

COLORADO

Real Estate Licensing Education



Guiding you to success.

4 WAYS

to complete your education!

No two students' schedules are alike.

We offer you four 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

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!

- Learn anytime, anywhere you have access to the Internet.
- Start, stop, pause, and rewind each video lesson or segment as often as you like.
- Join our real estate experts in our state-of-the-art studio from your own home!

*For additional information on supported devices, please visit www.kapre.com/company/system-requirements

NEW! Live Online

Attend live classes from the comfort of your home or office! Live online courses make it more convenient than ever to study for your real estate licensing exam. You will virtually attend live courses taught by one of our instructors. This study option features the benefits of our live classroom with the convenience of home study.

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 campus locations:

Denver

Kaplan Real Estate Education
2200 S. Monaco Parkway, Unit R
Denver, CO 80222

Colorado Springs

TBD

Textbook Home Study

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

STEP-BY-STEP GUIDE

to obtaining a real estate license

STEP 1: Complete Your Required Education

Register for our Broker Licensing Success Package

168 Credit Hours

Live Classroom \$999 | **Live Online \$899** | **OnDemand \$799** | **Home Study \$599**

STEP 2: Schedule Your Colorado Broker Licensing Exam

PSI is the current exam vendor for the Division of Real Estate. Contact PSI Candidate Care Center at 800.733.9267 or www.psiexams.com to make an exam reservation.

STEP 3: Fingerprinting & Background Check

The Colorado Bureau of Investigation (CBI) must receive your fingerprints and run a routine background check before the state grants you a license to sell real estate. Appointments for fingerprints and background checks are available at the Denver and Colorado Springs campuses.

STEP 4: Prepare for the Exam

Whether you are fresh out of school or have been away for many years, our organized programs will get you on track to pass the Colorado Broker Licensing Exam.

Exam Prep

0 Credit Hours

OnDemand, Live Online, or Live Classroom \$199

(Included in packages on pages 4 and 5)

STEP 5: Acquire Errors and Omissions (E&O) Insurance

You must have a current E&O insurance policy in place before obtaining an active license.

STEP 6: Apply for Your License

With the Colorado Broker Licensing Exam and course work completed, you will need to fill out some state-required paperwork. Applications are available at www.dora.state.co.us/real-estate.

PAY AS YOU GO

Kaplan has divided each of the licensing success programs into three sections. The "Pay As You Go" purchase option allows you to register and pay for each of the three sections as time and resources allow. **Call 800.276.7031 to learn more.**

COMPLETE 168-HOUR

Broker Licensing Success Packages

	Live Classroom \$999	Live Online \$899	OnDemand \$799	Home Study \$599
Instructor-Led Education	Live Classroom	Live Online	Online Video	
Real Estate Textbook or PDF Library	Print	Print	Print/PDF	Print
Interactive Study Group <i>Weekly Live Webinar</i>			✓	✓
Exam Prep	✓	✓	✓	✓

*For additional information on supported devices, please visit www.kapre.com/company/system-requirements

Real Estate Textbook Library

Includes the following titles:

- Colorado Exam Prep Workbook
- Modern Real Estate Practice Textbook
- Modern Real Estate Practice Workbook
- National PSI Exam Prep Workbook
- Colorado Real Estate Manual
- Colorado Contracts and Forms Supplement
- Colorado Real Estate Principles Volume 1 Textbook
- Colorado Real Estate Principles Volume 2 Textbook

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 Interactive Study Groups for our distance learning students!

Interactive Study Groups cover national and state content in live webinars, designed to provide you with 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.

CAREER LAUNCHER PACKAGES

with **REAL ESTATE ACCELERATOR**

	Live Classroom \$1,199	Live Online \$1,099	OnDemand \$999	Home Study \$799
Instructor-Led Education	Live Classroom	Live Online	Online Video	
Real Estate Textbook or PDF Library	Print	Print	Print/PDF	Print
Interactive Study Group <i>Weekly Live Webinar</i>			✓	✓
Exam Prep	✓	✓	✓	✓
Real Estate Accelerator <i>Live Online Class</i>	✓	✓	✓	✓

*For additional information on supported devices, please visit www.kapre.com/company/system-requirements



Real Estate Accelerator

Live Online \$399 (Price is a la carte.)

This intensive boot camp includes eight 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:

- 8 hours of intensive training
- 8 coaching sessions
- 6-month CRM subscription
- 8 weeks of access to goal tracking software

ACCELERATE YOUR CAREER TODAY!

Please see website for additional course dates.

LIVE ONLINE CLASSES | 9:00 AM–1:00 PM MST

JAN	MAR	MAY	JUN
10 & 17 (Fridays)	7 & 8 (Sat/Sun)	1 & 8 (Fridays)	20 & 21 (Sat/Sun)

Denver Weekdays							
COURSE	TIME	JAN	FEB	MAR	APR	MAY	JUN
Law & Practice	9:00 am-4:00 pm Third day only: 9:00 am-12:00 pm	6-10	10-14		6-10	11-15	8-12
Current Legal Issues	9:00 am-12:00 pm	13	17		13	18	15
Contracts and Regulations	9:00 am-4:00 pm	14-16	18-20		14-16	19-21	16-18
Practical Applications	9:00 am-4:00 pm	17	21		17	22	19
Trust Accounts and Record Keeping	9:00 am-12:00 pm	21	24		20	26	22
Real Estate Closings	9:00 am-12:00 pm	22-24	25-27		21-23	27-29	23-25
Exam Prep	9:00 am-1:00 pm	27, 29-30	28, Mar 2-3		27, 29-30	Jun 1, 3-4	26, 29-30

Colorado Springs Weekdays				
COURSE	TIME	JAN/FEB	MAR/APR	MAY
Law & Practice	9:00 am-4:00 pm Third day only: 9:00 am-12:00 pm	13-17	16-20	4-8
Current Legal Issues	9:00 am-12:00 pm	21	23	11
Contracts and Regulations	9:00 am-4:00 pm	22-24	24-26	12-14
Practical Applications	9:00 am-4:00 pm	27	27	15
Trust Accounts and Record Keeping	9:00 am-12:00 pm	28	30	18
Real Estate Closings	9:00 am-12:00 pm	29-31	31, Apr 1-2	19-21
Exam Prep	9:00 am-1:00 pm	Feb 3, 5-6	Apr 3, 6-7	22, 26-27

Denver Evenings				
COURSE	TIME	JAN/FEB	MAR/APR	MAY/JUN
Law & Practice	6:30 pm-9:30 pm	6-9, 13-16, 21	2-5, 9-12, 16	4-7, 11-14, 18
Current Legal Issues	6:30 pm-9:30 pm	23	18	20
Contracts and Regulations	6:30 pm-9:30 pm	27-30, Feb 3-4	23-26, 30-31	26-28, Jun 1-3
Practical Applications	6:30 pm-9:30 pm	Feb 6, 10	Apr 2, 6	Jun 8-9
Trust Accounts and Record Keeping	6:30 pm-9:30 pm	Feb 11	Apr 7	Jun 10
Real Estate Closings	6:30 pm-9:30 pm	Feb 13, 17, 19	Apr 9, 13, 15	Jun 15-16, 18
Exam Prep	6:15 pm-10:15 pm	Feb 24, 26-27	Apr 20, 22-23	Jun 22, 24-25

Live Online Weekdays					
COURSE	TIME	JAN/FEB	MAR/APR	APR/MAY	JUN/JUL
Law & Practice	9:00 am-12:00 pm	8*, 13-17, 21-24	Feb 26*, Mar 2-6, 9-12	15*, 20-24, 27-30	3*, 8-12, 15-18
Current Legal Issues	9:00 am-12:00 pm	27	16	May 4	22
Contracts and Regulations	9:00 am-12:00 pm	29-31, Feb 3-5	18-20, 23-25	May 6-8, 11-13	24-26, 29-30, Jul 1
Practical Applications	9:00 am-12:00 pm	Feb 7, 10	Mar 27, 30	May 15, 18	Jul 6-7
Trust Accounts and Record Keeping	9:00 am-12:00 pm	Feb 11	Mar 31	May 19	Jul 8
Real Estate Closings	9:00 am-12:00 pm	Feb 13-14, 17	Apr 2-3, 6	May 21-22, 26	Jul 10, 13, 15
Exam Prep	9:00 am-1:00 pm	Feb 19, 21, 24	Apr 8, 10, 13	May 28, Jun 1-2	Jul 17, 20-21

* The first date listed for live online *Law & Practice* classes will be a short orientation session only.

Dates, times, and locations are subject to change. To ensure you get the most accurate and up-to-date class dates and times, check online! Visit www.KapRE.com/COLIC for the most recent information.

ADDITIONAL STUDY TOOLS

Exam Prep

0 Credit Hours

**OnDemand, Live Online, or
Live Classroom \$199**

Included in our Licensing Packages on pages 4 & 5.

This course is designed to ensure that you have no surprises on exam day. Kaplan's experienced instructors focus on "Hot Topic" subject areas that are likely to be tested. The course features an online pre- and post-diagnostic testing that measures your strengths and weaknesses by subject area; it will give you a prediction of your performance on the Colorado Broker Licensing Exam.

Don't hesitate—ENROLL TODAY!

Real Estate Math

0 Credit Hours

OnDemand \$29

Taking the real estate licensing exam is hard enough, but when you add 5 to 10 math problems, your ability to pass can depend on solving these math computations. This OnDemand video course will take you through the basics of real estate math all the way to some fairly demanding multi-step computational real estate math scenarios.

Complete Colorado Real Estate Drill and Practice QBank \$99

Package Includes:

- National PSI Drill and Practice QBank
- Colorado Real Estate Drill and Practice QBank

Real Estate Study Package \$49

To purchase, call 800.276.7031
or go to the Denver campus.

Package Includes:

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

LICENSE UPGRADE

New Employing Broker Rule A-27

Effective January 1, 2019, a real estate broker cannot act in the capacity of an employing broker without having first demonstrated that the broker possesses the required experience and knowledge adequate to qualify the broker to employ and supervise other brokers, as appropriate to the broker's area of supervision.

Please refer to DORA's website for the most up to date information on New Employing Broker Qualifications Rule A-27: <https://www.colorado.gov/dora/node/92816>

Brokerage Administration 1

24 UPGRADE Credit Hours

Live Classroom or Textbook Home Study \$199

Upgrade your license to an Employing Broker with this 3-day course! You'll learn about the topics brokers must understand for trust accounting and broker supervision including: practical application of the law, rules, and sound business practices for the management, operation, and supervision of a real estate brokerage company. This course also provides an explanation of the functions and roles of the Real Estate Commission and the Division of Real Estate.

BONUS: Earn 12 hours of elective continuing education credit when you take this course!

- Complete a business plan to help prepare you to open your own business
- Understand and apply the requirements of record keeping and trust accounts
- Understand necessary components of an office policy
- Learn your responsibilities when supervising employed broker associates
- Learn the importance of independent contractor agreements
- The Real Estate Commission allows you to take this course once



CAREER toolbox

Please visit our **Career Toolbox**, the single-source for real estate related news and career information. Whether you are interested in entering the industry or are a veteran of the business, **we're here to help** you every step of the way.

www.KapRe.com/news

Colorado Continuing Education

All active real estate brokers are required to complete 24 hours of Commission-approved continuing education during a three-year license cycle.

Note: A newly licensed broker's license will expire at midnight on December 31 of the year in which the license was issued. During this initial licensing period, a newly licensed broker will not have any continuing education requirements. After the initial licensing period, the broker licensee will begin the 24 hours of continuing education in the three-year licensing cycle.

Three-Year License Cycle Continuing Education Requirements

Licensees must complete the following CE courses for a total of 24 hours over 3 years:

- 4 hours Annual Commission Update Course (1/year)
- 12 hours of elective courses

Transition License Cycle Continuing Education Requirements

To accommodate licensees during the transition period of 2018, 2019, and 2020, licensees may complete two different versions of the Annual Commission Update course, which will satisfy the 8 hours of required continuing education requirements. Licensees must also complete an additional 16 hours of elective continuing education course hours to meet the 24-hour continuing education requirement within the transition period.

Alternative to the Annual Commission Update Course

If any Annual Commission Update Course is missed during a license period, the licensee may complete one of the following options:

- Take and pass the state portion of the licensing exam
- Take the 24-hour Broker Reactivation course. This option is only available to be taken every other licensing cycle.
- Complete 48 hours of Colorado Contracts and Regulations and 24 hours in Real Estate Closings course equaling 72 hours.

Inactive License Continuing Education Requirements

If a licensee has been inactive for longer than three years/36 months, they MUST complete one of the following:

- Take and pass the state portion of the Broker licensing exam
- Complete 48 hours of Colorado Contracts and Regulations and 24 hours in Real Estate Closings course equaling 72 hours.

Note: Licensees must retain proof of completion of continuing education courses for a minimum of four years in the event that the Real Estate Commission performs an audit.

8-HOUR Broker CE Packages

8-HOUR CE DAY PACKAGE 1

**Liars, Cheaters, and Thieves:
Averting Client Catastrophe
with ACU Classroom Package**
(8 Credit Hours) **\$75**

8-HOUR CE DAY PACKAGE 2

**iBuyers and the Future of Real
Estate with ACU Classroom Package***
(8 Credit Hours) **\$75**
*Pending approval

8-HOUR CE DAY PACKAGE 3

**Navigating Minefields:
Preventing Real Estate Disaster
with ACU Classroom Package**
(8 Credit Hours) **\$75**

8-HOUR ONDEMAND CE PACKAGE 1

**Liars, Cheaters, and Thieves:
Averting Client Catastrophe with
ACU Online Video OnDemand
Package**
(8 Credit Hours) **\$55**

8-HOUR ONDEMAND CE PACKAGE 2

**The TRUMP Tax Cuts and Jobs Act
and its Effect on Real Estate with
ACU Online Video OnDemand
Package**
(8 Credit Hours) **\$55**

8-HOUR ONDEMAND CE PACKAGE 3

**Avoiding Deceptive Practices
with ACU Online Video OnDemand
Package**
(8 Credit Hours) **\$55**

View all live Live Classroom and Online CE Courses on our website!



REAL ESTATE EDUCATION
Official Prelicensing
Provider of the



colorado association of
REALTORS

We've committed over 60 years to educating real estate licensees in Colorado. In fact, **we're the official licensing education provider of the Colorado Association of REALTORS**®—the state's largest association of real estate professionals!

For a full list of upcoming
CE courses, visit
www.KapRE.com/COCE

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www.KapRE.com/COLIC
or call **800.276.7031**

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