

JULY
DECEMBER
2018



Brightwood
REAL ESTATE EDUCATION
POWERED BY **KAPLAN**

COLORADO

Real Estate

Offered by Brightwood College, San Antonio (Ingram)

CONTINUING EDUCATION

KAPLAN REAL ESTATE
EDUCATION

is **NOW**

Brightwood Real Estate Education



NEW NAME. NEW LOOK. **SAME GREAT EDUCATION.**

4 WAYS

to complete your education!

No two students' schedules are exactly alike.

That's why 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*



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

Brightwood College (formerly Kaplan Professional Schools)
2200 S. Monaco Parkway, Unit R
Denver, CO 80222

Colorado Springs

Hotel Elegante
2886 South Circle Drive
Colorado Springs, CO 80906



LIVE CLASSROOM SCHEDULES PAGES 14-15

THE KNOWLEDGE

you need to succeed!

Our comprehensive study solutions:

- Provide the skills you need to help your clients and excel in your career
- Contain the most current and accurate information available
- Satisfy Colorado Real Estate Commission requirements



TEXT-BASED ONLINE

Comprehensive text-based (non-video) online instruction available anytime, anywhere you have access to the Internet. Courses include 100% clock-time gated course progression delivery.



TEXTBOOK HOME STUDY

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

REQUIREMENTS

Colorado Rule B-2(a) requires real estate brokers to complete 24 hours of CE every 3 years, and 12 of those hours must be in the Annual Commission Update course (3 different versions). Licensees must complete an additional 12 hours of elective CE credit hours to complete the 24-hour total continuing education requirement.

Rule B-2(a.1) states that to accommodate brokers during the transition period, brokers may complete the 4-hour "Transition Course" along with two different versions of the Annual Commission Update course to satisfy the twelve hours of mandated education pursuant to Section 12-61-110.5(1)(C), C.R.S. Licensees who choose this option must complete an additional 12 hours of elective credit hours to meet the 24-hour total continuing education requirement during the license period in subject areas listed in Section 12-61-110.5(3), C.R.S. Licensees may take the transition course at any time during the transition period including in the same year they complete one of the two annual commission update courses.

A bill has recently been introduced in the Colorado Legislature that would nullify the need for the Real Estate Broker "Transition Course." It is HB18-1227 (Real Estate Commission Flexibility in License Periods).

Please check DORA's website for the most up to date information:

<https://www.colorado.gov/pacific/dora/node/92821>

**These courses are not regulated or approved by the Colorado Division of Private Occupational Schools.*

COLORADO 8-HOUR CE DAY

Complete Your CE in Just One Day a Year

Our special 8-hour CE Day® is the **most convenient** and **economical way** to complete your continuing education. You receive the current required 4-hour Annual Commission Update course, plus 4 additional hours of new and relevant continuing education, all for the **low price of \$75!**

Attending one CE Day® each year **completes all 24 hours of your required continuing education** by the end of your 3-year renewal cycle.

The courses that make up your CE Day® are some of the newest and most relevant in the industry. Each 8-hour CE Day® covers a specific subject area to help you **make the most of your career** by developing specialized skills and knowledge.



**ACU + Elective
ONLY \$75**

All CE days begin with the Annual Commission Update (ACU) followed by the elective course:

ACU 8:30 am–12:30 pm
Elective 1:30 pm–5:30 pm

LIVE CLASSROOM

Colorado 2018 Annual Commission Update

4 Credit Hours LIVE CLASSROOM \$39

This 4-hour course is required annually as an update for every active licensee. The course covers current Commission changes in laws, rules, regulations, and forms. It is designed to keep you, the broker, in the know.

Millennials: Challenging the Traditional Real Estate Model

4 Credit Hours LIVE CLASSROOM \$39

In this course, you'll learn how Millennials—today's largest real estate market—buys, sells, rents, strategizes, and communicates. Learn how you can better serve this new leading population of clients.

This course will challenge your past approaches to working with clients and illustrate successful approaches to working with today's buyers and sellers. Get insight into how to educate yourself about Millennials' specific preferences and how builders and the real estate industry are responding to them.

Tour d' Real Estate: What Homeowners Want

4 Credit Hours LIVE CLASSROOM \$39

We have survived the recent economic crisis, and many indicators show that the housing market has rebounded and continues to grow. So what has changed in the last ten years in terms of the house and its components? What are homeowners expecting when building or remodeling a property?

This class will help both real estate agents and contractors achieve business success by understanding how the physical house has changed and what their clients are looking for when making housing decisions.

NEW! Identity Crisis: Determining Architectural Style

4 Credit Hours LIVE CLASSROOM \$39

Appraisal forms ask for architectural design of the subject and comparable properties. Many multiple listing services (MLS) have a field for architectural style as well. *Contemporary* and *traditional* are often used in MLS listings and appraisal reports. FNMA does not allow descriptors like *average*, *two stories*, or *typical*, and they modified these sections in the UAD format in 2013. Both appraisers and real estate agents struggle with the design of newer homes and reviewer revisions to the designs used in their reports. You will be provided with descriptions, pictures, and floor plans that will aid in identification of the architectural design of the houses in neighborhoods you work in regularly.

*"Your instructors are **true professionals** of real estate and openly share their knowledge and wisdom. Very enjoyable and worthwhile education."*

—Linda M.

**LIVE CLASSROOM SCHEDULES
PAGES 14–15**

BEHIND ON CE?

Have an inactive or expired license?

Broker Reactivation Class

24 Credit Hours LIVE CLASSROOM \$199

The Colorado Real Estate Commission allows for you to complete your CE requirements and renew/reactivate your license through successful completion of the Broker Reactivation Course.

Complete all of your continuing education requirements for your 3-year renewal with this course. You'll review Colorado regulations and statutory relationships, brokerage relationship agreements, sales contracts, and issues in real estate contracting. This course is available to satisfy your complete CE requirement under the following conditions per the Colorado Real Estate Commission, if you fall into one of the following categories:

ACTIVE

Colorado real estate broker license and have fallen behind in CE requirements

Permitted for active licensees in lieu of the requirements of Rule B-2(a) and (a.1), but shall not be repeated in consecutive license cycles.

(see page 3 for new rule information)

Exam Prep

0 Credit Hours \$199

LIVE CLASSROOM OR ONDEMAND

This course is designed to ensure that you have no surprises on exam day. Our 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 Real Estate Exam.

See website for complete course schedules.

Colorado Contracts and Closings Package

24 Credit Hours Course Duration is 72 Hours

LIVE CLASSROOM \$399

ONDEMAND \$399

HOME STUDY \$299

Are you short on your continuing education hours? Did you miss one or more of the three required Annual Commission Update courses during your current license renewal cycle? If your license is active, inactive, or expired...we can help! These courses are part of our regularly scheduled Broker Associate prelicensing education program.

Earn 24 hours of continuing education credit with these two courses:

- Colorado Contracts & Regulations
- Closings & Settlement

Satisfy your CE requirement for:

- This license cycle
- A missed Annual Commission Update

Learn the latest news required by the Real Estate Commission:

- Information on forms, contracts, rules, regulations
- Review of how Settlement Statements and Closings work

KICK-START YOUR REAL ESTATE CAREER TODAY

The Colorado Association of REALTORS® partnered with us to create the Emerging Professionals course series. The goal of these courses is to help you develop critical skills you need to build the foundation for a successful career as a newly licensed broker. Each course offers continuing education credit.

BUNDLE & SAVE



CAR Emerging Professionals Complete OnDemand Package

12 Credit Hours ONDEMAND \$119
Includes all 6 courses listed below

The following courses have been approved by the Colorado Department of Regulatory Agencies, Division of Real Estate, for 2 hours of real estate continuing education:

CAR – Get Your Buyers to the Closing Table

2 Credit Hours ONDEMAND \$25

This course focuses on the important task of getting your buyers to the closing table. You will explore writing the actual offer and items to include in the offer for the listing broker and seller. Then, you'll learn how to manage the contract during the deal and walk through a case study that will highlight what not to do. Finally, the course concludes with general tips for best practices to ensure a successful transaction.

CAR – Business Planning

2 Credit Hours ONDEMAND \$25

Proper business planning provides a road map to success and is especially vital for a real estate professional. You've chosen a career that gives you flexibility with limitless potential, but have you designed a plan to help you reach your goals? Learn what it takes to focus your time and manage your resources to build the strong foundation needed for a successful career in real estate.

CAR – Lending, Finance, and You

2 Credit Hours ONDEMAND \$25

The world of lending is an ever-changing environment and can be a very stressful time for your buyer. Prepare your clients to successfully navigate the lending process and ensure their homeowner financial readiness.

CAR – Get Your Sellers to the Closing Table

2 Credit Hours ONDEMAND \$25

This course focuses on getting your sellers' houses sold and closed. You'll begin by discussing the broker's role in the process of listing and understanding the seller's expectations. Next, you will explore how to tailor your online presence to maximize selling potential. Then, you will review listing properties and implementing systems. How to get the listing and the pre-listing process are explored, as well as how to properly price a property. The course concludes with a discussion of how to advise your sellers.

CAR – Sales & Marketing

2 Credit Hours ONDEMAND \$25

What's going to set you apart from your competition? Learn how to best market yourself using both traditional and modern trends, discover and define your image, and gain the tools necessary to demonstrate your value to your next buyer or seller.

CAR – Risk Management

2 Credit Hours ONDEMAND \$25

Risk management is critical to a successful career in real estate. Arm yourself with the practical knowledge and resources to avoid common legal pitfalls so that you can focus more of your energy on running a successful business.

\$55 | 8-hour OnDemand CE packages

PACKAGE 1: Millennials: Challenging the Traditional Real Estate Model with Colorado 2018 Annual Commission Update

PACKAGE 2: The Twenty Most Cost-Effective Home Improvements with Colorado 2018 Annual Commission Update

NEW! Millennials: Challenging the Traditional Real Estate Model

4 Credit Hours ONDEMAND \$29

This course examines the factors driving today's real estate market. The instructor will take you beyond the newspaper headlines to illustrate how the former driving factors of real estate no longer apply, as millennial buyers outpace baby boomers (previously the largest real estate buyer group). You will learn how millennials—today's largest real estate market—buy, sell, rent, strategize, and communicate. Learn how you can better serve this new leading population of clients.

All Under One Roof

4 Credit Hours ONDEMAND \$29

Learn how the changing demographics and economics of recent years have influenced desirability for some types of homes over others. You will see what new types of properties are emerging to meet these multi-generational buyer challenges. This course will help you understand the changes and communicate with these buyers and sellers with specialized needs. You'll also gain understanding of fair housing areas that warrant attention.

Buying Within Your Budget

4 Credit Hours ONDEMAND \$29

Big changes come from small steps. In this course, you'll learn how to create a plan and follow through with it to achieve financial freedom. Many people want to save more, but don't know where to start or lack restraint to stop spending. Just because your clients qualify for a certain loan amount doesn't mean they can afford it. Clients who understand how to budget correctly can make effective and smart decisions when making any purchase, including home buying. Learn how to live on what you earn!

Colorado 2018 Annual Commission Update

4 Credit Hours ONDEMAND \$29

The Annual Commission Update, required for every active licensee, is now a 4-hour course. The course covers current Real Estate Commission rule changes, law changes, forms and contracts updates, and is designed to keep you in the know!

Under revised rules, every active licensee must take a minimum of 12 hours of Annual Commission Update course work (this course) each license cycle as part of your 24 hours of continuing education, and each Update course must be a different version.

Houses: Buy...Fix...SELL!

8 Credit Hours ONDEMAND \$59

Learn the process of buying a distressed property, fixing it up, and selling it for profit. You'll first look at ways to structure the acquisition. Next, you'll determine how to analyze the property's needs and costs. Comparing the costs and returns from renovating bedrooms to baths to kitchens and more will help you put your money in the right place. Also learn how to put together pricing models, accurate construction timelines, and a profitable exit strategy. A solid plan lessens your risks and realize a greater profit by avoiding coal and discovering diamonds in the rough dollars to build your own investment portfolio.

Houses: From the Ground Up

8 Credit Hours ONDEMAND \$59

There are many challenges to helping others find suitable housing. One of the biggest is to effectively answer simple questions about housing structure and condition. This highly visual instruction helps you find the answers to the questions about the product you sell. From the foundation to the rooftop, you will explore everything in between.

Introduction to Real Estate Investments

8 Credit Hours ONDEMAND \$59

Investors are discovering that tax, cash flow, principal reduction, and appreciation benefits of single- and multi-family properties outweigh other investment opportunities, including the wildly vacillating stock market. This course can open the door for you to the lucrative investment real estate market. If you are unfamiliar with selling residential real estate as an investment, you'll get a step-by-step understanding of the fundamentals you need to get started.

Profile of a Super Agent

4 Credit Hours ONDEMAND \$29

Big hitters will tell you their bona fide leads are not coming from the Internet or some corporate marketing strategy. You'll learn how to create a continuous flow of new clients. Discover how savvy agents are tapping into past clients, family, and friends—and getting involved in community organizations to make their business thrive.

Finding the client is only half the battle. Huge financial pressure on sellers and skittish buyers are today's norm. Learn how top producers feed their sellers the low-price pill, and the importance they put on properly preparing and marketing a home for a quick sale. Understand how critical it is to be able to guide clients through a short sale or foreclosure deal. In addition, you will learn how super agents get the best price possible for their buyers in every situation.

Real Estate Math

4 Credit Hours ONDEMAND \$29

Does real estate math make you anxious or do you need a refresher? Then this course is for you! 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 reexamine 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. This course offers valuable information for novices as well as seasoned agents.

Generational Selling

4 Credit Hours ONDEMAND \$29

You'll review the vast array of buyers and sellers active in today's market as well as the future. This course focuses on helping you understand what is important to them, their resources, and how they make decisions. You'll look at the unique traits of four groups: Matures, Baby Boomers, Generation Xers, and Millennials. As over 23 percent of sales are to single women, you'll learn about the increasing importance niche markets hold within each generation...and what they suggest for the future. This is a compelling course you won't want to miss.

The Twenty Most Cost-Effective Home Improvements

4 Credit Hours ONDEMAND \$29

Homeowners are spending more time and money on fixing up their places than ever before. In fact, U.S. Census Bureau statistics indicate that maintenance and repairs make up about 30 percent of the expenditures. The other 70 percent is spent for alterations, major replacements, additions, and outside additions and alterations.

Here is your guide to 20 home improvements that maximize resale value. You'll learn where the money goes in a typical remodeling job, and how much is spent on kitchen and bathroom remodeling, plumbing, HVAC, roofing and more.

The Tiny House: Is it a Phase or Craze?

4 Credit Hours ONDEMAND \$29

Witness this emerging market segment as you learn about the new world of tiny house living. In this course, you'll learn the origin of the tiny house, different types of tiny houses, the structural elements, costs and considerations, valuation of property, and when a tiny house is considered real property. We'll also identify financing options specific to the tiny house and introduce you to tiny house communities developing across the country.

After choosing the course(s) that best fits your needs, take a look at the format listed to see which study methods are available.

Everyday Ethics in Real Estate 4 Credit Hours

TEXT-BASED ONLINE \$19
TEXTBOOK HOME STUDY \$19

Not knowing your ethics can be harmful to your reputation...and it's not all just common sense! In this course, you will examine equal housing opportunity under the law, including federal housing laws. Learn applications of, exemptions to, prohibitions in, and enforcement of fair housing laws. You will be presented with the facts in the study and then asked to decide what the ethical outcome should be by law standards. It's a great refresher course on ethics for every real estate professional.

Foreclosures, Short Sales, REOs, and Auctions: Tools for Success in Today's Market 4 Credit Hours

TEXT-BASED ONLINE \$19
TEXTBOOK HOME STUDY \$19

In today's fast-moving real estate marketplace, it is more important than ever to stay current on the ever-changing processes and best practices of purchasing and selling distressed properties. In this course, you will review both the judicial and non-judicial foreclosure availability, along with rights of redemption and foreclosure timelines. You will learn the pertinent forms used in short sale, REO, and auction proceedings, along with all the key terms and definitions of the foreclosure business.

Property Management and Managing Risk 8 Credit Hours

TEXT-BASED ONLINE \$39
TEXTBOOK HOME STUDY \$39

Real estate property management is the fastest-growing segment of today's real estate marketplace. In this introductory course, you will receive a comprehensive overview of what major duties and responsibilities are assigned to a property manager and the nature of the fiduciary relationship between manager and owner. You will explore the economics of the rental business, from setting rents and estimating vacancies to scheduling daily maintenance and construction projects.

Red Flags: Property Inspection Guide 8 Credit Hours

TEXT-BASED ONLINE \$39
TEXTBOOK HOME STUDY \$39

Real estate professionals are held to a standard of reporting if they find something that is a "red flag" (a visual sign or indication of a defect), yet many are inadequately informed of what qualifies as a red flag and what their responsibility is when they find one. You are not responsible for a full inspection (a home inspector is), but since you have exposure to the home, there is an obligation to disclose what you see. Red flags always cause negotiations and can threaten sales, but they can be especially troublesome in a buyer's market, when buyers can afford to be picky about many issues. And with as much inventory as we currently have, the individuals who are looking to buy these properties are more likely to be investors who are generally more familiar with these issues.

Buyer Representation in Real Estate 8 Credit Hours

TEXT-BASED ONLINE \$39

Buyer agents are busier than ever with today's opportunity-rich environment, and understanding the ins and outs of buyer representation may never be more important to your business. With so many homes on the market that never sell, savvy agents are finding that representing buyers is where the money is. For your business, understanding the requirements and obligations of buyer representation can mean the difference between floundering and flourishing. From purchase and sale agreement to closing the property, this course will expose you to some of the best practices employed in the industry of buyer representation.

Identity Theft: Protecting Your Clients and Your Business 4 Credit Hours

TEXT-BASED ONLINE \$19

From a criminal's perspective, it is significantly more cost-effective to steal business identities than individual identities. Learn how business ID theft spells potential disaster for your livelihood and your clients'. Understand how to respond if your clients' information or yours is compromised. Plus, learn how to spot and address the warning signs.

Fair Housing 8 Credit Hours

TEXTBOOK HOME STUDY \$39

This course takes a fresh look at the most common pitfalls in today's marketplace. Although the Federal Fair Housing Act has been in force for over 40 years, the way it is applied to everyday real estate continues to evolve. From cultural diversity to fair housing enforcement actions, this comprehensive course provides a new look at prohibited conduct and offers some practical applications to help keep you in compliance.

Scams, Scoundrels, and Real Estate Stings 4 Credit Hours

TEXTBOOK HOME STUDY \$19

Real estate scams have come a long way and are far-reaching. Learn the newest schemes, like flopping, and how high- and low-tech scammers prey on the unsuspecting. You'll learn how scams hurt your reputation and the liability that comes with being associated with a real estate scam.

ENROLL TODAY

@

www.KapRE.com/COCE

"The courses were **relevant, interesting, easy-to-follow,** and so **convenient** to access!"

—Whitney S.



THE *FAST TRACK* TO YOUR SUCCESS

LIVE ONLINE NOW AVAILABLE

LIVE CLASSROOM AND 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

COURSE 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!

MONTH	DAYS	TIME
LIVE CLASSROOM: DENVER 2018		
August	6-7	8:00 am-5:30 pm
November	5-6	8:00 am-5:30 pm

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

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

LIVE ONLINE COURSES 9:00 AM-1:00 PM							
MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
7-10	11-14	9-12	13-16	10-13	15-18	12-15	10-13

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

4 Credit Hours LIVE CLASSROOM \$39

New course coming soon!

Check KapRE.com/COCE for updates.

This course has been submitted to the Colorado Department of Regulatory Agencies, Division of Real Estate. Its current status is "approval pending."

Brokerage Administration 1

24 UPGRADE Credit Hours \$199

LIVE CLASSROOM OR TEXTBOOK HOME STUDY

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

LIVE CLASSROOM SCHEDULES PAGES 14-15

LIVE CLASSROOM SCHEDULE

DATE(S)	COURSE	LOCATION	TIME	CREDITS
JULY				
11-13	Brokerage Administration	Denver	8:30 am-5:30 pm	24
14	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
14	Millennials: Challenging the Traditional Real Estate Model	Denver	1:30 pm-5:30 pm	4
27	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
27	Tour d' Real Estate: What Homeowners Want	Denver	1:30 pm-5:30 pm	4

AUGUST

8-10	Broker Reactivation	Denver	8:30 am-5:30 pm	24
8	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
8	Identity Crisis: Determining Architectural Style	Denver	1:30 pm-5:30 pm	4
25	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
25	Millennials: Challenging the Traditional Real Estate Model	Denver	1:30 pm-5:30 pm	4

SEPTEMBER

6	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
6	Tour d' Real Estate: What Homeowners Want	Denver	1:30 pm-5:30 pm	4
22	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
22	Identity Crisis: Determining Architectural Style	Denver	1:30 pm-5:30 pm	4
27	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
27	Millennials: Challenging the Traditional Real Estate Model	Denver	1:30 pm-5:30 pm	4

OCTOBER

3	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
3	Tour d' Real Estate: What Homeowners Want	Denver	1:30 pm-5:30 pm	4
4	2018 Annual Commission Update	Colorado Springs	8:30 am-12:30 pm	4
4	Identity Crisis: Determining Architectural Style	Colorado Springs	1:30 pm-5:30 pm	4
13	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
13	Millennials: Challenging the Traditional Real Estate Model	Denver	1:30 pm-5:30 pm	4
17	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
17	Tour d' Real Estate: What Homeowners Want	Denver	1:30 pm-5:30 pm	4
24	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
24	Identity Crisis: Determining Architectural Style	Denver	1:30 pm-5:30 pm	4
29-31	Brokerage Administration	Denver	8:30 am-5:30 pm	24

DATE(S)	COURSE	LOCATION	TIME	CREDITS
NOVEMBER				
1	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
1	Millennials: Challenging the Traditional Real Estate Model	Denver	1:30 pm-5:30 pm	4
1	2018 Annual Commission Update	Colorado Springs	8:30 am-12:30 pm	4
1	Tour d' Real Estate: What Homeowners Want	Colorado Springs	1:30 pm-5:30 pm	4
7	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
7	Tour d' Real Estate: What Homeowners Want	Denver	1:30 pm-5:30 pm	4
7-9	Broker Reactivation	Denver	8:30 am-5:30 pm	24
10	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
10	Identity Crisis: Determining Architectural Style	Denver	1:30 pm-5:30 pm	4
14	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
14	Millennials: Challenging the Traditional Real Estate Model	Denver	1:30 pm-5:30 pm	4
16	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
16	Tour d' Real Estate: What Homeowners Want	Denver	1:30 pm-5:30 pm	4
19	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
19	Millennials: Challenging the Traditional Real Estate Model	Denver	1:30 pm-5:30 pm	4
26	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
26	Identity Crisis: Determining Architectural Style	Denver	1:30 pm-5:30 pm	4
30	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
30	Millennials: Challenging the Traditional Real Estate Model	Denver	1:30 pm-5:30 pm	4

DECEMBER

4	Identity Crisis: Determining Architectural Style	Denver	5:00 pm-9:00 pm	4
5	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
5	Tour d' Real Estate: What Homeowners Want	Denver	1:30 pm-5:30 pm	4
8	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
8	Millennials: Challenging the Traditional Real Estate Model	Denver	1:30 pm-5:30 pm	4
10	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
10	Tour d' Real Estate: What Homeowners Want	Denver	1:30 pm-5:30 pm	4
10	2018 Annual Commission Update	Colorado Springs	8:30 am-12:30 pm	4
10	Millennials: Challenging the Traditional Real Estate Model	Colorado Springs	1:30 pm-5:30 pm	4
10-12	Broker Reactivation	Denver	8:30 am-5:30 pm	24
13	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
13	Millennials: Challenging the Traditional Real Estate Model	Denver	1:30 pm-5:30 pm	4
17	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
17	Identity Crisis: Determining Architectural Style	Denver	1:30 pm-5:30 pm	4
20	2018 Annual Commission Update	Denver	8:30 am-12:30 pm	4
20	Tour d' Real Estate: What Homeowners Want	Denver	1:30 pm-5:30 pm	4



DATES & TIMES

Dates, times, and locations are subject to change. To ensure you get the **most accurate** and **up-to-date** information, visit www.KapRE.com/COCE.

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