

JANUARY

JUNE

2019



Brightwood
REAL ESTATE EDUCATION

CURRICULUM BY
KAPLAN

MINNESOTA

Real Estate

Offered by Brightwood Career Institute, Harrisburg

LICENSING EDUCATION

Brightwood is now the official
prelicensing education provider for the



MINNEAPOLIS AREA Association
of **REALTORS**®

See details on page 3.

The **only education provider**
offering live and on-demand courses!



ENROLL TODAY @ www.KapRE.com/MNLIC

3 WAYS

to complete your education!

Your choice!



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 (formerly BLN Office Park)
2051 Killebrew Drive, Suite 110

Edina

Minneapolis Area Association of REALTORS®
5750 Lincoln Drive

St. Paul

Atrium Office Building—East Entrance
1295 Bandana Boulevard N, Suite 245



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*



NEW HYBRID! LIVE CLASSROOM & ONDEMAND

Combined ONDEMAND and LIVE CLASSROOM package.

[See details on page 3.](#)

PRELICENSING

packages

Most Popular!

ONDEMAND \$729	HYBRID \$789	LIVE CLASSROOM \$899
90 Hours of Instructor-Led OnDemand Video (Course I, II, III) Study anytime, anywhere!	90 Hours of Education 30 hours Live Classroom + 60 hours OnDemand Video Instruction	90 Hours of Instructor-Led Live Classroom (Course I, II, III) Convenient settings in Bloomington, Edina, and St. Paul
Exam Prep Choose from OnDemand Video or Live Classroom	Course I Live Classroom Course II OnDemand Course III OnDemand Exam Prep Live Classroom or OnDemand	Exam Prep Choose from OnDemand Video or Live Classroom
Real Estate Textbook Library	Real Estate Textbook Library	Real Estate Textbook Library
Interactive Study Group Two Live Weekly Webinars	Interactive Study Group Two Live Weekly Webinars—Included with OnDemand Courses	

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*

Brightwood is the

Official Prelicensing Education Provider for the



MINNEAPOLIS AREA Association
of REALTORS®

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 Association of 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

ONDEMAND \$999

90 Hours of Instructor-Led
OnDemand Video
(Course I, II, III)

Study anywhere, anytime!*

Exam Prep

Choose from
OnDemand Video or Live Classroom

REAL ESTATE ACCELERATOR

Live Classroom
Offered in Bloomington and St. Paul or
Live Online available (see page 4 for dates)

Real Estate Textbook Library

Interactive Study Group

Two Live Weekly Webinars

LIVE CLASSROOM \$1,149

90 Hours of Instructor-Led
Live Classroom
(Course I, II, III)

Convenient settings in
Bloomington, Edina, and St. Paul

Exam Prep

Choose from
OnDemand Video or Live Classroom

REAL ESTATE ACCELERATOR

Live Classroom
Offered in Bloomington and St. Paul

Real Estate Textbook Library

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

"Brightwood is a great place to
receive training and licensing.
Fast, easy, and convenient."

—Mike O.

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 PSI™ 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

ONDEMAND \$249

LIVE CLASSROOM \$289

Prerequisite: Course I

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

ONDEMAND \$249

LIVE CLASSROOM \$289

Prerequisite: Course I & II

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
ON PAGES 10–11

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

—Brandon H.

Course I Plus Exam Prep

Minnesota 30-Hour Salesperson Prelicense 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 prelicense education. Exam prep is not approved prelicense 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 Prelicense 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 Prelicense 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 PSI Exam Prep Workbook

LIVE CLASSROOM SCHEDULES ON PAGES 10-11

**Brokers Course—
Live or NEW OnDemand Video**

30-Hour Minnesota Prelicense 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 prelicense education. Exam prep is not approved prelicense 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 Brightwood’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 Brightwood’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 Prelicense Packages
ONDEMAND PACKAGE \$729 | HYBRID PACKAGE \$789 | LIVE CLASSROOM PACKAGE \$899

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 www.psiexams.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 www.psiexams.com and pay with your Visa® or MasterCard®.

Registration by Phone: Call **1.800.733.9267** (24 hours a day) and register using the Automated Registration System. Otherwise, PSI registrars are available Monday–Friday 6:30 am–7:00 pm and Saturday 10:00 am–4:00 pm. Pay with Visa® or MasterCard®.

Brightwood School Code: **21024490**

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 Brightwood
- Simple calculator (non-programmable)

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

STEP 6 COMPLETE COURSE II & 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) 9:00 am–4:00 pm	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

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

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

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

*"It had been over 30 years since I studied or opened a textbook. **I passed the first time!** I actually felt over prepared!"*

–Kurt P.



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.

Same Great Locations!

Bloomington

South Loop Office Center
(formerly BLN Office Park)
2051 Killebrew Drive
Suite 110
Bloomington, MN

St. Paul

Atrium Office Building—East Entrance
1295 Bandana Boulevard N
Suite 245
St. Paul, MN

Edina

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



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REAL ESTATE EDUCATION

CURRICULUM BY
KAPLAN

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 **888.523.1020**