULGATED FORMS Sunday
Feb 23, 24	Feb 24, Mar 2, 3	Mar 9	Mar 10	Mar 16	Mar 17
Apr 27, 28	Apr 28, May 4, 5	May 11	May 12	May 18	May 19

\* Principles of Real Estate I, 1.5 days, broken out as follows: Day 1: 8:30 am–5:00 pm, Day 2: 8:30 am–12:30 pm  
 Principles of Real Estate II, 2.5 days, broken out as follows: Day 2: 1:30–5:00 pm, Day 3: 8:30 am–5:00 pm, Day 4: 8:30 am–5:00 pm

## HOUSTON | WEEKDAY CLASSES | 8:30 am–5:00 pm

PRINCIPLES OF REAL ESTATE I Monday–Tuesday (1 ½ days)	PRINCIPLES OF REAL ESTATE II Tuesday–Thursday (2 ½ days)	LAW OF AGENCY Monday	REAL ESTATE FINANCE Tuesday	LAW OF CONTRACTS Wednesday	PROMULGATED FORMS Thursday
Feb 4, 5	Feb 5, 6, 7	Feb 11	Feb 12	Feb 13	Feb 14
Apr 29, 30	Apr 30, May 1, 2	May 6	May 7	May 8	May 9

\* Principles of Real Estate I, 1.5 days, broken out as follows: Day 1: 8:30 am–5:00 pm, Day 2: 8:30 am–12:30 pm  
 Principles of Real Estate II, 2.5 days, broken out as follows: Day 2: 1:30–5:00 pm, Day 3: 8:30 am–5:00 pm, Day 4: 8:30 am–5:00 pm

## WEEKDAY EXAM PREP | Thursdays & Fridays | 8:30 am–6:00 pm

### Arlington

Jan 3, 4	Feb 14, 15	Apr 25, 26	Jul 18, 19
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### Houston

Mar 7, 8	May 30, 31
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## WEEKEND EXAM PREP | Saturdays & Sundays | 8:30 am–6:00 pm

### Arlington

Mar 23, 24	Jun 1, 2
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Live online courses coming soon! Visit [www.KapRE.com/TXLIC](http://www.KapRE.com/TXLIC) for updates.

*Don't forget about your  
continuing education!*

**Brightwood offers comprehensive CE study  
solutions designed to meet your busy schedule.**

For a full list of upcoming courses, visit  
**[www.KapRE.com/TXCE](http://www.KapRE.com/TXCE)**

**ENROLL TODAY**

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**[www.KapRE.com/TXLIC](http://www.KapRE.com/TXLIC)**  
or call **800.638.9529**