

JANUARY

JUNE

2018



Brightwood

REAL ESTATE EDUCATION

POWERED BY **KAPLAN**

TEXAS

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.**

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:

- 60 hours in Principles of Real Estate 1 and 2 (#121 / #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 \$499

Real Estate Textbook Library*

A complete selection of course textbooks (workbooks not included)

Interactive Study Group

Weekly live webinar

Real Estate Exam Prep

Comprehensive review sessions with pre- and post-tests

LIVE CLASSROOM \$899

60 Hours of Instructor-Led Classroom Instruction

Convenient settings in select cities

Real Estate Textbook Library*

A complete selection of reference books

Real Estate Exam Prep

Two days of instructor-led live classroom review and tips

ONDEMAND \$649

60 Hours of Instructor-Led OnDemand Video Instruction

Study anywhere, anytime!

Real Estate Textbook Library*

A complete selection of reference books

Interactive Study Group

Weekly live webinar

Real Estate Exam Prep

Comprehensive review sessions with pre- and post-tests

*Your Real Estate Textbook Library includes the following titles:

- Modern Real Estate Practice in Texas Textbook
- Modern Real Estate Practice Workbook
- 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 Textbook
- Texas Real Estate Principles Textbook
- Texas Law of Contracts Textbook
- Texas Promulgated Forms Supplement

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 CLASSROOM \$499

LIVE ONLINE COMING SOON!

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 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 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:

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

ACCELERATE YOUR CAREER TODAY!

MONTH	DAYS	TIME
ARLINGTON		
March	15-16	8:00 am-5:30 pm
June	26-27	8:00 am-5:30 pm

*Please see website for additional course dates.
This course does not provide continuing education credit.*

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 \$899

Real Estate Textbook Library*

A complete selection of course textbooks

Interactive Study Group

Weekly live webinar

Real Estate Exam Prep

Comprehensive review sessions with pre- and post-tests

REAL ESTATE ACCELERATOR

LIVE CLASSROOM
Arlington

LIVE CLASSROOM \$1299

60 Hours of Instructor-Led Classroom Instruction

Convenient settings in select cities

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A complete selection of reference books

Real Estate Exam Prep

Two days of instructor-led live classroom review and tips

REAL ESTATE ACCELERATOR

LIVE CLASSROOM
Arlington

ONDEMAND \$1049

60 Hours of Instructor-Led OnDemand Video Instruction

Study anywhere, anytime!

Real Estate Textbook Library

A complete selection of reference books

Interactive Study Group

Weekly live webinar

Real Estate Exam Prep

Comprehensive review sessions with pre- and post-tests

REAL ESTATE ACCELERATOR

LIVE CLASSROOM
Arlington

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.

NEW! Principles of Real Estate 1 and 2 (121/122)

MANDATORY

30 Credit Hours (60 Credit Hours Total)

ONDEMAND \$200

LIVE CLASSROOM \$300

HOME STUDY \$170

Understanding the underlying principles of the real estate industry is paramount to your longterm career success. This course is 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.

This comprehensive course satisfies both the Principles I and Principles II requirement.

NEW! Real Estate Law of Agency (1151)

MANDATORY

30 Credit Hours

ONDEMAND \$120

LIVE CLASSROOM \$155

HOME STUDY \$100

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!

NEW! Real Estate Finance (451)

MANDATORY

30 Credit Hours

ONDEMAND \$120

LIVE CLASSROOM \$155

HOME STUDY \$100

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.

NEW! Real Estate Law of Contracts (1251)

MANDATORY

30 Credit Hours

ONDEMAND \$120

LIVE CLASSROOM \$155

HOME STUDY \$100

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.

NEW! Promulgated Contract Forms (351)

MANDATORY

30 Credit Hours

ONDEMAND \$120

LIVE CLASSROOM \$155

HOME STUDY \$100

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!

0 Credit HoursONDEMAND 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

HIGHLY RECOMMENDED EXAM PREP!

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 \$120

LIVE CLASSROOM \$155

HOME STUDY \$100

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 Investment: Texas Essentials of Real Estate Investment (911)

30 Credit Hours

ONLINE \$159

HOME STUDY \$100

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.

Property Management (851)

30 Credit Hours

ONLINE \$159

HOME STUDY \$100

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.

Sales and Marketing 101 for Real Estate Professionals (551)

30 Credit Hours

ONLINE \$159

HOME STUDY \$100

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

Real Estate Study Package \$49

To purchase, call **800.638.9529** or go to the Arlington campus.

Includes:

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

TEXAS REAL ESTATE LIVE CLASSROOM SCHEDULES

WEEKDAY CLASSES | 8:30 am–5:00 pm

LOCATION	PRINCIPLES OF REAL ESTATE Monday–Thursday	LAW OF AGENCY Monday	REAL ESTATE FINANCE Tuesday	LAW OF CONTRACTS Wednesday	PROMULGATED FORMS Thursday
Arlington	Feb 19, 20, 21, 22	Feb 26	Feb 27	Feb 28	Mar 1
Arlington	Apr 9, 10, 11, 12	Apr 16	Apr 17	Apr 18	Apr 19
Arlington	Jun 11, 12, 13, 14	Jun 18	Jun 19	Jun 20	Jun 21
Houston	Feb 5, 6, 7, 8	Feb 12	Feb 13	Feb 14	Feb 15
Houston	Apr 30, May 1, 2, 3	May 7	May 8	May 9	May 10

WEEKEND CLASSES | 8:30 am–5:00 pm

LOCATION	PRINCIPLES OF REAL ESTATE Saturday & Sunday	LAW OF AGENCY Saturday	REAL ESTATE FINANCE Sunday	LAW OF CONTRACTS Saturday	PROMULGATED FORMS Sunday
Arlington	Jan 20, 21, 27, 28	Feb 3	Feb 4	Feb 10	Feb 11
Arlington	Mar 3, 4, 10, 11	Mar 17	Mar 18	Mar 24	Mar 25
Arlington	Apr 28, 29, May 5, 6	May 12	May 13	May 19	May 20

WEEKDAY EXAM PREP | 8:30 am–6:00 pm

LOCATION	EXAM PREP Thursdays & Fridays
Arlington	March 22–23
Arlington	May 10–11
Arlington	July 19–20
Houston	Mar 8–9
Houston	June 7–8

WEEKEND EXAM PREP | 8:30 am–6:00 pm

LOCATION	EXAM PREP Saturdays & Sundays
Arlington	March 3–4
Arlington	April 14–15
Arlington	June 9–10



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ENROLL TODAY

www.KapRE.com/TXLIC

or call **800.638.9529**



2241 S Watson Rd, #181
Arlington, TX 76010