

MINNESOTA

Real Estate Continuing Education

Video
OnDemand
or Live Classes

Your choice!

Guiding you to success.

NEW! 2019–2020 Required Module

7/1/19–6/30/20 SALESPERSON & BROKER REQUIRED MODULE:
Agency, Fair Housing, & Energy Efficiency

See page 5.

2019–2020

SEPTEMBER–FEBRUARY

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!

- Field videos put lessons into real-life scenarios
- Start, stop, pause, and rewind each video segment
- Join our real estate experts from your own home or office

*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-approved 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

Text-Based Online

Comprehensive text-based (non-video) online instruction available anytime, anywhere you have access to the internet.

Our comprehensive study solutions:

- Provide you with the knowledge you need to succeed in your career
- Contain the most current and accurate information available

THE KNOWLEDGE

you need to succeed!

CONTINUING EDUCATION PACKAGES

- 4 Build Your Own CE Package
- 4 Live Classroom CE Packages
- 4 OnDemand CE Packages

LIVE CLASSROOM COURSES

- 5 **NEW!** 7/1/19–6/30/20 SALESPERSON & BROKER REQUIRED MODULE: Agency, Fair Housing, & Energy Efficiency
- 6 **NEW!** Navigating Minefields: Preventing Real Estate Disaster
- 6 **NEW!** Constructing Fact from Fiction: New Construction Today
- 7 **NEW!** 2019 Tax Update
- 7 Tax Write-Offs for the Self-Employed
- 7 Water: How It Affects Property
- 8 Financing Update: The Must Know Programs & Details to Close More Deals
- 8 Real Estate: How to Leave a Legacy
- 8 Relocation Essentials: Grow and Serve More Clients
- 9 Understanding Association Ownership
- 9 Mediate-Arbitrate-Litigate: An Informed Decision
- 9 Game Changers: The New Forces in Real Estate
- 10 Millennials: Challenging the Traditional Real Estate Model
- 10 The Twenty Most Cost-Effective Home Improvements
- 10 Market Pulse: What's Trending Now
- 11 Tour d' Real Estate: What Homeowners Want
- 11 Good, Better, Best: When Quality, Price, and Value All Matter
- 11 To Rise and Fall Again: Life After Financial Crisis
- 12 CSI Minnesota: Credit Score Investigation
- 12 Buying Within Your Budget
- 12 Workplace Violence: Preparing for the Unthinkable
- 13 Identity Theft: Protecting Your Clients and Your Business
- 13 A Day in the Life of an Identity Thief

DUALLY APPROVED WISCONSIN/MINNESOTA CE COURSES

- 14–15 **NEW!** Course 1: Wisconsin Listing Contacts
- 14–15 **NEW!** Course 2: Wisconsin Offers to Purchase
- 14–15 **NEW!** Course 3: Wisconsin New Developments
- 14–15 **NEW!** Course 4: Wisconsin Real Estate Ethics and Consumer Protection
- 14–15 **NEW!** Course 5: Wisconsin Real Estate Law and Practice
- 14–15 **NEW!** Course 6: Wisconsin Real Estate Transactions

16–17 2019 FALL EDUCATION TOUR

- 18 REAL ESTATE ACCELERATOR

19–22 COURSE SCHEDULES

BUILD-YOUR-OWN

CE packages

OPTION 1 | \$159

ANY COMBINATION:

Live Classroom | OnDemand | Text-Based Online

Purchase 15 credit hours and receive the CE-Advantage Package discount.*

More than a 25% discount.

*Discount does not include courses on pages 14-18.

OPTION 2 | \$99

OnDemand | Text-Based Online

Call now and reserve your courses!

These specials may only be requested when you call **888.523.1092** to place your order.

Check www.KapRE.com/MNCE for **NEW** OnDemand CE Packages!

NEW! 7/1/19-6/30/20 SALESPERSON & BROKER REQUIRED MODULE: Agency, Fair Housing, & Energy Efficiency

3.75 Credits **Live Classroom \$59**

This course is designed to enhance your real estate knowledge and professionalism in the critical matters of Agency, Fair Housing and Energy.

Highlighting agency law, as well as Minnesota license laws regarding agency relationships in a real estate transaction, our course offers a fresh perspective that enables your client relationships to thrive.

This course also examines federal fair housing law, plus prohibitions under the federal Fair Housing Act and the Minnesota Human Rights Act that ensure you understand your role and obligations as a licensee in this crucial area.

Finally, you'll learn key energy efficiency factors that impact your clients and business. You'll understand the Minnesota market for energy efficiency in new homes and building codes that impact design and cost. Also, the need and importance of a pre-construction HERS report, including valuable resources to expand your knowledge further.

Join our exciting and informative class to learn how you can make a difference in the real estate landscape of today's market.

NOTE: In addition to satisfying the annual Salesperson & Broker Required Module, completion of this course will satisfy ALL of the following requirements: 1-hour Fair Housing, 1-hour Agency Law, and 1-hour Broker Module requirement.

This is the required module effective July 1, 2019, through June 30, 2020.

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

*Please see our website for OnDemand release of this course.

2019-2020

DATE(S)	LOCATION	TIME	DATE(S)	LOCATION	TIME
SEPTEMBER			DECEMBER		
19	Bloomington	1:15 pm-5:00 pm	4	Maple Grove	8:00 am-11:45 am
OCTOBER			9	Eagan	8:00 am-11:45 am
16	St. Paul	8:30 am-12:15 pm	19	St. Paul	1:15 pm-5:00 pm
21	Rochester	8:00 am-11:45 am	JANUARY		
24	Chaska	8:00 am-11:45 am	15	Bloomington	1:15 pm-5:00 pm
28	Detroit Lakes	8:00 am-11:45 am	FEBRUARY		
NOVEMBER			3	St. Paul	8:30 am-12:15 pm
4	Hinckley	8:00 am-11:45 am	20	Bloomington	8:30 am-12:15 pm
6	St. Cloud	8:00 am-11:45 am			
11	Marshall	8:00 am-11:45 am			
13	Mankato	8:00 am-11:45 am			
18	Bloomington	8:30 am-12:15 pm			
20	Duluth	8:00 am-11:45 am			
25	Bemidji	8:00 am-11:45 am			

NEW! Navigating Minefields: Preventing Real Estate Disaster3.75 Credits **\$59**

No two transactions are the same. Licensees need essential knowledge to troubleshoot every day and not so every day circumstances.

In this class, you'll see how some of the most common issues are also the most time consuming and carry the greatest risk for your client and for you. You'll have an opportunity for lively discussion as you are guided through the obstacles, dilemmas, and hurdles that you are likely to encounter in your real estate transactions. By identifying the potential minefields and possible remedies in various situations, you'll be prepared to guide your clients to a smooth and memorable real estate experience.

- Seller's Issues
- Buyer's Issues
- Outside Influencers: Home Inspectors, Appraisers, Insurance Agents
- Unique Issues

This course has been submitted to the Minnesota Commissioner of Commerce. Its current status is "approval pending."

NEW! Constructing Fact from Fiction: New Construction Today7.5 Credits **\$108**

Learn about the opportunities, cost, features, advantages, and challenges of new construction today.

Whether you have a buyer determined on building a new home or investigating the new home market in comparison to existing home market, this course will equip you to answer and advise your clients with confidence.

You'll learn what's changed most in the last few years as new construction has made a 'come back', land prices have increased steadily, building materials sky-rocketed, while labor shortage is at an all time high. A keen understand and the ability to educate your clients has never been more important for both real estate and construction professionals. This course will also prepare you to assist your client through the entire decision making process, and make the right analysis and choice for their next real estate purchase.

These questions will be answered:

- What factors need to be assessed before building?
- How much will upgrades cost versus what clients see in model homes?
- What are the "soft" costs that may be hidden?
- What is the difference in financing a new versus existing home for your client?
- What does a new construction contract look like?
- What are the options for building? Type of structure, square footage, location, technology enhancements and more!

This course has been approved by the Minnesota Commissioner of Commerce for 7.5 hours of real estate continuing education.

This course has been submitted to the Minnesota Department of Labor & Industry. Its current status is "approval pending."

*"Kaplan is the best because of their **instructors** and **classroom experience**. I come back every year."*

—Norrine C.

NEW! 2019 Tax Update7.5 Credits **\$108**

Our comprehensive course is designed for the real estate professional.

Join us for this year's compelling and informative *Tax Update* course with Chris Bird. The Tax Cut and Jobs Act (TCJA), passed by congress and signed into law in late December 2017, is the most significant piece of tax reform since the 1980s. The results of this legislation generated major changes to both personal and business tax rates. You'll learn what deductions and exclusions have also undergone dramatic simplification and reform. Plus, learn how the new law has caused drastic changes to estate, gift, and generation-skipping transfer taxes, and alternative minimum taxes.

Now that we have had a year to shake out the wrinkles and listen to the interpretations, our resident tax expert, Chris Bird, will explain the most pertinent implications of the new law. Our 2019 Tax Update course is one you won't want to miss!

This course has been approved by the Minnesota Commissioner of Commerce for 7.5 hours of real estate continuing education.

Tax Write-Offs for the Self-Employed7.5 Credits **\$108**

Get the latest facts from Chris Bird on all you need to know concerning tax write-offs available for the self-employed.

Although self-employed individuals are entitled to many tax deductions, some new exceptions apply. Chris created this class to give the independent business owner a thorough understanding of the effective tax write-offs that could easily be missed. Chris also includes an update on all the related new rules.

- Deductions for qualified business income
- Auto, travel, meals, and other deductions
- Income and estimated tax payments
- Entity type and depreciation deductions
- IRS audit priorities

This course has been approved by the Minnesota Commissioner of Commerce for 7.5 hours of real estate continuing education.

Water: How It Affects Property3.75 Credits **\$59**

Learn how the most powerful force of nature impacts property.

As a real estate professional, encountering property that is on water, near water, or comes with a water feature is very common.

In this course, you will learn how to effectively guide your clients in making appropriate decisions concerning buying, selling, and assessing properties in which water is involved. By the end of this course, you will be able to answer the following questions and more: "What are the risks of a pond on the property?" "Does a rain garden increase the value of a property?" "Can those cattails be cleared for a better view of the lake?"

Our expert instructor also addresses issues that arise regarding storm water run-off, ponds, wetlands, and streams. You'll learn the real estate value of safe drinking water from private and municipal well sources, as well as who owns water assets and who is responsible for associated costs. This course will inform you of essential facts and critical knowledge that can save you and your clients from making costly real estate decisions.

- Who owns the water: associated costs and problems
- Stormwater management and property effects
- Wetlands, ponds, and water features: assets or detriments?
- Private wells and municipal water sources
- Identification of potential real estate problems for clients

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

Financing Update: The Must Know Programs & Details to Close More Deals

3.75 Credits \$59

Learn what's new to expand your financing knowledge portfolio.

Stay current on the latest changes in real estate financing! This course guides you through the complex choices in mortgage financing. Learn how to thrive in this business by understanding mortgage and financing options, and the current industry trends, laws, and requirements.

This course will bring you up to date and give you the information your clients are requesting. Learn about new loan programs and mortgage regulations.

- FNMA HomeReady program
- Credit scoring
- Asset assist programs
- Steps for a successful closing

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

Real Estate: How to Leave a Legacy

3.75 Credits \$59

Real Estate is a perfect tool for creating a legacy.

Join us to acquire the essentials you need to make the best real estate decisions that will live on for years to come. You'll learn how to create a legacy with real estate, some of the special and legal considerations, and also how to design a self-funding mechanism for improvements, repairs, taxes, insurance, and property management.

Our industry expert will also share with you the current estate and gift tax exemptions and valuable annual gift tax exclusion information.

- Legal concerns
- Transfer alternatives
- Co-tenancy agreements, limited liability companies, limited partnerships, and trusts

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

Relocation Essentials: Grow and Serve More Clients

3.75 Credits \$59

Considering serving clients in an under represented niche? Consider this.

Corporations around the world still relocate thousands of their employees each year, despite the global move toward a more virtual work environment. In this course, you will learn how to become the world's leading company A-listed relocation expert.

This course will give you a comprehensive understanding of the fundamentals of relocation. You'll learn about the players and the processes involved and how relocation listing transactions differ when a corporation purchases the property. You will also learn how to identify and negotiate common problems involving home sale timing, temporary housing, corporate benefit programs, tax implications and more!

If you want to open up a new business opportunity, skillfully representing relocation clients, increase your knowledge now. This course is an essential element to your business plan.

- Addressing obstacles and resolving problems unique to relocations
- Cultivation of preferred networks to help generate more income
- Income and tax related considerations

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

Understanding Association Ownership

3.75 Credits \$59

Learn the essentials to confidently represent your clients.

This half-day course describes various forms of CICs, including condominiums, townhomes, cooperatives, mixed use, and conversions. It identifies the characteristics of the leading buyers (both Millennials and Baby Boomers), as well as ways to assess the CIC's financial security. A sample balance sheet and budget are included, and a discussion of how the real estate market's unprecedented fluctuations affect associations. This course covers all the essentials, from financing to marketing to management.

- Marketing in a CIC to get your client top dollar
- Is the association financially sound?
- What's important in a resale disclosure?

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

Mediate-Arbitrate-Litigate: An Informed Decision

3.75 Credits \$59

Unraveling the mystery and clarifying these important avenues you will likely someday travel.

Each of the three dispute resolution types are examined and explained in simple yet comprehensive terms to enable your understanding and increase your confidence in communicating the specifics clearly to your clients when they need it most. Learn the difference between binding and non-binding arbitration, the defining elements and consequences of both, as well as the potential for an arbitration appeal.

You will also examine what your specific role is in each type of resolution, including what is NOT your role and when consulting an attorney is vital. You'll learn what happens when one dispute resolution method fails and what choices remain. Limit your chances of being sued, and prepare yourself for the real estate world of today.

- Sellers Property Disclosure Statement
- Inspection issues

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

Game Changers: The New Forces in Real Estate

3.75 Credits \$59

The only thing constant in the real estate business is change. Buckle up.

This course answers today's compelling questions about what is happening in the real estate industry, including the required response to remain relevant in the changing environment. Rapidly changing market conditions require real estate agents to be adaptable. You must be ready to adjust and do your business in different ways with precise accuracy, employing the right tools and approach to provide the highest quality service (representation) to your clients. The days of traditional real estate brokerage are becoming a memory. Learn how to adapt in this changing environment. Enroll today!

- What's changing and who is causing it?
- Where is the impact most significant?
- What is required to satisfy today's clients?

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

Millennials: Challenging the Traditional Real Estate Model

3.75 Credits **\$59**

Facts, trends, and hard data illustrate how the leading factors for Baby Boomers no longer apply.

This course examines the factors driving today's real estate market, beyond the newspaper headlines. You will learn how Millennials, today's largest real estate client group, prefer to buy, sell, rent, strategize, and communicate with you. After this course, you will have a better understanding of how to represent these clients.

Essential client expectations and patterns are explored, so you can re-tool your skill set of knowledge and practices, as well as reposition your branding and image to reflect an understanding of the new model.

- Wants, needs, and deal breakers
- Effective strategies for working with Millennials

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

This course has been approved by the Minnesota Department of Labor and Industry for 3.75 hours for contractor continuing education.

The Twenty Most Cost-Effective Home Improvements

3.75 Credits **\$59**

Learn where to put the money for the highest return.

Homeowners are constantly asking, "What home improvements should I do to add value to my house?" In this information packed course, we will discuss what home improvements give the best immediate return on investment and which ones will add value over time. We will review energy efficient appliances and calculate whether upgrading to higher efficiency makes sense. You will understand the difference between a properly maintained property and one suffering from deferred maintenance, including what that can mean in value.

- Top 10 exterior home improvements
- Top 5 interior home improvements
- Top 5 energy conservation improvements

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

This course has been approved by the Minnesota Department of Labor and Industry for 3.75 hours for contractor continuing education.

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

Market Pulse: What's Trending Now

7.5 Credits **\$108**

Learn what the experts are predicting and how you can prepare to respond effectively.

Place your finger on the pulse of today's real estate market and learn why it has never been more important to you and your clients to comprehend the key market factors. You'll learn how those factors impact today's buyers and sellers, arming you with the knowledge to access not only today's economic landscape but also the national and local real estate markets. This course will help you become a more knowledgeable and adaptive industry leader.

- Market factors impacting your client's decisions
- Options, challenges, and solutions for evolving client needs
- Technology advances impacting how you do business
- Market leaders advice for success

This course has been approved by the Minnesota Commissioner of Commerce for 7.5 hours of real estate continuing education.

This course has been approved by the Minnesota Department of Labor and Industry for 7.5 hours for contractor continuing education.

Tour d' Real Estate: What Homeowners Want

7.5 Credits **\$108**

Learn valuable and surprising information today.

In this interesting and informative classroom experience, you'll learn about emerging buyer trends. We have analyzed what's new, what buyers like, and what they are selecting concerning the use of space both indoor and outdoor...to finishes of walls to floors, including upgrades addressing occupant health issues, and more. You'll also learn about tech that goes mainstream, popular space conversions, and what's in and what's out.

- New construction trends
- Popular conversions when remodeling
- Improvements, upgrades, renovation hot list

This course has been approved by the Minnesota Commissioner of Commerce for 7.5 hours of real estate continuing education.

This course has been approved by the Minnesota Department of Labor and Industry for 7.5 hours for contractor continuing education.

This course has been approved by the Minnesota Commissioner of Commerce for 7.5 hours of appraisal continuing education.

Good, Better, Best: When Quality, Price, and Value All Matter

7.5 Credits **\$108**

A fascinating analysis awaits that can increase your value to your clients.

Learn the universal language used by appraisers that contractors and real estate agents can translate to knowledge that pays when advising clients on everything from product selections to appropriate offers on property or identifying an appropriate listing price for selling a property.

The instructor translates otherwise confusing terms and definitions into useful information you can communicate with your clients.

- Appraisal 101—why it matters to you
- Differentiating characteristics
- Products and materials that create value

This course has been approved by the Minnesota Commissioner of Commerce for 7.5 hours of real estate continuing education.

This course has been approved by the Minnesota Department of Labor and Industry for 7.5 hours for contractor continuing education.

This course has been approved by the Minnesota Commissioner of Commerce for 7.5 hours of appraisal continuing education.

To Fall and Rise Again: Life After Financial Crisis

7.5 Credits **\$108**

When there's nowhere to go but up, here's how you do it.

Turmoil in the financial markets and depressed real estate values has had a dramatic impact on everyone's financial picture. The result is that countless Americans and their families are facing complex real estate and financial challenges.

This course will give you tips to analyze and solve today's problems, while also building a strong financial future. Timing is everything when considering your options: bankruptcy, foreclosure, short sale, loan modification, debt settlement, and credit counseling. When it seems like there isn't enough money, learn about what options are still available and best fit your situation. Learn how building and managing a workable budget puts you back on the stable track.

- Taking inventory of your finances
- Establishing critical timelines
- What to do when there isn't enough money
- Building a comprehensive budget
- What can I keep and what must I give up
- Contingency plans for the future
- Making the hard decisions

This course has been approved by the Minnesota Commissioner of Commerce for 7.5 hours of real estate continuing education.

CSI Minnesota: Credit Score Investigation7.5 Credits **\$108****Popular instructor and credit guru Todd Rooker will teach you how to help clients with damaged credit.**

You'll learn how a credit rating may be the single biggest factor in determining mortgage rates, insurance rates for home, car and health policies, along with the rates paid on credit cards. Also learn trade-secret strategies that can influence and improve anyone's credit score. This course helps you understanding credit and credit repair that equips you with a crucial skill to share with your clients.

- How credit scores affect everything
- What influences a bad credit score
- Strategies for long-term credit repair

This course has been approved by the Minnesota Commissioner of Commerce for 7.5 hours of real estate continuing education.

Buying Within Your Budget3.75 Credits **\$59****Learn how 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 that 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—to the penny!

- Budgeting with a purpose
- Avoiding financial pitfalls
- Improving credit scores
- Purchasing a home within your budget

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

Workplace Violence: Preparing for the Unthinkable3.75 Credits **\$59****“Workplace” encompasses not only the traditional workplace but also client meetings, open houses, entering a vacant or occupied home, and a wide array of other situations.**

In today's media, “active shooter” situations gain most of the attention, but violence at the workplace is not limited to homicide. It also involves threats, intimidation, harassment, and assault. Protection Specialist Stefan Salmonson will discuss at length steps to survive all types of workplace violence, including the most horrendous events. Very few of us know effective methods to identify and minimize workplace violence risks. Our expert will discuss these risks, which are a major concern for employers, liability issues, and employees. Attendees will learn the magnitude of workplace violence and will become aware of factors that often foster violence, including a hostile workplace, substance abuse by coworkers, and more.

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

COURSE SCHEDULES ON PAGES 19–22

Visit www.KapRE.com/MNCE for the most **up-to-date** course offerings!

Identity Theft: Protecting Your Clients and Your Business3.75 Credits **\$59****The odds of experiencing business identity theft are ever-increasing. The risks your business faces are bigger yet.**

From a criminal's perspective, it is significantly more cost-effective to steal business identities than individual identities. Learn how to prevent your clients or your business from falling victim! Understand how to respond if your clients' information or yours is compromised. Plus, learn how to spot and address the warning signs.

Stefan Salmonson reveals true stories of the methods thieves use and what red flags suggest. Learn how to protect your business from a potential data-breach disaster. There's never been more opportunity for identity thieves to strike your business. You'll get the tools and information you need to diminish the havoc of business ID theft.

- How business information is hijacked
- Red flags and appropriate actions
- Data breach prevention

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

A Day in the Life of an Identity Thief3.75 Credits **\$59****Prevent identity theft by thinking like a criminal.**

In this course, you'll be introduced to real-life identity thieves and learn how they acquired the personal information they did from industry expert Stefan Salmonson. From the wired world of the Internet to phone bills and confidential contracts, there's never been more opportunity for identity thieves to work their horrific magic. This course will provide the tools that, when used properly, can significantly reduce your chances of becoming a victim.

- Identity theft suspects and victims
- Tactics to avoid identity theft
- How they gain personal information
- What to do when identity theft occurs

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

**GET 15 HOURS OF MINNESOTA REAL ESTATE
CONTINUING EDUCATION IN JUST 2 DAYS!**

See pages 16–17 for details.

Realize your **full potential** with Kaplan.

DUALLY APPROVED CONTINUING EDUCATION MINNESOTA & WISCONSIN

Day 1 & 2

We have what you need! The Wisconsin Department of Safety and Professional Services requires that in addition to Courses 1, 2, 3, and 4, Wisconsin real estate licensees must complete two half-day elective courses to fulfill the 18-hour requirement by the end of the current biennial license period: **12/14/20**.

In just two days, you can complete 12 hours of Wisconsin real estate continuing education and 15 hours of Minnesota real estate continuing education at the same time. Course 1: Wisconsin Listing Contracts 2019/2020 includes one-hour of approved Agency content. Course 4: Wisconsin Real Estate Ethics and Consumer Protection 2019/2020 includes one-hour of approved Fair Housing content.

Day 3

In addition, to meet the Wisconsin requirement, we are offering a one-day program, Minnesota/Wisconsin Dually-Approved Elective Courses. These two elective courses allow you to complete the Wisconsin six-hour elective requirement before your December 11, 2020, deadline at the same time as you complete 7.5 hours of Minnesota real estate continuing education. All three days will teach you how to comply with Minnesota and Wisconsin laws.

Accreditation in Minnesota

This course has been submitted to the Minnesota Department of Commerce. Its current status is "approval pending."

Accreditation in Wisconsin

This course has been submitted to the Wisconsin Department of Safety and Professional Services and Licensing. Its current status is "approval pending."

***BONUS!**

NAR Code of Ethics (COE)

Course 4: Wisconsin Real Estate Ethics and Consumer Protection biannual COE requirement has been acknowledged by: SPAAR and has been requested from Western Wisconsin Realtors Association and Minneapolis Area Realtors.

Experienced Instructors Cover the Laws

Your instructors will cover all of the topics required by the Wisconsin Real Estate Examiner's Board and prepare you for the exam.

"The instructors are always knowledgeable and entertaining! They make learning fun!"

—Lisa B.

ALL COURSES BELOW

TUITION: \$65 PER COURSE | **SPECIAL PACKAGE PRICE FOR ALL 6 COURSES: \$349**

ST. PAUL

DAY 1 | WEDNESDAY, OCTOBER 23

Course 1: Wisconsin Listing Contracts	8:30 am–12:15 pm
Course 2: Wisconsin Offers to Purchase	1:15 pm–5:00 pm

DAY 2 | THURSDAY, OCTOBER 24

Course 3: Wisconsin New Developments	8:30 am–12:15 pm
Course 4: Wisconsin Real Estate Ethics and Consumer Protection	1:15 pm–5:00 pm

DAY 3 | FRIDAY, OCTOBER 25

Course 5: Wisconsin Real Estate Law and Practice	8:30 am–12:15 pm
Course 6: Wisconsin Real Estate Transactions	1:15 pm–5:00 pm

ST. PAUL

DAY 1 | WEDNESDAY, FEBRUARY 5

Course 1: Wisconsin Listing Contracts	8:30 am–12:15 pm
Course 2: Wisconsin Offers to Purchase	1:15 pm–5:00 pm

DAY 2 | THURSDAY, FEBRUARY 6

Course 3: Wisconsin New Developments	8:30 am–12:15 pm
Course 4: Wisconsin Real Estate Ethics and Consumer Protection*	1:15 pm–5:00 pm

DAY 3 | FRIDAY, FEBRUARY 7

Course 5: Wisconsin Real Estate Law and Practice	8:30 am–12:15 pm
Course 6: Wisconsin Real Estate Transactions	1:15 pm–5:00 pm

WISCONSIN LICENSING EARNS MINNESOTA CE

Minnesota to Wisconsin Real Estate License Course

\$229

This class satisfies Wisconsin's 13-hour education requirement to obtain a real estate salesperson license by endorsement. You qualify for this class if:

- You currently hold an active license in a state other than Wisconsin; or
- Your license held in another state expired no more than two years ago.

In just two days you can complete your Wisconsin salesperson pre-licensing education requirements.

BONUS!

- Minnesota students who complete this class also will receive 7.5 hours of Minnesota CE.

This course has been approved by the Minnesota Commissioner of Commerce for 7.5 hours of real estate continuing education.

GET 15 HOURS OF MINNESOTA REAL ESTATE CONTINUING EDUCATION IN JUST 2 DAYS!

The 2019 Minnesota Fall Education Tour is coming to a location near you. This is the easiest and best way to complete your continuing education requirement, network with colleagues, and get updated on your industry knowledge. You will get all your required education in this convenient, fun, informative environment.

DAY 1

7/1/19–6/30/20 SALESPERSON & BROKER REQUIRED MODULE: Agency, Fair Housing, & Energy Efficiency

In addition to satisfying the annual Salesperson & Broker Required Module, completion of this course will satisfy ALL of the following requirements: 1-hour Fair Housing, 1-hour Agency Law, and 1-hour Broker Module requirement.

This is the required module effective July 1, 2019, through June 30, 2020.

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

&

NEW! Navigating Minefields: Preventing Real Estate Disaster

This course has been submitted to the Minnesota Commissioner of Commerce. Its current status is "approval pending."

DAY 2

NEW! Constructing Fact from Fiction: New Construction Today

This course has been submitted to the Minnesota Commissioner of Commerce. Its current status is "approval pending."

This course has been submitted to the Minnesota Department of Labor & Industry. Its current status is "approval pending."

See pages 5–6 for complete course descriptions and course times.

Success is enjoying what you do.

Join us for **BOTH** days and get
15 credits for **ONLY \$159.**

That's over a **25% savings** on individual class pricing. Single courses may be purchased individually: half day for \$59 or full day for \$108.

2019 FALL TOUR... COMING TO A LOCATION NEAR YOU!

DATES		LOCATION
OCTOBER		
21–22	Rochester	The Apache Hotel
24–25	Chaska	Chaska Community Center
28–29	Detroit Lakes	Holiday Inn – Lakefront
NOVEMBER		
4–5	Hinckley	Grand Casino
6–7	St. Cloud	Best Western Plus Kelly Inn
11–12	Marshall	Ramada
13–14	Mankato	Country Inn and Suites Mankato
20–21	Duluth	The Inn on Lake Superior
25–26	Bemidji	Holiday Inn Express
DECEMBER		
4–5	Maple Grove	Maple Grove Community Center
9–10	Eagan	Eagan Community Center

"I have been in Real Estate for 15+ years and appreciate the **attention to detail** that Kaplan has always provided in the classroom setting. Please keep your **Fall CE City Tour** going, as this makes things so much easier and enjoyable."

—Andrew K.



Live Online \$399
Live Classroom \$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 sixteen-hour, 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 to be successful in real estate.

DEVELOP YOUR:

- Business Plan
- Marketing Plan
- Economic 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!

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

MONTH	DAYS	TIME
LIVE ONLINE COURSES		
September	9-12	10:00 am-2:00 pm
November	11-14	10:00 am-2:00 pm
LIVE CLASS SCHEDULE ST. PAUL 2019		
November	6-7	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.

DATE(S)	COURSE	LOCATION	TIME	CREDITS
SEPTEMBER				
10	The Secure Property	Bloomington	8:00 am-12:00 pm	3.75
10	A Day in the Life of an Identity Thief	Bloomington	1:00 pm-5:00 pm	3.75
17	Buying Within Your Budget	Bloomington	1:00 pm-5:00 pm	3.75
18	2019 Tax Update	Bloomington	8:00 am-5:00 pm	7.5
19	Tax Write-Offs for the Self-Employed	Bloomington	8:00 am-5:00 pm	7.5
19	7/1/19-6/30/20 SALESPERSON & BROKER REQUIRED MODULE: Agency, Fair Housing, & Energy Efficiency	Bloomington	1:15 pm-5:00 pm	3.75
20	2019 Tax Update	St. Paul	8:00 am-5:00 pm	7.5
25-26	Minnesota to Wisconsin Real Estate License Course	St. Paul	8:30 am-4:00 pm	7.5
OCTOBER				
1	Workplace Violence - Preparing for the Unthinkable	Bloomington	8:00 am-12:00 pm	3.75
1	Identity Theft: Protecting Your Clients and Your Business	Bloomington	1:00 pm-5:00 pm	3.75
14	CSI Minnesota: Credit Score Investigation	St. Paul	8:00 am-5:00 pm	7.5
15	2019 Tax Update	St. Paul	8:00 am-5:00 pm	7.5
16	Tax Write-Offs for the Self-Employed	Bloomington	8:00 am-5:00 pm	7.5
16	7/1/19-6/30/20 SALESPERSON & BROKER REQUIRED MODULE: Agency, Fair Housing, & Energy Efficiency	St. Paul	8:30 am-12:15 pm	3.75
17	2019 Tax Update	Bloomington	8:00 am-5:00 pm	7.5
21	7/1/19-6/30/20 SALESPERSON & BROKER REQUIRED MODULE: Agency, Fair Housing, & Energy Efficiency	Rochester	8:00 am-11:45 am	3.75
21	Navigating Minefields: Preventing Real Estate Disaster	Rochester	12:45 pm-4:30 pm	3.75
22	Constructing Fact from Fiction: New Construction Today	Rochester	8:00 am-4:30 pm	7.5
23	Course 1: Wisconsin Listing Contracts	St. Paul	8:30 am-12:15 pm	3.75
23	Course 2: Wisconsin Offers to Purchase	St. Paul	1:15 pm-5:00 pm	3.75
24	7/1/19-6/30/20 SALESPERSON & BROKER REQUIRED MODULE: Agency, Fair Housing, & Energy Efficiency	Chaska	8:00 am-11:45 AM	3.75
24	Navigating Minefields: Preventing Real Estate Disaster	Chaska	12:45 pm-4:30 pm	3.75
24	Course 3: Wisconsin New Developments	St. Paul	8:30 am-12:15 pm	3.75
24	Course 4: Wisconsin Real Estate Ethics and Consumer Protection	St. Paul	1:15 pm-5:00 pm	3.75

DATE(S)	COURSE	LOCATION	TIME	CREDITS
OCTOBER, CONTINUED				
25	Constructing Fact from Fiction: New Construction Today	Chaska	8:00 am–4:30 pm	7.5
25	Course 5: Wisconsin Real Estate Law and Practice	St. Paul	8:30 am–12:15 pm	3.75
25	Course 6: Wisconsin Real Estate Transactions	St. Paul	1:15 pm–5:00 pm	3.75
28	7/1/19–6/30/20 SALESPERSON & BROKER REQUIRED MODULE: Agency, Fair Housing, & Energy Efficiency	Detroit Lakes	8:00 am–11:45 am	3.75
28	Navigating Minefields: Preventing Real Estate Disaster	Detroit Lakes	12:45 pm–4:30 pm	3.75
29	Constructing Fact from Fiction: New Construction Today	Detroit Lakes	8:00 am–4:30 pm	7.5
29	Buying Within Your Budget	Bloomington	8:00 am–12:00 pm	3.75

DATE(S)	COURSE	LOCATION	TIME	CREDITS
NOVEMBER				
4	7/1/19–6/30/20 SALESPERSON & BROKER REQUIRED MODULE: Agency, Fair Housing, & Energy Efficiency	Hinckley	8:00 am–11:45 AM	3.75
4	Navigating Minefields: Preventing Real Estate Disaster	Hinckley	12:45 pm–4:30 pm	3.75
5	Constructing Fact from Fiction: New Construction Today	Hinckley	8:00 am–4:30 pm	7.5
6	7/1/19–6/30/20 SALESPERSON & BROKER REQUIRED MODULE: Agency, Fair Housing, & Energy Efficiency	St Cloud	8:00 am–11:45 AM	3.75
6	Navigating Minefields: Preventing Real Estate Disaster	St Cloud	12:45 pm–4:30 pm	3.75
6	To Fall and Rise Again: Life After Financial Crisis	Bloomington	8:00 am–5:00 pm	7.5
6-7	Minnesota to Wisconsin Real Estate License Course	St. Paul	8:30 am–4:00 pm	7.5
6-7	Real Estate Accelerator	St. Paul	8:00 am–5:00 pm	3.75
7	Constructing Fact from Fiction: New Construction Today	St Cloud	8:00 am–4:30 pm	7.5
11	7/1/19–6/30/20 SALESPERSON & BROKER REQUIRED MODULE: Agency, Fair Housing, & Energy Efficiency	Marshall	8:00 am–11:45 AM	3.75
11	Navigating Minefields: Preventing Real Estate Disaster	Marshall	12:45 pm–4:30 pm	3.75
11	A Day in the Life of an Identity Thief	St. Paul	8:00 am–12:00 pm	3.75
11	The Secure Property	St. Paul	1:00 pm–5:00 pm	3.75
12	Credible Cost Approach	Bloomington	8:00 am–5:00 pm	8
12	Constructing Fact from Fiction: New Construction Today	Marshall	8:00 am–4:30 pm	7.5
13	2018–2019 National Uniform Standards of Professional Appraisal Practice (USPAP) Update Course	Bloomington	8:30 am–4:30 pm	7
13	7/1/19–6/30/20 SALESPERSON & BROKER REQUIRED MODULE: Agency, Fair Housing, & Energy Efficiency	Mankato	8:00 am–11:45 AM	3.75
13	Navigating Minefields: Preventing Real Estate Disaster	Mankato	12:45 pm–4:30 pm	3.75

DATE(S)	COURSE	LOCATION	TIME	CREDITS
NOVEMBER, CONTINUED				
14	Constructing Fact from Fiction: New Construction Today	Mankato	8:00 am–4:30 pm	7.5
18	7/1/19–6/30/20 SALESPERSON & BROKER REQUIRED MODULE: Agency, Fair Housing, & Energy Efficiency	Bloomington	8:30 am–12:15 pm	3.75
18	The Twenty Most Cost-Effective Home Improvements	Bloomington	1:15 pm–5:00 pm	3.75
19	Good, Better, Best: When Quality, Price, and Value All Matter	Bloomington	8:30 am–5:00 pm	7.5
20	7/1/19–6/30/20 SALESPERSON & BROKER REQUIRED MODULE: Agency, Fair Housing, & Energy Efficiency	Duluth	8:00 am–11:45 AM	3.75
20	Navigating Minefields: Preventing Real Estate Disaster	Duluth	12:45 pm–4:30 pm	3.75
21	Constructing Fact from Fiction: New Construction Today	Duluth	8:00 am–4:30 pm	7.5
25	7/1/19–6/30/20 SALESPERSON & BROKER REQUIRED MODULE: Agency, Fair Housing, & Energy Efficiency	Bemidji	8:00 am–11:45 AM	3.75
25	Navigating Minefields: Preventing Real Estate Disaster	Bemidji	12:45 pm–4:30 pm	3.75
26	Constructing Fact from Fiction: New Construction Today	Bemidji	8:00 am–4:30 pm	7.5

DATE(S)	COURSE	LOCATION	TIME	CREDITS
DECEMBER				
4	7/1/19–6/30/20 SALESPERSON & BROKER REQUIRED MODULE: Agency, Fair Housing, & Energy Efficiency	Maple Grove	8:00 am–11:45 AM	3.75
4	Navigating Minefields: Preventing Real Estate Disaster	Maple Grove	12:45 pm–4:30 pm	3.75
5	Constructing Fact from Fiction: New Construction Today	Maple Grove	8:00 am–4:30 pm	7.5
9	Alternate Valuation Methods: How To Be In–CREDIBLE!	Bloomington	8:30 am–12:15 pm	3.75
9	7/1/19–6/30/20 SALESPERSON & BROKER REQUIRED MODULE: Agency, Fair Housing, & Energy Efficiency	Eagan	8:00 am–11:45 AM	3.75
9	Navigating Minefields: Preventing Real Estate Disaster	Eagan	12:45 pm–4:30 pm	3.75
9	Buying Within Your Budget	St. Paul	1:00 pm–5:00 pm	3.75
10	Constructing Fact from Fiction: New Construction Today	Eagan	8:00 am–4:30 pm	7.5
11	Identity Theft: Protecting Your Clients and Your Business	Bloomington	8:00 am–12:00 pm	3.75
11	Workplace Violence - Preparing for the Unthinkable	Bloomington	1:00 pm–5:00 pm	3.75
16	Market Pulse: What's Trending Now	St. Paul	8:30 am–5:00 pm	7.5
19	7/1/19–6/30/20 SALESPERSON & BROKER REQUIRED MODULE: Agency, Fair Housing, & Energy Efficiency	St. Paul	1:15 pm–5:00 pm	3.75
20	CSI Minnesota: Credit Score Investigation	Bloomington	8:00 am–5:00 pm	7.5
30	Tour d' Real Estate: What Homeowners Want	Bloomington	8:30 am–5:00 pm	7.5

DATE(S)	COURSE	LOCATION	TIME	CREDITS
JANUARY				
7	Market Pulse: What's Trending Now	Bloomington	8:30 am-5:00 pm	7.5
9	Millennials: Challenging the Traditional Real Estate Model	St. Paul	8:30 am-12:15 pm	3.75
9	The Twenty Most Cost-Effective Home Improvements	St. Paul	1:15 pm-5:00 pm	3.75
10	Good, Better, Best: When Quality, Price, and Value All Matter	St. Paul	8:30 am-5:00 pm	7.5
14	Constructing Fact from Fiction: New Construction Today	Bloomington	8:30 am-5:00 pm	7.5
15	Navigating Minefields: Preventing Real Estate Disaster	Bloomington	8:30 am-12:15 pm	3.75
15	7/1/19-6/30/20 SALESPERSON & BROKER REQUIRED MODULE: Agency, Fair Housing, & Energy Efficiency	Bloomington	1:15 pm-5:00 pm	3.75
29	Game Changers: The New Forces in Real Estate	Bloomington	8:30 am-12:15 pm	3.75
29	Real Estate: How to Leave A Legacy	Bloomington	1:15 pm-5:00 pm	3.75

FEBRUARY				
3	7/1/19-6/30/20 SALESPERSON & BROKER REQUIRED MODULE: Agency, Fair Housing, & Energy Efficiency	St. Paul	8:30 am-12:15 pm	3.75
3	Financing Update: The Must Know Programs & Details to Close More Deals	St. Paul	1:15 pm-5:00 pm	3.75
5	Course 1: Wisconsin Listing Contracts	St. Paul	8:30 am-12:15 pm	3.75
5	Course 2: Wisconsin Offers to Purchase	St. Paul	1:15 pm-5:00 pm	3.75
6	Course 3: Wisconsin New Developments	St. Paul	8:30 am-12:15 pm	3.75
6	Course 4: Wisconsin Real Estate Ethics and Consumer Protection	St. Paul	1:15 pm-5:00 pm	3.75
7	Course 5: Wisconsin Real Estate Law and Practice	St. Paul	8:30 am-12:15 pm	3.75
7	Course 6: Wisconsin Real Estate Transactions	St. Paul	1:15 pm-5:00 pm	3.75
13	Relocation Essentials: Grow and Serve More Clients	St. Paul	8:30 am-12:15 pm	3.75
13	Mediate-Arbitrate-Litigate: An Informed Decision	St. Paul	1:15 pm-5:00 pm	3.75
17	Game Changers: The New Forces in Real Estate	St. Paul	1:15 pm-5:00 pm	3.75
20	7/1/19-6/30/20 SALESPERSON & BROKER REQUIRED MODULE: Agency, Fair Housing, & Energy Efficiency	Bloomington	8:30 am-12:15 pm	3.75
20	Water: How it Affects Property	Bloomington	1:15 pm-5:00 pm	3.75
24	Understanding Association Ownership	St. Paul	8:30 am-12:15 pm	3.75
28	Tour d' Real Estate: What Homeowners Want	St. Paul	8:30 am-5:00 pm	7.5

ONE AND TWO-HOUR CE COURSES PLUS 3.75 AND 7.5 HOUR COURSES. YOU SELECT JUST WHAT YOU NEED AND WANT!

OnDemand Course Options

ALL NEW 2 HOUR OPTIONS TO EARN YOUR RECI!

- **NEW!** Mediate-Litigate-Arbitrate: Be Informed (2-Credit Hours)
- **NEW!** Millennials: Challenging the Norm (2-Credit Hours)
- **NEW!** Your Client's Financing: Dos and Don'ts (2-Credit Hours)
- The Tiny House: Is it a Phase or Craze? OnDemand Course (3.75-Credit Hours)
- Millennials: Challenging the Traditional Real Estate Model OnDemand Course (3.75-Credit Hours)
- Buying Within Your Budget OnDemand Course (3.75-Credit Hours)
- Houses: Buy...Fix...SELL! OnDemand Course (7.5-Credit Hours)
- Houses: Why Bad Things Happen to Good Houses OnDemand Course (7.5-Credit Hours)
- Houses: From the Ground Up OnDemand Course (7.5-Credit Hours)
- Introduction to Real Estate Investments OnDemand Course (7.5-Credit Hours)
- How to Measure Real Property OnDemand Course (2.75-Credit Hours)
- Sustainable Energy: Photovoltaic Systems (Includes Energy) OnDemand Course (1-Credit Hour)

Watch for the latest releases of exciting new courses. See <https://www.kapre.com/real-estate-courses/minnesota/continuing-education>

THE FUTURE OF ONLINE EDUCATION IS HERE

Kaplan Real Estate Education provides the real estate profession with innovative education solutions. With a few clicks, our innovative OnDemand virtual classroom helps you complete your required education on your terms. Our Internet-based Continuing Education courses are offered in high-quality OnDemand video format. With our OnDemand video courses, you have the ability to access your course whenever it works for you. OnDemand courses are a great option!

Benefits:

- Field videos put lessons into real-life scenarios
- Start, stop, and pause as needed
- Interactive and engaging
- Convenient online delivery

Check out www.KapRE.com/MNCE for more OnDemand course offerings.



SAVE MONEY ON YOUR CE!

**CE-Advantage
Package Pricing***

Purchase 15 credit hours and receive the CE-Advantage Package discount.

You pay only \$159 (25% discount) for live classroom education and only \$99 for 15 credit hours of OnDemand/Online courses.

See page 4.

*Excludes Real Estate Accelerator.

ENROLL TODAY

www.KapRE.com/MNCE
or call **888.523.1092**

KAPLAN[®] REAL ESTATE
EDUCATION

1295 Bandana Boulevard, Suite 245
St. Paul, MN 55108