

COLORADO

Real Estate Licensing Education



Guiding you to success.

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

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

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 live classroom locations:

Denver

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

Colorado Springs

Hotel Elegante
2886 South Circle Drive
Colorado Springs, CO 80906

Textbook 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:

- Directly reflect what is tested on the Colorado Broker Licensing Exam 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



The Official Licensing Education 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!

We're committed to Colorado and offer a full line of licensing courses to get your career off to a great start...on your terms.

LIVE CLASSROOM SCHEDULES
PAGES 8-9



Kaplan Real Estate Education is approved and regulated by the Colorado Department of Higher Education, Private Occupational School Board (DPOS).

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

OnDemand \$799

Home Study \$599

STEP 2: 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.

Since it can take several weeks to complete this process, you should start early.

STEP 3: 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 or **Live Classroom \$199**

(Included in packages on pages 5 and 7)

STEP 4: Colorado Broker Licensing Exam

As our student, you will be confident and prepared when you take the Colorado Broker Licensing Exam.

STEP 5: 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	OnDemand \$799	Home Study \$599
Instructor-Led Education	Live Classroom	Online Video	
Real Estate Textbook or PDF Library	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 Textbook (Volume 1)
- Colorado Real Estate Principles Textbook (Volume 2)

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.



THE *FAST TRACK* TO YOUR SUCCESS

Live Online Available Now!

LIVE CLASSROOM OR LIVE ONLINE \$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!

Month	Days	Time
LIVE CLASSROOM: DENVER 2019		
February	14-15	8:00 am-5:30 pm
May	16-17	8:00 am-5:30 pm

Please see website for additional course dates.

LIVE ONLINE COURSES 9:00 AM-1:00 PM MST		
JAN 7-10	MAR 11-14	MAY 13-16

CAREER LAUNCHER PACKAGES

with **REAL ESTATE ACCELERATOR**

	Live Classroom \$1,399	OnDemand \$1,199	Home Study Plus \$999
Instructor-Led Education	Live Classroom	Online Video	
Real Estate Textbook or PDF Library	Print	Print	Print
Interactive Study Group <i>Weekly Live Webinar</i>		✓	✓
Exam Prep	✓	✓	✓
Real Estate Accelerator <i>(Live Online Delivery)</i>	✓	✓	✓

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

"Real Estate Accelerator really did give me the jump-start to my career. It gave me the blueprint for what is needed to be a success."

—Kathryn H.

LIVE CLASSROOM SCHEDULE

Denver Weekdays			
COURSE	TIME	JANUARY	FEBRUARY
Law & Practice	9:00 am–4:00 pm Third Day: 9:00 am–12:00 pm	Jan 7, 8, 9, 10, 11	Feb 4, 5, 6, 7, 8
Legal Issues	9:00 am–12:00 pm	Jan 14	Feb 11
Contracts	9:00 am–4:00 pm	Jan 15, 16, 17	Feb 12, 13, 14
Practical Applications	9:00 am–4:00 pm	Jan 18	Feb 15
Trust Accounts	9:00 am–12:00 pm	Jan 22	Feb 18
Closings	9:00 am–12:00 pm	Jan 23, 24, 25	Feb 19, 20, 21
Exam Prep	9:00 am–1:00 pm	Jan 28, 30, 31	Feb 22, 25, 26

Denver Evenings			
COURSE	TIME	JANUARY	FEBRUARY
Law & Practice	6:30 pm–9:30 pm	Jan 7, 8, 9, 10, 14, 15, 16, 17, 22	
Legal Issues	6:30 pm–9:30 pm	Jan 24	
Contracts	6:30 pm–9:30 pm	Jan 28, 29, 30, 31, Feb 4, 5	
Practical Applications	6:30 pm–9:30 pm	Feb 7, 11	
Trust Accounts	6:30 pm–9:30 pm	Feb 12	
Closings	6:30 pm–9:30 pm	Feb 14, 18, 20	
Exam Prep	6:15 pm–10:15 pm	Feb 25, 27, 28	

Colorado Springs Weekdays			
COURSE	TIME	JANUARY	FEBRUARY
Law & Practice	9:00 am–4:00 pm Third Day: 9:00 am–12:00 pm	Jan 14, 15, 16, 17, 18	
Legal Issues	9:00 am–12:00 pm	Jan 22	
Contracts	9:00 am–4:00 pm	Jan 23, 24, 25	
Practical Applications	9:00 am–4:00 pm	Jan 28	
Trust Accounts	9:00 am–12:00 pm	Jan 29	
Closings	9:00 am–12:00 pm	Jan 30, 31, Feb 1	
Exam Prep	9:00 am–1:00 pm	Feb 4, 6, 7	

MARCH	APRIL	MAY	JUNE
Mar 4, 5, 6, 7, 8	Apr 1, 2, 3, 4, 5	Apr 29, 30, May 1, 2, 3	Jun 3, 4, 5, 6, 7
Mar 11	Apr 8	May 6	Jun 10
Mar 12, 13, 14	Apr 9, 10, 11	May 7, 8, 9	Jun 11, 12, 13
Mar 15	Apr 12	May 13	Jun 14
Mar 18	Apr 15	May 14	Jun 17
Mar 19, 20, 21	Apr 16, 17, 18	May 15, 16, 17	Jun 18, 19, 20
Mar 22, 25, 26	Apr 22, 24, 25	May 20, 22, 23	Jun 21, 24, 25

MARCH	APRIL	MAY	JUNE
Mar 4, 5, 6, 7, 11, 12, 13, 14, 18		May 6, 7, 8, 9, 13, 14, 15, 16, 20	
Mar 20		May 22	
Mar 25, 26, 27, 28, Apr 1, 2		May 28, 29, 30, Jun 3, 4, 5	
Apr 4, 8		Jun 10, 11	
Apr 9		Jun 12	
Apr 11, 15, 17		Jun 17, 18, 20	
Apr 22, 24, 25		Jun 24, 26, 27	

MARCH	APRIL	MAY	JUNE
March 18, 19, 20, 21, 22		May 13, 14, 15, 16, 17	
Mar 25		May 20	
Mar 26, 27, 28		May 21, 22, 23	
Mar 29		May 24	
Apr 1		May 28	
Apr 2, 3, 4		May 29, 30, 31	
Apr 5, 8, 9		Jun 3, 5, 6	

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 or **Live Classroom \$199**

Included in our Licensing Packages on page 5 & 7.

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.

Real Estate Mobile App Study Bundle

\$14.99

Study on the go, wherever you go!

Order yours at: www.KapRE.com/mobile

Bundle Includes:

- Real Estate Terms Flashcards and Reference Mobile App
- Real Estate Crossword Puzzles Mobile App

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

Courses in the License Upgrade Series help you obtain a higher level of licensure.

Employing Broker Qualifications

In addition to the requirements prescribed in sections 12-61-103(6)(c)(I) and (II), C.R.S., and pursuant to section 12-61-103(6)(c)(III), C.R.S., a broker that did not hold a current and valid broker's license on December 31, 1996, must not act as an employing broker without first demonstrating the following experience and knowledge:

A) A broker that was issued an employing broker level license prior to January 1, 2018, will have satisfied the employing broker experience and knowledge requirements by fulfilling one of the following:

1. The broker must have held an active employing broker level license for at least two (2) years within the five (5) year period immediately preceding January 1, 2019; or
2. The broker must successfully complete the employing broker refresher course; or
3. The broker meets the experience requirements as prescribed in subsection B of this rule.

Please check DORA's website for the most up to date information on Rule B:
<https://www.colorado.gov/pacific/dora/node/92816>

NEW! Employing Broker Refresher Course

6 Credit Hours

Live Classroom \$89

The *Employing Broker Refresher Course* is designed for practicing employing brokers who do not meet the new requirements effective 1/1/2019. The course addresses the necessary competencies all employing brokers must practice and is based on the outline created by the Division of Real Estate. It includes the required learning objectives, subject areas, two case studies, and a final exam.

Topics Include:

- Reasonable and high level supervision requirements
- Affiliated business arrangements
- Trust accounts/reconciliation
- Advertising
- Commission position statements
- Checklists and case studies

Check KapRE.com/COLIC for updates.

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 and/or obtain 12 hours of elective continuing education credit at the same time! 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.

- 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 Commission allows you to take this course only 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

Don't forget about your
continuing education!

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solutions designed to meet
your busy schedule.**

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upcoming courses, visit
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or call **800.276.7031**

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