

MINNESOTA

Real Estate Licensing Education



Kaplan is the
official prelicensing
education provider for
the **Minneapolis
Area Realtors**[®].

See details
on page 3.

Guiding you to success.

2019

JANUARY-JUNE

The Only Education Provider Offering **Live** and **OnDemand** courses!

ENROLL TODAY @ www.KapRE.com/MNLIC

3 WAYS

to complete your education!

Your Choice!

OnDemand Video

Our industry-leading video OnDemand lecture format allows you to access professional instruction anytime and anywhere you have an Internet connection.

- Our expert instructors go in-studio to create a dynamic learning experience.
- Our OnDemand courses educate, engage, enlighten, and entertain, with studio and "in the field" videos.
- Start, stop, pause, and rewind each video lesson or segment as often as you like.

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

Live Classroom

If you prefer dynamic, interactive presentations, and a set classroom schedule, this option is for you. Learn from the industry's best instructors at one of our Learning Centers:

Bloomington

South Loop Office Center
2051 Killebrew Drive, Suite 110
Bloomington, MN 55425

St. Paul

Atrium Office Building (East Entrance)
1295 Bandana Blvd. North, Suite 245
St. Paul, MN 55108

Edina

Minneapolis Area Association of REALTORS®
5750 Lincoln Drive
Edina, MN 55436

New hybrid!

Live Classroom & OnDemand

Combined OnDemand and Live Classroom package.
See details on page 3.

PRELICENSING

packages

Most Popular!

| | Live Classroom \$899 | Hybrid \$789 | OnDemand \$729 |
|--|-------------------------|---------------------------------|-------------------|
| Instructor-Led Education | Live Classroom | Live Classroom + OnDemand Video | OnDemand Video |
| Real Estate Textbook or PDF Library | Print | Print | Print |
| Interactive Study Group Weekly Live Webinar | | ✓ | ✓ |
| Exam Prep | ✓ | ✓ | ✓ |

Interactive Study Groups

Our UNIQUE Learning Tool

Weekly Live Webinar included with ONDEMAND & HYBRID Packages

Your success on the licensing exam depends on your full understanding of key topics and concepts. That's why we have developed Interactive Study Groups for our distance learning students!

Interactive Study Groups are 1-hour instructor-led webinars, and are included with your OnDemand prelicensing courses. These Q & A learning events are held every Tuesday and Thursday evening.

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

Kaplan is the
Official Prelicensing Education Provider for the



For decades, we've been dedicated to educating real estate licensees in Minnesota. We're proud to be the official prelicensing education provider of the Minneapolis Area REALTORS®, an organization that is 8,000 members strong and growing.



CAREER LAUNCHER PRELICENSING PACKAGES

with **REAL ESTATE ACCELERATOR**

Includes 3.75 continuing education credits

Live Classroom and Live Online \$399

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 16-hour 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

INCLUDES:

- 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 AND EARN 3.75 HOURS OF CONTINUING EDUCATION

LIVE CLASSROOM DATES

| LOCATION | MONTH | DAYS | TIME |
|----------|----------|-------|-----------------|
| St. Paul | February | 13-14 | 8:00 am-5:30 pm |
| St. Paul | May | 1-2 | 8:00 am-5:30 pm |

Please see website for additional course dates.

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.

NEW! LIVE ONLINE FORMAT See website for details: www.KapRE.com/accel

LIVE ONLINE COURSES | 10:00 AM-2:00 PM

JAN
7-10

MAR
11-14

MAY
13-16

| | Live Classroom \$1,149 | OnDemand \$999 |
|---|---------------------------|-------------------|
| Instructor-Led Education | Live Classroom | OnDemand Video |
| Real Estate Textbook or PDF Library | Print | Print |
| Interactive Study Group <i>Weekly Live Webinar</i> | | ✓ |
| Exam Prep | ✓ | ✓ |
| REAL ESTATE ACCELERATOR | ✓ | ✓ |

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

"When it comes to real estate licensing, Kaplan Real Estate Education is one of the most comprehensive programs out there. You can't go wrong!"

—Brandon H.

REQUIRED

**Minnesota 30-Hour Salesperson
Prelicense Course I**

30 Credit Hours

OnDemand \$249

Live Classroom \$289

This exam-focused 30-hour course is the first of three courses you need to successfully complete the 90-hour education requirement on your way to getting a Minnesota real estate salesperson license.

You will learn the principles of real property law, ownership, agency, and brokerage. You will also learn about the rights and interests you receive in real property, how they are properly recorded, and how the government can and does withhold certain rights. From financing, appraisal, and property management to federal fair housing laws, settlement math, and closing the transaction, you will cover it all. You are on a mission and your time is valuable—don't waste it on unproven education providers or courses.

Topics Include:

- The nature, description, and use of real estate
- Rights and interests in land
- Ownership and title transfer
- Recordation, abstracts, and title insurance
- Government programs and appraisal
- Real estate contracts
- Basic real estate math
- Mortgages and lending practices
- Government programs and appraisal
- The client/broker relationship
- Minnesota license law

This course has been approved by the Minnesota Commissioner of Commerce for real estate prelicense education.

OPTIONAL/RECOMMENDED

Minnesota Salesperson Exam Prep

0 Credit Hours

OnDemand \$99

Live Classroom \$99

Included in the Minnesota 30-Hour Salesperson Prelicense Course I with Exam Prep Package!

Decades of preparation have gone into the finest exam prep courses on the market today. These courses provide laser-focused review of exam content delivered by the industry's best instructors to ensure that you have no surprises on test day. Our updated materials reflect changes in the industry so you can be confident you are studying the topics that will prepare you for success.

Each course starts with a diagnostic practice exam that allows you to discover your strengths and weaknesses by subject area and gives you a reliable prediction of your performance on the Pearson VUE State Exam. Most importantly, it includes a comprehensive review of the most heavily tested content.

Exam prep is not approved prelicense education. Exam Prep may be taken Live or OnDemand.

REQUIRED

**Minnesota 30-Hour Salesperson
Prelicense Course II**

30 Credit Hours | Prerequisite: Course I

OnDemand \$249

Live Classroom \$289

The course begins with an introduction to your career in real estate and quickly moves into the practice of real estate. You will learn how to evaluate a seller's property, complete a listing contract, complete a buyer representation agreement, financially qualify your buyer, and write your first residential purchase agreement. Instructed by industry experts, you leave this course with a solid foundation in the practical application of today's typical real estate contracts.

Topics Include:

- Career opportunities, selecting a company, traits and skills that contribute to success
- Understanding agency and representation
- How to conduct a walk-through and perform a competitive market analysis
- How to make a listing presentation and prepare a seller's expense sheet
- How to represent buyers
- Conventional financing options
- Buyer mortgage qualification and consumer protection laws
- How to prepare and present a buyer's expense worksheet
- Additional financing alternatives—cash, contract for deed, and assumptions
- How to write and present your first Purchase Agreement

This course has been approved by the Minnesota Commissioner of Commerce for real estate prelicense education.

REQUIRED

**Minnesota 30-Hour Salesperson
Prelicense Course III**

30 Credit Hours | Prerequisite: Course I & II

OnDemand \$249

Live Classroom \$289

In Course III, you will learn to market and sell a listing along with how to successfully manage a sale through critical steps that must be completed in order for the property to close. You will also learn the specifics required to sell condos or town homes and to lease residential property along with the process for selling short sale and foreclosure real estate. Residential construction and design are comprehensively explored. In addition, our industry experts help you create a working business plan to successfully launch your real estate career.

Topics Include:

- Marketing real estate
- Servicing and selling your listing
- How to get from the sale to closing
- Beyond the single-family home: condos, town homes, and residential leasing
- Short sales and foreclosures
- Houses: construction and architectural styles
- Launching your real estate career

After completing Course I, Course II, and Course III, and passing the Minnesota Real Estate Exam, you will be ready to apply for your real estate salesperson license. Your employing broker will help you complete and submit your license application to the Minnesota Department of Commerce.

This course has been approved by the Minnesota Commissioner of Commerce for real estate prelicense education.

LIVE CLASSROOM SCHEDULES
PAGES 10–11

Success is enjoying what you do.

Course I Plus Exam Prep

**Minnesota 30-Hour Salesperson
Prelicensure Course I
with Exam Prep Package**

30 Credit Hours
OnDemand \$309
Live Classroom \$369

Exam Prep class Included with purchase of package!

This course has been approved by the Minnesota Commissioner of Commerce for real estate prelicensure education. Exam prep is not approved prelicensure education.

This package contains all of the required education you need to sit for the Minnesota License Exam coupled with our dynamic exam preparation course that will provide the confidence you need on exam day! Included in this package are the Minnesota 30-Hour Salesperson Prelicensure Course I and our premier Exam Prep course. Not only will the package prepare you to successfully pass your licensing exam, it will lay the foundation for a career in real estate.

Includes:

- Minnesota 30-Hour Salesperson Prelicensure Course I
- Minnesota Salesperson Exam Prep
- Textbooks & Workbooks— Upon enrollment, you will be shipped the following:
 - Modern Real Estate Practice Textbook & Workbook
 - Minnesota Real Estate Principles Textbook
 - Minnesota Real Estate Exam Prep Course Workbook
 - National Pearson VUE Exam Prep Workbook

Brokers Course—
Live or NEW OnDemand Video

**30-Hour Minnesota
Prelicensure Broker Course
with Exam Prep Package**

30 Credit Hours
NEW! OnDemand \$289
Live Classroom \$344

Complimentary Exam Prep INCLUDED with the 30-hour Broker Course

This course has been approved by the Minnesota Commissioner of Commerce for real estate prelicensure education. Exam prep is not approved prelicensure education.

Get all the support you need to succeed on the broker licensing exam in Minnesota with this all-inclusive package. This premium Minnesota Broker licensing package is created to give you the most effective licensing education and exam practice possible at a reduced rate. Not only will this package prepare you to successfully pass your broker licensing exam, it will also help move your career to the next level.

This package includes the 30-hour Minnesota Broker Principles live classroom course along with Kaplan's premium OnDemand or Live Classroom Exam Prep course. You get the industry's best instructors, course materials, and classroom setting to satisfy your education requirement. You also receive Kaplan's finest Exam Prep course to sharpen you for exam day. This package fulfills all the educational requirements for your broker license and prepares you to pass the license exam on your first attempt!

| DAYTIME 8:30 am–5:00 pm | |
|---------------------------|------------------------|
| LOCATION | BROKER COURSE SCHEDULE |
| St. Paul | Jan 14–17 |
| Edina | Feb 4–7 |
| St. Paul | Mar 9–10 & 16–17 |
| Bloomington | Apr 8–11 |
| St. Paul | May 6–9 |
| St. Paul | Jun 10–13 |

YOUR **STEP-BY-STEP** GUIDE

to obtaining a real estate license

STEP 1: Register for Your Courses

You must complete Course I before taking the Minnesota Real Estate Salesperson Exam. Save by purchasing all of your courses in one convenient package.

Minnesota Salesperson Complete Prelicensure Packages

Live Classroom Package \$899
Hybrid Package \$789
OnDemand Package \$729

STEP 2: Complete Course I

Complete Course I before registering for the Minnesota Real Estate Salesperson Exam.

STEP 3: Preregister for Your License Exam

To view all testing locations, visit <https://home.pearsonvue.com>. Preregistration and advance payment are required. The name of the exam to register for is the Minnesota Real Estate Salesperson (two portions)—National and State.

There are two ways to register:

Online Registration: Visit <https://home.pearsonvue.com> and pay with your Visa® or MasterCard®.

Registration by Phone: Call **1.833.273.1946** (24 hours a day) and register using the Automated Registration System. Otherwise, Pearson VUE registrars are available Monday–Friday 6:30 am–7:00 pm and Saturday 10:00 am–4:00 pm. Pay with Visa® or MasterCard®.

Kaplan School Code: **21034212**

STEP 4: Attend Real Estate Exam Prep

Our licensing students say this class is an extremely accurate and valuable tool that helped them pass the exam the first time.

OnDemand or **Live Classroom \$99** (Included in complete packages)

STEP 5: Successfully Complete the Exam

Bring to the exam site:

- Two forms of valid, current signature identification, one of which must be photo-bearing (preferably a driver's license)
- Original Course I Completion Certificate from Kaplan
- Simple calculator (non-programmable)

Candidates may cancel or reschedule up to two days before the testing date without penalty.

STEP 6: Complete Course II and Course III

Keep moving forward toward your new career by attending these required courses immediately after taking the licensing exam.

STEP 7: Apply for Your License

Your employing broker will help you complete and submit your license application.

COURSE I Schedule

| DAYTIME | | |
|---------------------|------------------------------|-------------------------------|
| MINNESOTA LOCATIONS | COURSE I 8:30 am–5:00 pm | EXAM PREP 8:30 am–5:00 pm |
| St. Paul | Dec 10–14 (2018) | Dec 17–18 (2018) |
| Edina | Jan 7–10 | Jan 14–15 |
| Bloomington | Jan 28–31 | Feb 4–5 |
| St. Paul | Feb 18–21 | Feb 25–26 |
| St. Paul | Mar 11–14 | Mar 18–19 |
| Bloomington | Apr 1–4 | Apr 8–9 |
| St. Paul | Apr 22–25 | Apr 29–30 |
| St. Paul | May 13–16 | May 20–21 |
| Bloomington | Jun 3–6 | Jun 10–11 |
| St. Paul | Jun 24–27 | Jul 1–2 |
| WEEKEND | | |
| MINNESOTA LOCATIONS | COURSE I 8:30 am–5:00 pm | EXAM PREP 8:30 am–5:00 pm |
| St. Paul | Nov 10–11 & 17–18 (2018) | Dec 1–2 (2018) |
| St. Paul | Jan 5–6 & 12–13 | Jan 19–20 |
| St. Paul | Feb 23–24 & Mar 2–3 | Mar 9–10 |
| Bloomington | Mar 30–31 & Apr 6–7 | Apr 13–14 |
| St. Paul | Jun 1–2 & 8–9 | Jun 15–16 |
| EVENING | | |
| MINNESOTA LOCATIONS | COURSE I 6:15 pm–10:00 pm | EXAM PREP 6:15 pm–10:00 pm |
| St. Paul | Feb 4–7 & 11–14 | Feb 18–21 |
| St. Paul | Jun 10–13 & 17–20 | Jun 24–27 |

COURSE II Schedule

| DAYTIME | | |
|---------------------|------------------------------|-------------------------------|
| MINNESOTA LOCATIONS | COURSE II 8:30 am–5:00 pm | COURSE III 8:30 am–5:00 pm |
| St. Paul | Jan 7–10 | Jan 14–17 |
| Edina | Jan 22–25 | Jan 28–31 |
| Bloomington | Feb 11–14 | Feb 18–21 |
| St. Paul | Mar 4–7 | Mar 11–14 |
| St. Paul | Mar 25–28 | Apr 1–4 |
| Bloomington | Apr 15–18 | Apr 22–25 |
| St. Paul | May 6–9 | May 13–16 |
| St. Paul | May 28–31 | Jun 3–6 |
| Bloomington | Jun 17–20 | Jun 24–27 |
| St. Paul | Jul 8–11 | Jul 15–18 |
| WEEKEND | | |
| MINNESOTA LOCATIONS | COURSE II 8:30 am–5:00 pm | COURSE III 8:30 am–5:00 pm |
| St. Paul | Dec 8–9 & 15–16 (2018) | Jan 5–6 & 12–13 |
| St. Paul | Jan 26–27 & Feb 2–3 | Feb 9–10 & 16–17 |
| St. Paul | Mar 16–17 & 23–24 | Mar 30–31 & Apr 6–7 |
| Bloomington | Apr 27–28 & May 4–5 | May 11–12 & 18–19 |
| St. Paul | Jun 22–23 & 29–30 | Jul 6–7 & 13–14 |

Same Great Locations!

Bloomington

South Loop Office Center
2051 Killebrew Drive, Suite 110
Bloomington, MN 55425

St. Paul

Atrium Office Building (East Entrance)
1295 Bandana Blvd. North, Suite 245
St. Paul, MN 55108

Edina

Minneapolis Area REALTORS®
5750 Lincoln Drive
Edina, MN 55436



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 online!

Visit www.KapRE.com/MNLIC for the most recent information.

THE MOST ADVANCED REAL ESTATE LICENSING EDUCATION AVAILABLE

Take the fast track to
success with our Career
Launcher Packages!

See page 5 for details.

ENROLL TODAY

www.KapRE.com/MNLIC

or call **888.523.1092**

KAPLAN[®] REAL ESTATE
EDUCATION

332 Front Street South, Suite 501
La Crosse, WI 54601