

JANUARY

JUNE

2018



Brightwood

REAL ESTATE EDUCATION

POWERED BY KAPLAN

# TEXAS

## Real Estate

Offered by Brightwood College, San Antonio (Ingram)

**CONTINUING EDUCATION**

**KAPLAN** REAL ESTATE  
EDUCATION

is **NOW**

Brightwood Real Estate Education



NEW NAME. NEW LOOK. **SAME GREAT EDUCATION.**

# THE KNOWLEDGE

you need to succeed!

## Our comprehensive study solutions:

- Satisfy the Texas Real Estate Commission requirements
- 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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## ADDITIONAL TOOLS

### Career Starter Pack | \$59

- Up and Running in 30 Days
- 21 Things I Wish My Broker Had Told Me
- Before Hitting Send: Power Writing Skills for Real Estate Agents

This valuable package of our top selling books is designed to provide you with effective tools and strategies for your business.



# 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.



## LIVE CLASSROOM

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 Learning Centers:

### Arlington

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

### Dallas

Brightwood College—  
Dallas Campus  
12005 Ford Rd., #500  
Dallas, TX 75234

### Houston

Norris Conference Ctr.  
9990 Richmond Ave., #102  
Houston, TX 77042



## ONDEMAND VIDEO

Our stunning OnDemand video lecture format allows you to access professional instruction anytime and anywhere you have an Internet connection. Filled with studio and “onsite” video learning, OnDemand courses engage, enlighten, and entertain!

- Field videos put lessons into real-life scenarios
- Start, stop, pause, and rewind each video segment
- Join our real estate experts from your own home or office

*For additional information on supported devices, please visit [www.KapRe.com/company/system-requirements](http://www.KapRe.com/company/system-requirements)*



## TEXT-BASED ONLINE

Comprehensive text-based (non-video) online instruction available anytime, anywhere you have access to the Internet. Courses include 100% clock-time gated course progression delivery.

**TREC provider license number—  
TREC CE Provider #701049**

Course approval numbers are available upon request.

Enroll Today @ [www.KapRE.com/TXCE](http://www.KapRE.com/TXCE)

# LIVE CLASSROOM

## MCE PACKAGES AND COURSES

### BUNDLE & SAVE

#### **Texas Complete 18-Hour Salesperson CE Package 1 | \$119**

Millennials: Challenging the Traditional Real Estate Model

The Weird, Wild, and Wonderful World of Real Estate

2018/2019 Texas Real Estate Commission Legal Update I MCE

2018/2019 Texas Real Estate Commission Legal Update II MCE

#### **Texas Complete 18-Hour Salesperson CE Package 2 | \$119**

Millennials: Challenging the Traditional Real Estate Model

Tour d' Real Estate: What Homeowners Want

2018/2019 Texas Real Estate Commission Legal Update I MCE

2018/2019 Texas Real Estate Commission Legal Update II MCE

#### **Texas Complete 18-Hour Broker CE Package | \$119**

Millennials: Challenging the Traditional Real Estate Model

TREC 2017/2018 Broker Responsibility MCE

2018/2019 Texas Real Estate Commission Legal Update I MCE

2018/2019 Texas Real Estate Commission Legal Update II MCE

#### **2018/2019 Texas Real Estate Commission Legal Update I MCE**

**4 Credit Hours** \$49

In this course, you will explore up-to-date information concerning current legal issues and understand the proper procedures to appropriately manage these issues. You face a changing, and increasingly competitive, marketplace in which quick accurate decisions make the difference in cultivating successful transactions. This mandatory course will provide the knowledge you need to stay current and competitive in the Texas real estate industry.

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

#### **2018/2019 Texas Real Estate Commission Legal Update II MCE**

**4 Credit Hours** \$49

This TREC Legal Update course is designed to help you increase your knowledge of the ethics requirements pertaining to Texas real estate transactions. This in-depth review will confirm your understanding and help foster proper administration of many hot topic concerns such as CSST lightning safety awareness, bonding of the gas supply system, Consumer Financial Protection Bureau, Home Owner's Associations, and transfer on Death Act.

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

## Millennials: Challenging the Traditional Real Estate Model

**4 Credit Hours** \$49

This course examines the factors driving today's real estate market, beyond the newspaper headlines. Facts, trends, and hard data illustrate how the foremost factors for Baby Boomers no longer apply. You will learn how Millennials, today's largest real estate client group, prefer to buy, sell, rent, strategize, and communicate with you. After this course, you will have a better understanding of how to represent these clients. This course will challenge your approach to working with today's buyers and sellers, and educate you about their specific preferences, including how builders and the real estate industry are responding to Millennials. Essential client expectations and patterns are explored, so you can re-tool your skill set of knowledge and practices, as well as reposition your branding and image to reflect an understanding of the new model. This course prepares you to work effectively and productively with Millennials, resulting in helping them achieve their real estate goals. Join us for this compelling look into the future of real estate.

## The Weird, Wild, and Wonderful World of Real Estate

**6 Credit Hours** \$59

Join us for a journey through some of the weird, wild, and wonderful real estate trends in the industry today. We will examine your clients' interests reflected in emerging trends, including design and product selection. You will see some non-traditional shelters and learn about a variety of the unusual products used as building materials, including recycled and reused products, and the potential and surprising hazards associated with them.

Next, you will take a walk on the wild side, exploring some new trends in living arrangements and how Mother Nature can affect real estate. This course teaches you how to recognize potential dangers, as well as what to do if a property has sustained damage from forces such as wind, water, and pest infestation. You will leave this class with an understanding of how weird and wild industry trends affect the real estate market and your clients' preferences. Finally, you will learn about some wonderful new alternatives that will help you work with today's clients like never before!

## Tour d' Real Estate: What Homeowners Want

**6 Credit Hours** \$59

Good news! Many indicators show that the housing market has rebounded and continues to grow. In this interesting and informative classroom experience, you'll learn about emerging buyer trends. We have analyzed what's new, what buyers like, and what they are selecting concerning the use of space both indoor and outdoor...to finishes of walls to floors, including upgrades addressing occupant health issues, and more. You'll also learn about tech that goes mainstream, popular space conversions, and what's in and what's out. This class will help both real estate agents and contractors achieve business success by understanding how the physical house has changed and what their clients are looking for when making buying and remodeling decisions.

## TREC 2017/2018 Broker Responsibility MCE

**6 Credit Hours** \$59

The Texas Real Estate Commission Rules require a broker who sponsors salespersons, a designated broker of a business entity, and a licensee who is a delegated supervisor of one or more licensees, to have an understanding of the regulatory aspects of the management, operation, and supervision of a real estate brokerage firm in Texas. This course is designed to give the licensee the knowledge required for adequate performance of these duties.

# ONDEMAND VIDEO COURSES

## BUNDLE & SAVE

### COMING SOON!

#### **Texas Complete Salesperson CE Package 1 | \$79**

2018/2019 Texas Real Estate Commission Legal Update I MCE ([Online](#))  
2018/2019 Texas Real Estate Commission Legal Update II MCE ([Online](#))  
The Tiny House: Is it a Phase or Craze? ([OnDemand](#))  
All Under One Roof ([OnDemand](#))

#### **Texas Complete Salesperson CE Package 2 | \$79**

2018/2019 Texas Real Estate Commission Legal Update I MCE ([Online](#))  
2018/2019 Texas Real Estate Commission Legal Update II MCE ([Online](#))  
The Tiny House: Is it a Phase or Craze? ([OnDemand](#))  
Good, Better, Best: When Price, Quality, and Value All Matter ([OnDemand](#))

#### **Texas Complete Broker CE Package 1 | \$79**

2018/2019 Texas Real Estate Commission Legal Update I MCE ([Online](#))  
2018/2019 Texas Real Estate Commission Legal Update II MCE ([Online](#))  
TREC 2017/2018 Broker Responsibility MCE ([Online](#))  
The Tiny House: Is it a Phase or Craze? ([OnDemand](#))

#### **Texas Complete Broker CE Package 2 | \$79**

2018/2019 Texas Real Estate Commission Legal Update I MCE ([Online](#))  
2018/2019 Texas Real Estate Commission Legal Update II MCE ([Online](#))  
TREC 2017/2018 Broker Responsibility MCE ([Online](#))  
The Twenty Most Cost-Effective Home Improvements ([OnDemand](#))

## BUILD-YOUR-OWN CE packages

**Texas RE CE 18-Hour CE Package - OnDemand/Online**  
**18 Hours \$79**

**Texas RE CE 18-Hour CE Package - Any Combination**  
**(Live Class/Online/OnDemand) 18 Hours \$119**

Call **800.866.8036** to order.



These courses are delivered in our stunning OnDemand video lecture format. With Brightwood's OnDemand video lectures, you have the ability to access professional instruction anytime and anywhere you have an Internet connection! Filled with studio and "onsite" video learning objectives, these OnDemand courses engage, enlighten, and entertain!

Watch a demo of our OnDemand course at  
[www.KapRE.com/OnDemandDemo](http://www.KapRE.com/OnDemandDemo).

### All Under One Roof

**6 Credit Hours** \$34

Learn how the changing demographics and economics of recent years have influenced desirability for some types of homes over others. You'll also see what new types of properties are emerging to meet these multi-generational buyer challenges. This course will help you understand the changes and communicate with these buyers and sellers with specialized needs that few agents know how to adequately respond to. You'll also gain understanding of fair housing areas that warrant attention. This class embraces the complexity of the client's situation and helps you create new solutions for today's most complicated buyers and sellers.

### Good, Better, Best: When Price, Quality, and Value All Matter

**6 Credit Hours** \$34

Learn the universal language used by appraisers. You'll acquire an insider's view of how value is defined and assigned by the appraiser. Also, you'll understand the consumer criteria of price, longevity, performance, aesthetics, and resale value for a variety of property elements. You'll also learn how to help your clients identify poor quality in spite of acceptable appearance. Find out what the most surprising low-cost, high-value materials are, what type of siding lasts the longest, and which foundation type will save homeowners the most money in the long run.

### The Tiny House:

#### Is It a Phase or Craze?

**4 Credit Hours** \$24

Learn the origin of the tiny house, the different types, the structural elements, costs and considerations, valuation of property, and when a tiny house is considered real property. We'll also identify financing options specific to the tiny house and introduce you to tiny house communities developing across the country. The tiny house is a reflection of expressed values by a growing number of buyers today.

### The Twenty Most Cost-Effective Home Improvements

**4 Credit Hours** \$24

U.S. Census Bureau statistics indicate that maintenance and repairs make up about 30 percent of home expenditures. The other 70 percent is spent for alterations, major replacements, additions, and outside additions and alterations. This is your guide to 20 home improvements that maximize resale value. You'll learn where the money goes in a typical remodeling job, and how much is spent on kitchen and bathroom remodeling, plumbing, HVAC, roofing and more.

# TEXT-BASED ONLINE

## **Introduction to Commercial Real Estate Sales**

**6 Credit Hours \$29**

This popular course provides a comprehensive introduction to the potentially lucrative field of commercial real estate. In this course, you will learn how to realize the investment opportunity for various categories of commercial property, including office, retail, industrial, and multi-unit residential. You will also explore the financial and tax elements involved in commercial real estate.

## **Investment Property Practice and Management**

**10 Credit Hours \$49**

While property management presents significant challenges, there is also the potential for very lucrative earnings from investment properties. This course will provide you with a comprehensive overview of what major duties and responsibilities are assigned to a property manager. You will explore the economics of the rental business, from setting rents and estimating vacancies to scheduling daily maintenance and construction projects.

## **Property Management and Managing Risk**

**6 Credit Hours \$29**

Packed with relevant information, this course covers what it takes to successfully execute rental agreements and how to deal with common tenant issues. You will also learn the biggest risks and liabilities associated with managing rental properties, and the most problematic tenant safety issues that property managers and their clients face on a daily basis.

## **Real Estate And Taxes: What Every Agent Should Know**

**6 Credit Hours \$29**

Learn how to demystify tax laws to help your clients make smart housing decisions. You'll obtain a thorough background on basic tax issues, calculations, and formulas in order to gain the knowledge and practice to better assist clients on tax-related questions and issues.

## **NEW! Scams, Scoundrels, and Real Estate Stings**

**6 Credit Hours \$29**

Real Estate-related scams have come a long way and are far-reaching. Learn about the newest schemes, like flopping, and how today's high- and low-tech scammers prey on the unsuspecting. You'll learn how scams hurt your reputation and the liability that comes with being associated with a real estate scam.

This course takes you one crime at a time, recognizing who is liable, assessing the consequences, and revealing the resources that will help you avoid the dark side of the industry today. Whether it's a vague seller disclosure or a suspicious short sale practice, you have come to the right place to solve the mystery. Learn how you can sting-proof your reputation while keeping your clients out of harm's way and protecting their interests.

## **Sustainable Housing and Building Green: What Agents Should Know**

**6 Credit Hours \$29**

Learn how green building certifications are valuable to consumers, who these rating organizations are, and how they differ. Discover how state governments, the EPA, and the Department of Energy are not immune to this growing movement. In addition, you will learn the value of identifying green features in multiple listing services and the importance of using them when compiling a competitive market analysis and/or appraisals.

## **The Truth About Mold**

**6 Credit Hours \$29**

This course discusses the impact of mold on the real estate industry, and you will learn important information on topics such as remediation, reducing liability, sampling and test kits, health effects of mold, and the differences between mold and other environmental red flags. Learn more about this widely misunderstood topic with updated information on issues relating to mold, as well as how these issues impact the real estate profession.

*Course hours, dates, and prices are subject to change.  
Please check KapRE.com for the most up-to-date information.*



# TEXT-BASED ONLINE SAE

## BUNDLE & SAVE

### SAE 90-Hour Home Study Package \$299

- Texas Sales and Marketing 101 for Real Estate Professionals
- Property Management
- Texas Essentials of Real Estate Investment

### SAE 90-Hour Online Package \$369

- Texas Sales and Marketing 101 for Real Estate Professionals
- Property Management
- Texas Essentials of Real Estate Investment

## COMING SOON!

### SAE 98-Hour Home Study Package \$339

- Texas Sales and Marketing 101 for Real Estate Professionals
- Property Management
- Texas Essentials of Real Estate Investment
- 2018/2019 Texas Real Estate Commission Legal Update I MCE
- 2018/2019 Texas Real Estate Commission Legal Update II MCE

### SAE 98-Hour Online Package \$409

- Texas Sales and Marketing 101 for Real Estate Professionals
- Property Management
- Texas Essentials of Real Estate Investment
- 2018/2019 Texas Real Estate Commission Legal Update I MCE
- 2018/2019 Texas Real Estate Commission Legal Update II MCE

## Property Management

### 30 Credit Hours

HOME STUDY \$119

ONLINE \$159

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 Essentials of Real Estate Investment

### 30 Credit Hours

HOME STUDY \$119

ONLINE \$159

This course examines the current real estate market and describes the various opportunities for real estate investors. Real estate may provide a profitable alternative for an investor's portfolio with much of the income sheltered by deductions for operational costs, interest expenses, and depreciation. You will learn about real estate investment characteristics, techniques of investment analysis, and time-valued money. You will also learn about discounted and non-discounted investment criteria, leverage, tax shelters, depreciation, and applications to property tax.

## Texas Sales and Marketing 101 for Real Estate Professionals

### 30 Credit Hours

HOME STUDY \$119

ONLINE \$159

Learn how sales are a part of the total marketing effort, and how your personal and company image can play a significant role in your clients' ability to trust you. 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.

# COURSE SCHEDULES

## ARLINGTON

COURSE NAME	DATES	CLASS HOURS DAY 1	CLASS HOURS DAY 2
Texas Complete Broker CE Package 1	Weekday   Weekend	8:30 am–12:30 pm 1:30 pm–7:30 pm	8:30 am–12:30 pm 1:30 pm–5:30 pm
Millennials: Challenging the Traditional Real Estate Model	February 17   May 3	8:30 am–12:30 pm	
TREC 2017/2018 Broker Responsibility MCE	February 17   May 3	1:30 pm–7:30 pm	
2018/2019 Texas Real Estate Commission Legal Update I MCE	February 18   May 4		8:30 am–12:30 pm
2018/2019 Texas Real Estate Commission Legal Update II MCE	February 18   May 4		1:30 pm–5:30 pm
Texas Complete Salesperson CE Package 1	Weekend	8:30 am–12:30 pm 1:30 pm–7:30 pm	8:30 am–12:30 pm 1:30 pm–5:30 pm
Millennials: Challenging the Traditional Real Estate Model	April 7	8:30 am–12:30 pm	
The Weird, Wild and Wonderful World of Real Estate	April 7	1:30 pm–7:30 pm	
2018/2019 Texas Real Estate Commission Legal Update I MCE	April 8		8:30 am–12:30 pm
2018/2019 Texas Real Estate Commission Legal Update II MCE	April 8		1:30 pm–5:30 pm
Texas Complete Salesperson CE Package 2	Weekday   Weekend	8:30 am–12:30 pm 1:30 pm–7:30 pm	8:30 am–12:30 pm 1:30 pm–5:30 pm
Millennials: Challenging the Traditional Real Estate Model	March 8   June 2	8:30 am–12:30 pm	
Tour d' Real Estate: What Homeowners Want	March 8   June 2	1:30 pm–7:30 pm	
2018/2019 Texas Real Estate Commission Legal Update I MCE	March 9   June 3		8:30 am–12:30 pm
2018/2019 Texas Real Estate Commission Legal Update II MCE	March 9   June 3		1:30 pm–5:30 pm

## DALLAS

COURSE NAME	DATES	CLASS HOURS DAY 1	CLASS HOURS DAY 2
Texas Complete Broker CE Package 1	Weekday	8:30 am–12:30 pm 1:30 pm–7:30 pm	8:30 am–12:30 pm 1:30 pm–5:30 pm
Millennials: Challenging the Traditional Real Estate Model	April 19	8:30 am–12:30 pm	
TREC 2017/2018 Broker Responsibility MCE	April 19	1:30 pm–7:30 pm	
2018/2019 Texas Real Estate Commission Legal Update I MCE	April 20		8:30 am–12:30 pm
2018/2019 Texas Real Estate Commission Legal Update II MCE	April 20		1:30 pm–5:30 pm
Texas Complete Salesperson CE Package 1	Weekday	8:30 am–12:30 pm 1:30 pm–7:30 pm	8:30 am–12:30 pm 1:30 pm–5:30 pm
Millennials: Challenging the Traditional Real Estate Model	June 14	8:30 am–12:30 pm	
The Weird, Wild and Wonderful World of Real Estate	June 14	1:30 pm–7:30 pm	
2018/2019 Texas Real Estate Commission Legal Update I MCE	June 15		8:30 am–12:30 pm
2018/2019 Texas Real Estate Commission Legal Update II MCE	June 15		1:30 pm–5:30 pm

**DALLAS (CON'T)**

COURSE NAME	DATES	CLASS HOURS DAY 1	CLASS HOURS DAY 2
Texas Complete Salesperson CE Package 2	Weekday	8:30 am–12:30 pm 1:30 pm–7:30 pm	8:30 am–12:30 pm 1:30 pm–5:30 pm
Millennials: Challenging the Traditional Real Estate Model	February 8	8:30 am–12:30 pm	
Tour d' Real Estate: What Homeowners Want	February 8	1:30 pm–7:30 pm	
2018/2019 Texas Real Estate Commission Legal Update I MCE	February 9		8:30 am–12:30 pm
2018/2019 Texas Real Estate Commission Legal Update II MCE	February 9		1:30 pm–5:30 pm

**HOUSTON MAIN**

COURSE NAME	DATES	CLASS HOURS DAY 1	CLASS HOURS DAY 2
Texas Complete Broker CE Package 1	Weekday   Weekend	8:30 am–12:30 pm 1:30 pm–7:30 pm	8:30 am–12:30 pm 1:30 pm–5:30 pm
Millennials: Challenging the Traditional Real Estate Model	March 1   June 2	8:30 am–12:30 pm	
TREC 2017/2018 Broker Responsibility MCE	March 1   June 2	1:30 pm–7:30 pm	
2018/2019 Texas Real Estate Commission Legal Update I MCE	March 2   June 3		8:30 am–12:30 pm
2018/2019 Texas Real Estate Commission Legal Update II MCE	March 2   June 3		1:30 pm–5:30 pm
Texas Complete Salesperson CE Package 1	Weekday	8:30 am–12:30 pm 1:30 pm–7:30 pm	8:30 am–12:30 pm 1:30 pm–5:30 pm
Millennials: Challenging the Traditional Real Estate Model	April 7	8:30 am–12:30 pm	
The Weird, Wild and Wonderful World of Real Estate	April 7	1:30 pm–7:30 pm	
2018/2019 Texas Real Estate Commission Legal Update I MCE	April 8		8:30 am–12:30 pm
2018/2019 Texas Real Estate Commission Legal Update II MCE	April 8		1:30 pm–5:30 pm
Texas Complete Salesperson CE Package 2	Weekday   Weekend	8:30 am–12:30 pm 1:30 pm–7:30 pm	8:30 am–12:30 pm 1:30 pm–5:30 pm
Millennials: Challenging the Traditional Real Estate Model	Feb 10   May 17	8:30 am–12:30 pm	
Tour d' Real Estate: What Homeowners Want	Feb 10   May 17	1:30 pm–7:30 pm	
2018/2019 Texas Real Estate Commission Legal Update I MCE	Feb 11   May 18		8:30 am–12:30 pm
2018/2019 Texas Real Estate Commission Legal Update II MCE	Feb 11   May 18		1:30 pm–5:30 pm

*Course hours, dates, and prices are subject to change.  
Please check KapRE.com for the most up-to-date information.*

REAL ESTATE  
**ACCELERATOR**  
THE *FAST TRACK* TO YOUR SUCCESS

**DATE(S)** March 15-16; June 26-27

**LOCATION** Arlington

**CLASS TIMES** 8:00 am–5:30 pm

**LIVE CLASSROOM** \$499

**LIVE ONLINE:** Coming soon!

This two-day, 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 tools immediately in your real estate practice.

**COURSE INCLUDES:**

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

**DEVELOP YOUR:**

- Business Plan
- Marketing Plan
- Income Plan



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Brightwood Real Estate Education

NEW NAME. NEW LOOK. **SAME GREAT EDUCATION.**

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