

# COLORADO

## **Real Estate Licensing Education**



*Guiding you to success.*

# 3 WAYS

to complete your education!

## No two students' schedules are exactly alike.

That's why we offer you three distinctly different education delivery vehicles to help you complete your licensing requirements. Each has unique advantages designed with the highest level of convenience and success in mind.

## OnDemand Video

Our stunning OnDemand video lecture format allows you to access professional instruction anytime and anywhere you have an Internet connection. Filled with studio and "onsite" video learning, OnDemand courses engage, enlighten, and entertain!

- Learn anytime, anywhere you have access to the Internet.
- Start, stop, pause, and rewind each video lesson or segment as often as you like.
- Join our real estate experts in our state-of-the-art studio from your own home!

\*For additional information on supported devices, please visit [www.kapre.com/company/system-requirements](http://www.kapre.com/company/system-requirements)

## Live Classroom

If you work best with set class times and enjoy lively discussions with instructors and classmates, this option is for you. Learn from state-certified instructors at one of our live classroom locations:

### Denver

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

### Colorado Springs

Hotel Elegante  
2886 South Circle Drive  
Colorado Springs, CO 80906

## Textbook Home Study

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

# STEP-BY-STEP GUIDE

to obtaining a real estate license

## STEP 1: Complete Your Required Education

### Register for our Broker Licensing Success Package

168 Credit Hours

Live Classroom \$999 | OnDemand \$799 | Home Study \$599

## STEP 2: Schedule Your Colorado Broker Licensing Exam

PSI is the current exam vendor for the Division of Real Estate. Contact PSI Candidate Care Center at 800.733.9267 to make an exam reservation.

## STEP 3: Fingerprinting & Background Check

The Colorado Bureau of Investigation (CBI) must receive your fingerprints and run a routine background check before the state grants you a license to sell real estate. Since it can take several weeks to complete this process, you should start early.

## STEP 4: Prepare for the Exam

Whether you are fresh out of school or have been away for many years, our organized programs will get you on track to pass the Colorado Broker Licensing Exam.

### Exam Prep

0 Credit Hours

OnDemand or Live Classroom \$199

(Included in packages on pages 4 and 5)

## STEP 5: Acquire Errors and Omissions (E&O) Insurance

You must have a current E&O insurance policy in place before obtaining an active license.

## STEP 6: Apply for Your License

With the Colorado Broker Licensing Exam and course work completed, you will need to fill out some state-required paperwork. Applications are available at [www.dora.state.co.us/real-estate](http://www.dora.state.co.us/real-estate).

## PAY AS YOU GO

Kaplan has divided each of the licensing success programs into three sections. The "Pay As You Go" purchase option allows you to register and pay for each of the three sections as time and resources allow. Call 800.276.7031 to learn more.

# COMPLETE 168-HOUR

## Broker Licensing Success Packages

	Live Classroom \$999	OnDemand \$799	Home Study \$599
Instructor-Led Education	Live Classroom	Online Video	
Real Estate Textbook or PDF Library	Print	Print/PDF	Print
Interactive Study Group Weekly Live Webinar		✓	✓
Exam Prep	✓	✓	✓

\*For additional information on supported devices, please visit [www.kapre.com/company/system-requirements](http://www.kapre.com/company/system-requirements)

### Real Estate Textbook Library

Includes the following titles:

- Colorado Exam Prep Workbook
- Modern Real Estate Practice Textbook
- Modern Real Estate Practice Workbook
- National PSI Exam Prep Workbook
- Colorado Real Estate Manual
- Colorado Contracts and Forms Supplement
- Colorado Real Estate Principles Textbook (Volume 1)
- Colorado Real Estate Principles Textbook (Volume 2)

### Interactive Study Group

Included with **ONDEMAND** and **HOME STUDY** Packages

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

**Interactive Study Groups** cover national and state content in live webinars, designed to provide you with full access to our real estate industry experts. Join our expert faculty and other students for a lively discussion of topics. Prepare any questions you may have and bring them to the study groups; the goal is to reinforce key concepts covered in your courses and provide the opportunity for you to interact with our faculty and learn from other students.

# CAREER LAUNCHER PACKAGES

with **REAL ESTATE ACCELERATOR**

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

\*For additional information on supported devices, please visit [www.kapre.com/company/system-requirements](http://www.kapre.com/company/system-requirements)



### Real Estate Accelerator

**Live Classroom** or **Live Online \$499** (Price is a la carte.)

This intensive boot camp includes four weeks of coaching designed to teach you the specific activities an agent needs to perform on a daily, weekly, and monthly basis in order to operate a successful real estate business.

This program will arm you with business building skills and critical operating activities utilized by the nation's most successful real estate agents. You will leave the program prepared to implement the following plans and tools immediately in your real estate practice.

*Identify and practice the most important sales activities needed in order to be successful in real estate.*

#### DEVELOP YOUR:

- Business Plan
- Marketing Plan
- Income Plan

#### FREE RESOURCES:

- 16 hours of intensive training
- 4 weeks of continued coaching
- 6-month CRM subscription
- 6 weeks of access to goal tracking software

### ACCELERATE YOUR CAREER TODAY!

Please see website for additional course dates.

**LIVE CLASSROOM: DENVER | 8:00 AM-5:30 PM MST**

**AUG**  
1-2

**NOV**  
7-8

**LIVE ONLINE CLASSES | 9:00 AM-1:00 PM MST**

**JUL**  
8-11

**SEP**  
9-12

**NOV**  
11-14

Denver   Weekdays			
COURSE	TIME	JULY	AUGUST
Law & Practice	9:00 am–4:00 pm Third Day: 9:00 am–12:00 pm	Jul 8, 9, 10, 11, 12	Aug 5, 6, 7, 8, 9
Legal Issues	9:00 am–12:00 pm	Jul 15	Aug 12
Contracts	9:00 am–4:00 pm	Jul 16, 17, 18	Aug 13, 14, 15
Practical Applications	9:00 am–4:00 pm	Jul 19	Aug 16
Trust Accounts	9:00 am–12:00 pm	Jul 22	Aug 19
Closings	9:00 am–12:00 pm	Jul 23, 24, 25	Aug 20, 21, 22
Exam Prep	9:00 am–1:00 pm	Jul 26, 29, 30	Aug 23, 26, 27

SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
Sep 3, 4, 5, 6, 9	Sep 30, Oct 1, 2, 3, 4	Oct 28, 29, 30, 31, Nov 1	Nov 25, 26, 27, Dec 2, 3
Sep 10	Oct 7	Nov 4	Dec 4
Sep 11, 12, 13	Oct 8, 9, 10	Nov 5, 6, 7	Dec 5, 6, 9
Sep 16	Oct 11	Nov 8	Dec 10
Sep 17	Oct 14	Nov 11	Dec 11
Sep 18, 19, 20	Oct 15, 16, 17	Nov 12, 13, 14	Dec 12, 13, 16
Sep 23, 25, 26	Oct 18, 21, 22	Nov 15, 18, 19	Dec 17, 19, 20

Denver   Evenings		
COURSE	TIME	JULY–AUGUST SESSION
Law & Practice	6:30 pm–9:30 pm	Jul 8, 9, 10, 11, 15, 16, 17, 18, 22
Legal Issues	6:30 pm–9:30 pm	Jul 24
Contracts	6:30 pm–9:30 pm	Jul 29, 30, 31, Aug 1, 5, 6
Practical Applications	6:30 pm–9:30 pm	Aug 8, 12
Trust Accounts	6:30 pm–9:30 pm	Aug 13
Closings	6:30 pm–9:30 pm	Aug 15, 19, 21
Exam Prep	6:15 pm–10:15 pm	Aug 26, 28, 29

SEPTEMBER–OCTOBER SESSION	OCTOBER–DECEMBER SESSION
Sep 3, 4, 5, 9, 10, 11, 12, 16, 17	Oct 28, 29, 30, 31, Nov 4, 5, 6, 7, 11
Sep 19	Nov 13
Sep 23, 24, 25, 26, 30, Oct 1	Nov 18, 19, 20, 21, 25, 26
Oct 3, 7	Dec 2, 3
Oct 8	Dec 4
Oct 10, 14, 16	Dec 9, 10, 12
Oct 21, 23, 24	Dec 16, 18, 19

Colorado Springs   Weekdays			
COURSE	TIME	JULY	AUGUST
Law & Practice	9:00 am–4:00 pm Third Day: 9:00 am–12:00 pm	Jul 15, 16, 17, 18, 19	
Legal Issues	9:00 am–12:00 pm	Jul 22	
Contracts	9:00 am–4:00 pm	Jul 23, 24, 25	
Practical Applications	9:00 am–4:00 pm	Jul 26	
Trust Accounts	9:00 am–12:00 pm	Jul 29	
Closings	9:00 am–12:00 pm	Jul 30, 31, Aug 1	
Exam Prep	9:00 am–1:00 pm	Aug 2, 5, 6	

SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
Sep 9, 10, 11, 12, 13		Nov 4, 5, 6, 7, 8	
Sep 16		Nov 11	
Sep 17, 18, 19		Nov 12, 13, 14	
Sep 20		Nov 15	
Sep 23		Nov 18	
Sep 24, 25, 26		Nov 19, 20, 21	
Sep 27, 30, Oct 1		Nov 22, 25, 26	

Dates, times, and locations are subject to change. To ensure you get the most accurate and up-to-date class dates and times, check online! Visit [www.KapRE.com/COLIC](http://www.KapRE.com/COLIC) for the most recent information.

# ADDITIONAL STUDY TOOLS

## Exam Prep

0 Credit Hours

**OnDemand** or **Live Classroom \$199**

Included in our Licensing Packages on page 4 & 5.

This course is designed to ensure that you have no surprises on exam day. Kaplan's experienced instructors focus on "Hot Topic" subject areas that are likely to be tested. The course features an online pre- and post-diagnostic testing that measures your strengths and weaknesses by subject area; it will give you a prediction of your performance on the Colorado Broker Licensing Exam.

Don't hesitate—ENROLL TODAY!

## Real Estate Math

0 Credit Hours

**OnDemand \$29**

Taking the real estate licensing exam is hard enough, but when you add 5 to 10 math problems, your ability to pass can depend on solving these math computations. This OnDemand video course will take you through the basics of real estate math all the way to some fairly demanding multi-step computational real estate math scenarios.

## Real Estate Mobile App Study Bundle

**\$14.99**

Study on the go, wherever you go!

Order yours at: [www.KapRE.com/mobile](http://www.KapRE.com/mobile)

Bundle Includes:

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

## Complete Colorado Real Estate Drill and Practice QBank

**\$99**

Package Includes:

- National PSI Drill and Practice QBank
- Colorado Real Estate Drill and Practice QBank

## Real Estate Study Package

**\$49**

To purchase, call 800.276.7031

or go to the Denver campus.

Package Includes:

- Modern Real Estate Practice Flashcards
- The Language of Real Estate (book)
- The Language of Real Estate (MP3)

# LICENSE UPGRADE

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

## Employing Broker Qualifications

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

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

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

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

## **NEW!** Employing Broker Refresher Course

6 Credit Hours

**Live Classroom \$89**

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

Topics Include:

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

Check [KapRE.com/COLIC](http://KapRE.com/COLIC) for updates.

## Brokerage Administration 1

24 UPGRADE Credit Hours

**Live Classroom** or **Textbook Home Study \$199**

Upgrade your license to an Employing Broker with this 3-day course and/or obtain 12 hours of elective continuing education credit at the same time! You'll learn about the topics brokers must understand for trust accounting and broker supervision including: practical application of the law, rules, and sound business practices for the management, operation, and supervision of a real estate brokerage company. This course also provides an explanation of the functions and roles of the Real Estate Commission and the Division of Real Estate.

- Complete a business plan to help prepare you to open your own business
- Understand and apply the requirements of record keeping and trust accounts
- Understand necessary components of an office policy
- Learn your responsibilities when supervising employed broker associates
- Learn the importance of independent contractor agreements
- The Commission allows you to take this course only once



## CAREER toolbox

Please visit our **Career Toolbox**, the single-source for real estate related news and career information. Whether you are interested in entering the industry or are a veteran of the business, **we're here to help** you every step of the way.

[www.KapRe.com/news](http://www.KapRe.com/news)

## Colorado Continuing Education

All active real estate brokers are required to complete 24 hours of Commission-approved continuing education during a three-year license cycle.

Note: A newly licensed broker's license will expire at midnight on December 31 of the year in which the license was issued. During this initial licensing period, a newly licensed broker will not have any continuing education requirements. After the initial license period, the broker licensee will begin the three-year licensing cycle and be required to complete 24 hours of continuing education within the three-year licensing cycle.

## Three-Year License Cycle Continuing Education Requirements

Licensees must complete 12 hours of three different versions of the four-hour Annual Commission Update Course. The remaining 12 hours must be comprised of any combination of Commission-approved elective courses.

## Transition License Cycle Continuing Education Requirements

To accommodate licensees during the transition period of 2018, 2019, and 2020, licensees may complete two different versions of the Annual Commission Update course, which will satisfy the 8 hours of required continuing education requirements. Licensees must also complete an additional 16 hours of elective continuing education course hours to meet the 24-hour continuing education requirement within the transition period.

## Alternative to Annual Commission Update Course

If any Annual Commission Update Course is missed during a license period, the licensee may complete one of the following options:

- Take and pass the state portion of the licensing exam
- Take the 24-hour Broker Reactivation course. This option is only available to be taken every other licensing cycle.
- Complete 48 hours of Colorado Contracts and Regulations and 24 hours in Real Estate Closings course equaling 72 hours (total).

## Inactive License Continuing Education Requirements

If a licensee has been inactive for longer than three years/36 months, they MUST complete one of the following:

- Take and pass the state portion of the Broker licensing exam
- Complete 48 hours of Colorado Contracts and Regulations and 24 hours in Real Estate Closings course equaling 72 hours (total).

Note: Licensees must retain proof of completion of continuing education courses for a minimum of four years in the event that the Commission requests this information.

## 8-HOUR Broker CE Packages

### 8-HOUR CE DAY PACKAGE 1

**Millennials: Challenging the Traditional Real Estate Model with ACU Classroom Package**  
(8 Credit Hours) \$75

### 8-HOUR CE DAY PACKAGE 2

**Tour d' Real Estate: What Homeowners Want with ACU Classroom Package**  
(8 Credit Hours) \$75

### 8-HOUR CE DAY PACKAGE 3

**Market Pulse: What's Trending Now with ACU Classroom Package**  
(8 Credit Hours) \$75

### 8-HOUR ONDEMAND CE PACKAGE 1

**Liars, Cheaters, and Thieves: Averting Client Catastrophe with ACU Online Video OnDemand Package**  
(8 Credit Hours) \$55

### 8-HOUR ONDEMAND CE PACKAGE 2

**The TRUMP Tax Cuts and Jobs Act and its Effect on Real Estate with ACU Online Video OnDemand Package**  
(8 Credit Hours) \$55

View all live Live Classroom and Online CE Courses on our website!  
[www.KapRE.com/ColoradoCE](http://www.KapRE.com/ColoradoCE)



REAL ESTATE EDUCATION  
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Provider of the



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**REALTORS**

We've committed over 60 years to educating real estate licensees in Colorado. In fact, **we're the official licensing education provider of the Colorado Association of REALTORS**®—the state's largest association of real estate professionals!

For a full list of  
upcoming courses, visit  
[www.KapRE.com/COCE](http://www.KapRE.com/COCE)

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[www.KapRE.com/COLIC](http://www.KapRE.com/COLIC)  
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