

JANUARY  
DECEMBER  
**2018**



**Brightwood**  
REAL ESTATE EDUCATION  
POWERED BY **KAPLAN**

# NEW MEXICO

## Real Estate

Offered by Brightwood College, San Antonio (Ingram)

**LICENSING EDUCATION**

**KAPLAN** REAL ESTATE  
EDUCATION

is **NOW**

Brightwood Real Estate Education



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

# 2 WAYS

to complete your education!

## No two students' schedules are exactly alike.

That's why we offer you two distinctly different educational 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:

### Albuquerque

Brightwood College  
8205 Spain Road, NE, Suite 109

### Las Cruces

Springhill Suites  
1611 Hickory Loop

### Roswell

Candlewood Suites  
4 Military Heights Drive

### Santa Fe

Courtyard by Marriott  
3347 Cerrillos Road



## HOME STUDY

Our exam-focused self-study correspondence courses allow you to study when and where it's convenient for you.

# THE KNOWLEDGE

you need to succeed!

## Our comprehensive study solutions:

- Provide you with the knowledge you need to succeed in your career
- Satisfy New Mexico state requirements
- Contain the most current and accurate information available
- Educate you on how to obtain your license and excel with your skills



*"They did **everything in their power** to **prepare me to pass** the real estate exam."*

—Mike P.



# YOUR STEP-BY-STEP GUIDE

to obtaining a real estate license

STEP  
1

## REGISTER AND COMPLETE ONE OF OUR 90-HOUR PACKAGES.

**Two learning options are now available:**

### **Premium Package**

**90 Credit Hours** \$879

LIVE CLASSROOM  
HOME STUDY

### **Essential Package**

**90 Credit Hours** \$749

LIVE CLASSROOM  
HOME STUDY

Our goal is to help you pass the licensing exam. So we've included our New Mexico and National Exam Prep course with the all-inclusive premium package. You'll not only satisfy your education requirements, but our industry experts will be there to answer questions and personally coach you through the preparation process.

For details see page 5.

STEP  
2

## REGISTER FOR & TAKE THE NEW MEXICO ASSOCIATE BROKER LICENSING EXAM.

You must pass both the state and national portions of the exam with a minimum score of 75. Applicants must pay a non-refundable fee not to exceed \$95.

STEP  
3

## COMPLETE YOUR FINGERPRINTING AND OBTAIN ERRORS & OMISSIONS INSURANCE.

All persons applying for a New Mexico real estate license must submit to the commission, along with their application, proof that they have completed a live fingerprint scan and obtained Errors and Omissions Insurance. Fingerprinting shall be done **no earlier than 21 days** prior to submitting documents to apply for a license. You must register at [www.cogentid.com](http://www.cogentid.com) before you complete the live fingerprint scan for matching with a national arrest record database. You may find a full list of Fingerprint Source List for New Mexico Residents on the commission's website, [www.rld.state.nm.us/boards/Real\\_Estate\\_Commission\\_Requirements\\_and\\_Continuing\\_Education.aspx](http://www.rld.state.nm.us/boards/Real_Estate_Commission_Requirements_and_Continuing_Education.aspx).

STEP  
4

## APPLY FOR YOUR ASSOCIATE BROKER LICENSE.

Upon passing both portions of the exam, you have 6 months to apply for your Associate Broker's License, or you will be required to take the exam again.

# COMPLETE 90-HOUR Associate Broker Licensing Packages

## LIVE CLASSROOM PACKAGES

Premium  
\$879

90 Hours of  
Instructor-Led  
**LIVE CLASSROOM**

Convenient settings in  
select cities

**New Mexico & National  
Real Estate Exam Prep**

Review and ask questions  
in our Live Class

**Real Estate  
Textbook Library**

A complete selection of  
reference books

Essential  
\$749

90 Hours of  
Instructor-Led  
**LIVE CLASSROOM**

Convenient settings in  
select cities

**Real Estate  
Textbook Library**

A complete selection of  
reference books

## HOME STUDY PACKAGES

Premium  
\$879

60 Hours of  
**HOME STUDY**

Study and learn  
anytime, anywhere

30 Hours of  
Instructor-Led

Convenient settings  
in select cities

**New Mexico & National  
Real Estate Exam Prep**

Review exam topics  
anytime, anywhere

**Real Estate  
Textbook Library**

A complete selection of  
reference books

**Interactive Study Group**

Weekly instructor-led  
live webinar

Essential  
\$749

60 Hours of  
**HOME STUDY**

Study and learn  
anytime, anywhere

30 Hours of  
Instructor-Led

Convenient settings  
in select cities

**Real Estate  
Textbook Library**

A complete selection of  
reference books

**Interactive  
Study Group**

Weekly instructor-led  
live webinar

## Real Estate Textbook Library

Includes the following titles:

- Broker Basics Book
- Modern Real Estate Practice Textbook
- Modern Real Estate Practice Workbook
- New Mexico Real Estate Basics Textbook
- New Mexico Real Estate Principles Workbook
- New Mexico Real Estate License Law and Real Estate Commission Rules PDF
- National PSI Exam Prep Workbook (*Premium Package Only*)
- New Mexico Exam Prep Workbook (*Premium Package Only*)

## Interactive Study Group

**Weekly Live Webinar included with 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 **Interactive Study Groups** for our distance learning students!

**Interactive Study Groups** cover national 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.

## SAVE \$88 with a PACKAGE

### Qualifying Broker Upgrade Package

**60 Credit Hours** \$489

LIVE CLASSROOM

HOME STUDY

**Includes:**

- Broker Basics (Live Classroom Only)
- Brokerage Office Administration (Live Classroom Only)
- New Mexico Real Estate Exam Prep

### Real Estate Law

**30 Credit Hours** \$279

LIVE CLASSROOM

HOME STUDY

This in-depth law course is intended to provide you with an understanding of the basic principles of ownership of real estate, how title is held, restrictions and encumbrances on the ownership of real estate, transferring ownership, and land use controls. This course will cover the law of agency, contract law, environmental concerns and hazards affecting real estate, federal laws regarding fair housing, Americans with Disabilities Act, anti-trust laws, and real estate ethics.

This 30-hour course is required for anyone seeking a real estate associate broker or qualifying broker license.

### Real Estate Principles & Practice

**30 Credit Hours** \$259

LIVE CLASSROOM

HOME STUDY

Upon successful completion of this course, you will have a greater insight into the basics of real estate finance, settlement and closing, foreclosure process, federal taxation, valuation and appraisal, land description, property management, commercial investment real estate, real estate math, financing for new construction, and more.

This 30-hour course is required for anyone seeking a real estate associate broker or qualifying broker license.

### Broker Basics

**30 Credit Hours** \$249

LIVE CLASSROOM

This comprehensive course concentrates on the skill required to successfully operate a real estate office. Course includes brokerage relationships including broker duties, scope of authority, defensive practices for listing and purchase agreements, risk reduction in property management, the Real Estate Licensing Act, and other New Mexico real estate laws.

This 30-hour course is required for anyone seeking a real estate associate broker or qualifying broker license.

### Brokerage Office Administration

**30 Credit Hours** \$249

LIVE CLASSROOM

This 30-hour prelicense course is required for anyone seeking to upgrade to a Qualifying Broker. The course concentrates on the areas of expertise essential to a Qualifying Broker's supervisory responsibilities of real estate related activities and awareness of other areas of accountability common to any business. Course includes: Pertinent Statutes and Regulations Overview, Starting your Brokerage, Keeping Track of Your Company, and Business and Professional Involvement.

This 30-hour course is required for anyone seeking a qualifying broker license and is also approved for 10 hours of CE credit.

**HIGHLY RECOMMENDED!**  
**New Mexico and National  
 Real Estate Exam Prep**

**0 Credit Hours** \$209

LIVE CLASSROOM

HOME STUDY

ONDEMAND

Included in our Associate Broker Licensing Premium Packages, see page 5.

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).

In this course, you will review the principles of real property law, land use controls, environmental issues, and how real property is legally described. You will also review the rights and interests you receive in real property as an owner or a tenant, how they are properly recorded, and how ownership is transferred. From the basic principles of contracts to financing, you will cover it all.

**HIGHLY RECOMMENDED!**  
**New Mexico  
 Real Estate Exam Prep**

**0 Credit Hours** \$79

LIVE CLASSROOM

HOME STUDY

Included in our Qualifying Broker Upgrade Package, see page 6.

This laser focused exam prep course reviews the New Mexico-specific exam content that you will encounter on the New Mexico licensing exam. It begins and ends with diagnostic tests that will measure your strengths and weaknesses by subject area and give you a reliable prediction of your performance on the broker's examination.

LIVE  
 CLASSROOM  
 SCHEDULES  
 on page 8–11

## QBANK PACKAGE

**Complete New Mexico Real Estate Drill and Practice QBank**

**0 Credit Hours** \$99

QBANK

This custom online QBank package offers you two distinct QBanks in one convenient package. Now you can focus your preparation for the New Mexico Real Estate License Exam specifically on the national and state portions.

This package includes:

**National PSI Drill and Practice QBank:** This QBank gives you the power to simulate nearly every test environment imaginable: from licensing exams as outlined in the PSI to customizing quizzes according to topics and subtopics, you can create exactly the test you need to improve your score.

**New Mexico Real Estate Drill and Practice QBank:** This QBank allows you to test yourself with questions on the industry's most advanced interactive testing platform. 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!



# LIVE CLASSROOM SCHEDULES

For course **descriptions & pricing** see pages 6–7.

## ASSOCIATE BROKERS PROGRAM

Select one option below. Each course must be complete in full prior to starting the next one.

### Offered in Albuquerque only

DAYTIME				
SELECT ONE OPTION	REAL ESTATE LAW Mon–Fri   9 am–1 pm	REAL ESTATE PRACTICE Mon–Fri   9 am–1 pm	BROKER BASICS Mon–Fri   9 am–1 pm	EXAM PREP Wed & Thu   8 am–5 pm or Thu & Fri   8 am–5 pm
Option 1	Feb 19, 21, 23, 26, 28, Mar 2	Mar 5, 7, 9, 12, 14, 16	Mar 19, 20, 21, 22, 23, 26, 27	Mar 28 & 29
Option 2	May 14, 16, 18, 21, 23, 25	May 29, 30, Jun 1, 4, 6, 8	Jun 11, 12, 13, 14, 15, 18, 19	Jun 21 & 22
Option 3	Aug 6, 8, 10, 13, 15, 17	Aug 20, 22, 24, 27, 29, 31	Sep 4, 5, 6, 7, 10, 11, 12	Sep 13 & 14
Option 4	Oct 29, 31, Nov 2, 5, 7, 9	Nov 12, 14, 16, 19, 20, 21	Nov 26, 27, 28, 29, 30, Dec 3, 4	Dec 6 & 7
EVENING				WEEKEND
	REAL ESTATE LAW Mon–Fri   6 pm–10 pm	REAL ESTATE PRACTICE Mon–Fri   6 pm–10 pm	BROKER BASICS Mon–Fri   6 pm–10 pm	EXAM PREP Sat & Sun   8 am–5 pm
Option 5	Jan 8, 10, 12, 16, 17, 19	Jan 22, 24, 26, 29, 31, Feb 2	Feb 5, 6, 7, 9, 12, 13, 14	Feb 17 & 18
Option 6	Apr 2, 4, 6, 9, 11, 13	Apr 16, 18, 20, 23, 25, 27	Apr 30, May 1, 2, 4, 7, 8, 9	May 12 & 13
Option 7	Jun 25, 27, 29, Jul 2, 3, 6	Jul 9, 11, 13, 16, 18, 20	Jul 23, 24, 25, 27, 30, 31, Aug 1	Aug 4 & 5
Option 8	Sep 17, 19, 21, 24, 26, 28	Oct 1, 3, 5, 8, 10, 12	Oct 15, 16, 17, 19, 22, 23, 24	Oct 27 & 28

## BROKER BASICS & EXAM PREP

Select one option below after completing LIVE CLASSROOM or HOME STUDY for Real Estate Law and Real Estate Practice.

### Albuquerque

DAYTIME				WEEKEND
SELECT ONE OPTION		BROKER BASICS Mon–Thu   8 am–5 pm		EXAM PREP Sat & Sun   8 am–5 pm
Option 1		Jan 8, 9, 10, 11		Feb 17 & 18
DAYTIME				
	BROKER BASICS Mon–Fri   9 am–1 pm	BROKER BASICS Mon–Thu   8 am–5 pm	EXAM PREP Wed & Thu   8 am–5 pm	EXAM PREP Thu & Fri   8 am–5 pm
Option 2	Mar 19, 20, 21, 22, 23, 26, 27		Mar 28 & 29	
Option 3	Jun 11, 12, 13, 14, 15, 18, 19			Jun 21 & 22
Option 4	Sep 4, 5, 6, 7, 10, 11, 12			Sep 13 & 14
Option 5	Nov 26, 27, 28, 29, 30, Dec 3, 4			Dec 6 & 7
Option 6		Nov 26, 27, 28, 29		Dec 6 & 7
EVENING			WEEKEND	
	BROKER BASICS Mon, Tue, Wed, Fri   6 pm–10 pm		EXAM PREP Sat & Sun   8 am–5 pm	
Option 7	Feb 5, 6, 7, 9, 12, 13, 14		Feb 17 & 18	
Option 8	Apr 30, May 1, 2, 4, 7, 8, 9		May 12 & 13	
Option 9	Jul 23, 24, 25, 27, 30, 31, Aug 1		Aug 4 & 5	
Option 10	Oct 15, 16, 17, 19, 22, 23, 24		Aug 27 & 28	
WEEKEND			WEEKEND	
	BROKER BASICS Fri–Mon   8 am–5 pm		EXAM PREP Sat & Sun   8 am–5 pm	
Option 11	Feb 9, 10, 11, 12		Feb 17 & 18	
Option 12	May 4, 5, 6, 7		May 12 & 13	
Option 13	Jul 27, 28, 29, 30		Aug 4 & 5	



**BROKER BASICS & EXAM PREP, cont.**

Select one option below after completing LIVE CLASSROOM or HOME STUDY for Real Estate Law and Real Estate Practice.

**Las Cruces**

WEEKEND			
	BROKER BASICS Fri–Mon   8 am–5 pm	EXAM PREP Sun & Mon   8 am–5 pm	EXAM PREP Sat & Sun   8 am–5 pm
Option 1	Jan 19, 20, 21, 22	Jan 28 & 29	
Option 2	Apr 6, 7, 8, 9		Apr 14 & 15
Option 3	Jul 13, 14, 15, 16		Jul 21 & 22
Option 4	Oct 5, 6, 7, 8		Oct 13 & 14

**Roswell**

WEEKEND		
	BROKER BASICS Fri–Mon   8 am–5 pm	EXAM PREP Sat & Sun   8 am–5 pm
Option 1	Feb 2, 3, 4, 5	Feb 10 & 11
Option 2	May 4, 5, 6, 7	May 12 & 13
Option 3	Aug 3, 4, 5, 6	Aug 11 & 12
Option 4	Nov 2, 3, 4, 5	Nov 10 & 11

**Santa Fe**

WEEKEND			
	BROKER BASICS Fri–Mon   8 am–5 pm	EXAM PREP Sat & Sun   8 am–5 pm	EXAM PREP Fri & Sat   8 am–5 pm
Option 1	Mar 2, 3, 4, 5	Mar 10 & 11	
Option 2	Jun 15, 16, 17, 18		Jun 22 & 23
Option 3	Sep 7, 8, 9, 10	Sep 15 & 16	
Option 4	Nov 30, Dec 1, 2, 3	Dec 8 & 9	

# Real Estate Study Package

## \$49

**To purchase, call 866.602.7533  
or go to the Albuquerque campus.**



## Real Estate Study Package

Includes:

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

**DATES  
&  
TIMES**

Dates, times, and locations are subject to change.  
To ensure you get the **most accurate** and **up-to-date**  
class dates and times, check out our schedules online!

Visit [www.KapRE.com/NMLIC](http://www.KapRE.com/NMLIC) for the most recent information.

# LIVE CLASSROOM SCHEDULES

For course **descriptions & pricing** see pages 6–7.

## BROKER BASICS

Select one option below. Must be attended in full to receive credit.

### Albuquerque

DAYTIME				
SELECT ONE OPTION	BROKER BASICS Mon–Thu   8 am–5 pm		BROKER BASICS Mon–Fri   9 am–1 pm	
Option 1	Jan 8, 9, 10, 11			
Option 2			Mar 19, 20, 21, 22, 23, 26, 27	
Option 3			Jun 11, 12, 13, 14, 15, 18, 19	
Option 4			Sep 4, 5, 6, 7, 10, 11, 12	
Option 5			Nov 26, 27, 28, 29, 30, Dec 3, 4	
Option 6	Nov 26, 27, 28, 29			
EVENING				
	BROKER BASICS Mon, Tue, Wed, Fri   6 pm–10 pm			
Option 7	Feb 5, 6, 7, 9, 12, 13, 14		Option 9	Jul 23, 24, 25, 27, 30, 31, Aug 1
Option 8	Apr 30, May 1, 2, 4, 7, 8, 9		Option 10	Oct 15, 16, 17, 19, 22, 23, 24
WEEKEND				
	BROKER BASICS Fri–Mon   8 am–5 pm			
Option 11	Feb 9, 10, 11, 12		Option 13	Jul 27, 28, 29, 30
Option 12	May 4, 5, 6, 7			

### Las Cruces

WEEKEND				
	BROKER BASICS Fri–Mon   8 am–5 pm			
Option 1	Jan 19, 20, 21, 22		Option 3	Jul 13, 14, 15, 16
Option 2	Apr 6, 7, 8, 9		Option 4	Oct 5, 6, 7, 8

### Roswell

WEEKEND				
	BROKER BASICS Fri–Mon   8 am–5 pm			
Option 1	Feb 2, 3, 4, 5		Option 3	Aug 3, 4, 5, 6
Option 2	May 4, 5, 6, 7		Option 4	Nov 2, 3, 4, 5

### Santa Fe

WEEKEND				
	BROKER BASICS Fri–Mon   8 am–5 pm			
Option 1	Mar 2, 3, 4, 5		Option 3	Sep 7, 8, 9, 10
Option 2	Jun 15, 16, 17, 18		Option 4	Nov 30, Dec 1, 2, 3

## BROKERAGE OFFICE ADMINISTRATION

Select one option below. Must be attended in full to receive credit.

### Albuquerque

DAYTIME		WEEKEND	
SELECT ONE OPTION	BROKERAGE OFFICE ADMINISTRATION Tue–Fri   8 am–5 pm	BROKERAGE OFFICE ADMINISTRATION Fri–Mon   8 am–5 pm	
Option 1	Feb 13, 14, 15, 16	Option 4	Nov 30, Dec 1, 2, 3
Option 2	May 8, 9, 10, 11		
Option 3	Jul 31, Aug 1, 2, 3		

**NEW MEXICO & NATIONAL REAL ESTATE EXAM PREP**

Select one option below.

**Albuquerque**

**DAYTIME**

	Wed & Thu   8 am–5 pm	Thu & Fri   8 am–5 pm
Option 1	Mar 28 & 29	
Option 2		Jun 21 & 22
Option 3		Sep 13 & 14
Option 4		Dec 6 & 7

**WEEKEND**

	Sat & Sun   8 am–5 pm	
Option 5	Feb 17 & 18	
Option 6	May 12 & 13	
Option 7	Aug 4 & 5	
Option 8	Oct 27 & 28	

**Las Cruces**

**WEEKEND**

	Sun & Mon   8 am–5 pm	Sat & Sun   8 am–5 pm
Option 1	Jan 28 & 29	
Option 2		Apr 14 & 15
Option 3		Jul 21 & 22
Option 4		Oct 13 & 14

**Roswell**

**WEEKEND**

	Sat & Sun   8 am–5 pm	
Option 1	Feb 10 & 11	
Option 2	May 12 & 13	
Option 3	Aug 11 & 12	
Option 4	Nov 10 & 11	

**Santa Fe**

**WEEKEND**

	Sat & Sun   8 am–5 pm	Fri & Sat   8 am–5 pm
Option 1	Mar 10 & 11	
Option 2		Jun 22 & 23
Option 3	Sep 15 & 16	
Option 4	Dec 8 & 9	

**NEW MEXICO REAL ESTATE EXAM PREP**

Select one option below.

**Albuquerque**

**DAYTIME**

	Thu   3 pm–5 pm	Fri   3 pm–5 pm
Option 1	Mar 29	
Option 2		Jun 22
Option 3		Sep 14
Option 4		Dec 7

**WEEKEND**

	Sun   3 pm–5 pm	
Option 5	Feb 18	
Option 6	May 13	
Option 7	Aug 5	
Option 8	Oct 28	

**Las Cruces**

**DAYTIME**

	Mon   3 pm–5 pm	
Option 1	Jan 29	

**WEEKEND**

	Sun   3 pm–5 pm	
Option 2	Apr 15	
Option 3	Jul 22	
Option 4	Oct 14	

**Roswell**

**WEEKEND**

	Sun   3 pm–5 pm	
Option 1	Feb 11	
Option 2	May 13	
Option 3	Aug 12	
Option 4	Nov 11	

**Santa Fe**

**WEEKEND**

	Sat   3 pm–5 pm	Sun   3 pm–5 pm
Option 1		Mar 11
Option 2	Jun 23	
Option 3		Sep 16
Option 4		Dec 9

*"The program was **interesting, informative, accessible, and convenient**. I felt very prepared for the state and national exams, and **easily passed on the first try.**"*

—Ashley A.



is **NOW**

Brightwood Real Estate Education



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

**ENROLL TODAY**

[www.KapRE.com/NMLIC](http://www.KapRE.com/NMLIC)

or call **505.821.5556** or **866.602.7533**



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