

September
2018

March
2019



Brightwood
REAL ESTATE EDUCATION

CURRICULUM BY
KAPLAN

MINNESOTA

Real Estate

Offered by Brightwood Career Institute, Harrisburg

CONTINUING EDUCATION

NEW!

2018–2019

Required Module

7/1/18–6/30/19

SALESPERSON & BROKER

REQUIRED MODULE

Risk Management

See page 5.

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CONTINUING EDUCATION PACKAGES

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4 Live Classroom CE Packages

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MINNESOTA 15-HOUR COMPLETE LIVE CLASS CE PACKAGE: EMERGING ISSUES

\$149

- **NEW!** 7/1/17-6/30/18 SALESPERSON & BROKER REQUIRED MODULE
Risk Management (3.75 Credits)
- **NEW!** Market Pulse: What's Trending Now (7.5 Credits)
- **NEW!** Game Changers: The New Forces in Real Estate (3.75 Credits)

MINNESOTA 15-HOUR COMPLETE LIVE CLASS CE PACKAGE: BUSINESS EXPANSION

\$149

- **NEW!** 7/1/17-6/30/18 SALESPERSON & BROKER REQUIRED MODULE
Risk Management (3.75 Credits)
- **NEW!** Game Changers: The New Forces in Real Estate (3.75 Credits)
- **NEW!** Relocation Essentials: Grow and Serve More Clients (3.75 Credits)
- Understanding Association Ownership (3.75 Credits)

Check our website for
NEW OnDemand CE Packages!

www.KapRE.com/MNCE

NEW! 7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE **Risk Management**

3.75 Credits LIVE CLASSROOM \$49

Today's complex electronic real estate transactions are full of challenges and expose licensees to a number of high-risk areas. This course is designed to inform you of vital agency issues, disclosure requirements, advertising, negotiation issues, and will provide guidance on reducing data security risk liability exposure. (This Module Also Satisfies the 1-Hour Broker Module Requirement.)

Licensees who attend this course will learn:

- How to avoid agent liability with proper disclosure
- Statutory obligations and liability issues pertaining to Fair Housing, RESPA, and Marketing Services Agreements in advertising
- How to protect and safeguard the personal data they collected from their clients and customers
- Tips to reduce data liability through preventive measures and proper data destruction

NOTE: In addition to satisfying the annual Salesperson & Broker Required Module, completion of this course satisfies the 1-hour Broker Module Requirement.

This is the required module effective July 1, 2018, through June 30, 2019.

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

2018

| DATE(S) | LOCATION | TIME |
|------------------|---------------|------------------|
| SEPTEMBER | | |
| 20 | St. Paul | 1:15 pm–5:00 pm |
| OCTOBER | | |
| 15 | St. Paul | 8:30 am–12:15 pm |
| 24 | Rochester | 8:00 am–11:45 am |
| 29 | Detroit Lakes | 8:00 am–11:45 am |
| NOVEMBER | | |
| 6 | St. Cloud | 8:00 am–11:45 am |
| 7 | Hutchinson | 8:00 am–11:45 am |
| 12 | Hinckley | 8:00 am–11:45 am |
| 13 | Duluth | 8:00 am–11:45 am |
| 14 | St. Paul | 1:15 pm–5:00 pm |
| 26 | Mankato | 8:00 am–11:45 am |
| 28 | Maple Grove | 8:00 am–11:45 am |
| DECEMBER | | |
| 3 | St. Paul | 1:15 pm–5:00 pm |
| 5 | Eagan | 8:00 am–11:45 am |
| 19 | Bloomington | 8:30 am–12:15 pm |

2019

| DATE(S) | LOCATION | TIME |
|-----------------|-------------|------------------|
| JANUARY | | |
| 11 | St. Paul | 8:30 am–12:15 pm |
| 29 | St. Paul | 1:15 pm–5:00 pm |
| FEBRUARY | | |
| 11 | Bloomington | 1:15 pm–5:00 pm |
| 23 | St. Paul | 8:30 am–12:15 pm |
| MARCH | | |
| 6 | Eagan | 8:30 am–12:15 pm |
| 11 | St. Cloud | 8:30 am–12:15 pm |
| 14 | St. Paul | 8:30 am–12:15 pm |
| 20 | Duluth | 8:30 am–12:15 pm |
| 23 | St. Paul | 1:15 pm–5:00 pm |
| 27 | Hinckley | 8:30 am–12:15 pm |
| APRIL | | |
| 3 | Maple Grove | 8:30 am–12:15 pm |

NEW! Market Pulse: What's Trending Now

7.5 Credits \$98

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.

Our expert instructor will identify the demographics most significantly impacting real estate values, appeal, and sales. You'll learn about the homebuyers changing appetite for alternative types of housing throughout a lifetime. Also, how to identify options, challenges, and potential solutions to address home sellers and buyer's needs in these emerging situations. Plus, you'll learn what technology advances your clients expect and how they want to do business with you.

You'll also explore the local trends pertinent to your real estate backyard and learn how the experts are strategizing to anticipate client needs. 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
- Trending real estate tools
- 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.

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

NEW! Game Changers: The New Forces in Real Estate

3.75 Credits \$49

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 how you need to respond to remain relevant. Rapidly changing market conditions require real estate agents to be current and adaptable. Adjusting your business practices, with precise accuracy and timing, employing the right tools and approach to provide the highest quality service and representation to your clients is essential.

Learn about how the new players and options in the real estate world are impacting clients. While property information used to be proprietary only to real estate licensees, it is now available to everyone, just one click away. Join us for the exciting and informative course to learn more about the many forces impacting you, your clients, and the real estate industry today.

- What's changing and who is causing it?
- Where is the impact most significant?
- Recognizing client expectations
- What's needed to effectively satisfy today's clients
- Trending real estate tools
- Defining and providing service beyond expectations

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

NEW! Relocation Essentials: Grow and Serve More Clients

3.75 Credits \$49

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.

- Critical partners: roles and responsibilities
- Process: Unique to relocation
- 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.

Liars, Cheaters, and Thieves: Averting Client Catastrophe

3.75 Credits \$49

Protect your client and safeguard your real estate business and career! Can you name three of the top ten legal issues real estate professionals face today? This course enlightens you to all top ten issues, plus helps you navigate through the murky waters that can prevail when a clear understanding of real estate laws, statutes, and rulings is loosely or vaguely interpreted.

Your expert instructor illuminates the issues that create problems in real estate transactions. You will learn to identify what constitutes negligence, and when it is the "F-word", fraud. You'll sharpen your understanding of what happens when a client makes a Breach of Contract claim, and how to avoid misleading statements that can have disastrous ramifications for you, your client, and your business. This engaging course will prepare you for real life real estate, in today's world, and help you avoid risky and costly business mistakes.

- Top ten legal issues for licensees
- Failing to disclose a property defect
- Breach of duty
- Representing clients in unfamiliar territory
- Misleading statements equals deception
- Breach of Contract claims
- Failing to recommend inspections
- Negligence—when is an action innocent; when it is not

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

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

Tour d' Real Estate: What Homeowners Want

7.5 Credits \$98

Good news! Many indicators show that the housing market has rebounded and continues to grow. 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.

Minnesota Landlord Tenant Act: Protecting Yourself and Your Client

3.75 Credits \$49

Save money and time and limit your exposure by learning the law. If your tenants know more about the law than you do, you are already in trouble. From screening potential tenants to handling evictions, in Minnesota, nearly every aspect of the landlord-tenant relationship is covered by a law or regulation. In today's litigious society, failing to know the law is dangerous and costly.

This course provides a fresh perspective of the Minnesota Landlord Tenant Act, delivered by an experienced attorney in this field. You'll start with the steps before leasing, looking at background checks, security deposits, and more. You will learn about leases and disclosures, required inspection and condemnation reports, as well as laws that govern leasing. You will also learn the impact of the domestic abuse act, tenant remedies action (TRA), and eviction actions. Attend this course and learn to avoid the little known penalties that eat away your profits.

- Applications and screening
- Security deposits
- Inspection reports and code violations
- Utilities and evictions
- Residential tenant actions

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 \$49

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
- Asset assist programs
- Credit scoring
- 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.

Understanding Association Ownership

3.75 Credits \$49

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.

Tax Aspects of Homeownership

3.75 Credits \$49

Homeownership has long been described as “living the dream,” though the U.S. Census Bureau reports just under 65% of the population are fulfilling that specific dream. Over the past decade, and especially during the housing crisis of the mid-2000s, many people lost that dream. You'll learn from industry expert Chris Bird, exactly WHO benefits from the tax aspects of homeownership and by HOW MUCH due to standard deduction, mortgage interest, real estate taxes, and other tax issues. Become an indispensable resource for your clients by providing them with critical tax information to make the right housing purchase.

- The impact of the latest tax reform laws
- The financial advantages of homeownership
- Deductible and nondeductible expenses
- Essential real estate tax information

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

The Tax Impact of Residential Real Estate Investments

3.75 Credits \$49

Taxes are important to us all. This is particularly true for buyers and sellers of residential rental real estate. In this course, national expert Chris Bird explores the widespread financial effect a purchase or sale of such properties will have on the investor. You will also learn the essential details that equip you to make financially savvy decisions and guide your clients in their investment endeavors.

You'll get up to date on the specific tax rules that apply to these real estate transactions. You will also understand under what circumstances the Internal Revenue Service has been aggressively auditing owners of real estate investment properties, and how the IRS has been successful in denying deductions due to the two most common errors made by investors.

Join us to gain relevant, indispensable knowledge regarding residential real estate investments today.

- The impact of the latest tax reform laws
- What is considered rental income?
- Allowable rental expenses
- Cost recovery/depreciation
- Determining value of rental properties
- Real estate professional rule

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

Tax Write-Offs for the Self-Employed

7.5 Credits \$98

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.

Mediate-Arbitrate-Litigate: An Informed Decision

3.75 Credits \$49

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. Many situations and questions, such as “Should a single arbitrator be selected or a panel?” are considered for each of the dispute resolution options.

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
- Title insurance

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 \$49

This course examines the factors driving today's real estate market, beyond the newspaper headlines. Facts, trends, and hard data illustrate how the leading factors for Baby Boomers no longer apply. 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.

This course will challenge your approach to working with today's buyers and sellers, and educate you about their specific preferences, including how builders and the real estate industry are responding to Millennials. 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.

- Traditional versus Millennial real estate 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 Weird, Wild, and Wonderful World of Real Estate

7.5 Credits \$98

Join us for a journey through some of the weird, wild, and wonderful real estate trends in the industry today. We will examine your clients' interests reflected in emerging trends, including design and product selection. You will see some non-traditional shelters and learn about a variety of the unusual products used as building materials, including recycled and reused products, and the potential and surprising hazards associated with them.

Next, you will take a walk on the wild side, exploring some new trends in living arrangements and how Mother Nature can affect real estate. This course teaches you how to recognize potential dangers, as well as what to do if a property has sustained damage from forces such as wind, water, and pest infestation. Finally, you will learn about some wonderful new alternatives that will help you work with today's clients like never before!

- Unusual building products and potential hazards
- Weird recycled and reused products
- Wild factors affecting real estate
- Wonderful energy efficiency advancements
- Creative solutions to satisfy your clients' requests

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.

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

The Tiny House: Is it a Phase or Craze?

3.75 Credits \$49

Witness this emerging market segment as you learn about the new world of tiny house living. In this new course, you'll learn the origin of the tiny house, the different types, 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. The tiny house is a reflection of expressed values by a growing number of buyers today: simple living in natural surroundings and smaller more efficient living spaces.

- Emerging values increase demand for tiny houses
- Real estate solutions addressing new needs of clients
- Momentum of demand
- Concerns and obstacles
- Valuation and financing the tiny house
- Explosive markets of tiny house communities across the U.S.

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 Commissioner of Commerce for 3.75 hours of appraisal 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 \$49

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. By understanding home inspection standards, you will learn the difference between a properly maintained property and one suffering from deferred maintenance, including what that can mean in value.

Your instructor will use expertise and knowledge to educate you about the environmental issues that agents, contractors, and appraisers need to understand. You will also learn how to inform your customers about these related concerns when recognized.

- 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.

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

7.5 Credits \$98

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. You'll acquire an expert view of how value is defined and learn what does and does not have monetary value in an appraiser's eyes.

The instructor translates otherwise confusing terms and definitions into useful information you can communicate with your clients. Whether your interest is in existing property, new construction or proposed renovations, you'll pick up essential information to increase your professional competence, evident in your next client conversation.

- Appraisal 101 - what they do and 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.

2018 IS RENEWAL YEAR!

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: **December 14, 2018.**

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 2017/2018 includes one-hour of approved Agency content. Course 4: Ethics and Best Practices 2017/2018 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 14, 2018, 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

Each course has been approved by the Minnesota Department of Commerce for 3.75 hours of Real Estate Continuing Education.

Accreditation in Wisconsin

Each course is approved by the Wisconsin Department of Safety and Professional Services and Licensing for 3 hours of real estate continuing education.

***BONUS!**

NAR Code of Ethics (COE)

Course 4: Ethics and Best Practices can be reported to fulfill the biannual COE requirement for Wisconsin licensees.

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

ST. PAUL

| DAY 1 WEDNESDAY, OCTOBER 3 | |
|---|------------------|
| 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 4 | |
| Course 3: Wisconsin New Developments | 8:30 am–12:15 pm |
| Course 4: Ethics and Best Practices | 1:15 pm–5:00 pm |
| DAY 3 FRIDAY, OCTOBER 5 | |
| New Construction | 8:30 am–12:15 pm |
| Wisconsin Investment Property and Property Management | 1:15 pm–5:00 pm |

ST. PAUL

| DAY 1 WEDNESDAY, DECEMBER 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, DECEMBER 6 | |
| Course 3: Wisconsin New Developments | 8:30 am–12:15 pm |
| Course 4: Ethics and Best Practices* | 1:15 pm–5:00 pm |
| DAY 3 FRIDAY, DECEMBER 7 | |
| New Construction | 8:30 am–12:15 pm |
| Wisconsin Investment Property and Property Management | 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.



REAL ESTATE
ACCELERATOR
THE *FAST TRACK* TO YOUR SUCCESS

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

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

| | | | | | | |
|---------------------|---------------------|---------------------|---------------------|--------------------|---------------------|---------------------|
| SEP 10-13 | OCT 15-18 | NOV 12-15 | DEC 10-13 | JAN 7-10 | FEB 11-14 | MAR 11-14 |
|---------------------|---------------------|---------------------|---------------------|--------------------|---------------------|---------------------|

MONTH

DAYS

TIME

LIVE CLASS SCHEDULE | ST. PAUL 2018

| | | |
|----------|-------|-----------------|
| November | 7-8 | 8:00 am-5:30 pm |
| February | 13-14 | 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.

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DAY 1

7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management

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

&

NEW! Game Changers: The New Forces in Real Estate

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

DAY 2

NEW! Market Pulse: What's Trending Now

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 submitted to the Minnesota Department of Commerce. Its current status is "approval pending for appraisal continuing education."

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

| DATES | LOCATION |
|-----------------|--|
| OCTOBER | |
| 24-25 | Rochester—The Kahler Apache Hotel |
| 29-30 | Detroit Lakes—Holiday Inn on the Lake |
| NOVEMBER | |
| 6-7 | St. Cloud—Best Western Plus Kelly Inn |
| 7-8 | Hutchinson—Days Inn Hutchinson |
| 12-13 | Hinckley—Grand Casino |
| 13-14 | Duluth—The Inn on Lake Superior |
| 26-27 | Mankato—Country Inn and Suites |
| 28-29 | Maple Grove—Maple Grove Community Center |
| DECEMBER | |
| 5-6 | Eagan—Eagan Community Center |

COURSE SCHEDULES

| DATE(S) | COURSE | LOCATION | TIME | CREDITS |
|------------------|--|---------------|------------------|---------|
| SEPTEMBER | | | | |
| 20 | 7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | St. Paul | 1:15 pm-5:00 pm | 3.75 |
| OCTOBER | | | | |
| 3 | Course 1: Wisconsin Listing Contracts | St. Paul | 8:30 am-12:15 pm | 3.75 |
| 3 | Course 2: Wisconsin Offers to Purchase | St. Paul | 1:15 pm-5:00 pm | 3.75 |
| 4 | Course 3: Wisconsin New Developments | St. Paul | 8:30 am-12:15 pm | 3.75 |
| 4 | Course 4: Ethics and Best Practices | St. Paul | 1:15 pm-5:00 pm | 3.75 |
| 5 | New Construction | St. Paul | 8:30 am-12:15 pm | 3.75 |
| 5 | Wisconsin Investment Property and Property Management | St. Paul | 1:15 pm-5:00 pm | 3.75 |
| 15 | 7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | St. Paul | 8:30 am-12:15 pm | 3.75 |
| 24 | 7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | Rochester | 8:00 am-11:45 am | 3.75 |
| 24 | Game Changers: The New Forces in Real Estate | Rochester | 12:45 pm-4:30 pm | 3.75 |
| 25 | Market Pulse: What's Trending Now | Rochester | 8:00 am-4:30 pm | 7.5 |
| 29 | 7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | Detroit Lakes | 8:00 am-11:45 am | 3.75 |
| 29 | Game Changers: The New Forces in Real Estate | Detroit Lakes | 12:45 pm-4:30 pm | 3.75 |
| 30 | Market Pulse: What's Trending Now | Detroit Lakes | 8:00 am-4:30 pm | 7.5 |
| NOVEMBER | | | | |
| 6 | 7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | St. Cloud | 8:00 am-11:45 am | 3.75 |
| 6 | Game Changers: The New Forces in Real Estate | St. Cloud | 12:45 pm-4:30 pm | 3.75 |
| 7 | Market Pulse: What's Trending Now | St. Cloud | 8:00 am-4:30 pm | 7.5 |
| 7 | 7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | Hutchinson | 8:00 am-11:45 am | 3.75 |
| 7 | Game Changers: The New Forces in Real Estate | Hutchinson | 12:45 pm-4:30 pm | 3.75 |
| 7-8 | Real Estate Accelerator | St. Paul | 8:00am-5:30pm | 3.75 |
| 8 | Market Pulse: What's Trending Now | Hutchinson | 8:00 am-4:30 pm | 7.5 |
| 12 | 7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | Hinckley | 8:00 am-11:45 am | 3.75 |
| 12 | Game Changers: The New Forces in Real Estate | Hinckley | 12:45 pm-4:30 pm | 3.75 |
| 13 | Market Pulse: What's Trending Now | Hinckley | 8:00 am-4:30 pm | 7.5 |
| 13 | 7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | Duluth | 8:00 am-11:45 am | 3.75 |
| 13 | Game Changers: The New Forces in Real Estate | Duluth | 12:45 pm-4:30 pm | 3.75 |
| 14 | Market Pulse: What's Trending Now | Duluth | 8:00 am-4:30 pm | 7.5 |
| 14 | The Twenty Most Cost-Effective Home Improvements | St. Paul | 8:30 am-12:15 pm | 3.75 |
| 14 | 7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | St. Paul | 1:15 pm-5:00 pm | 3.75 |

NOVEMBER CONTINUED

| | | | | |
|----|--|-------------|------------------|------|
| 26 | 7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | Mankato | 8:00 am–11:45 am | 3.75 |
| 26 | Game Changers: The New Forces in Real Estate | Mankato | 12:45 pm–4:30 pm | 3.75 |
| 27 | Market Pulse: What's Trending Now | Mankato | 8:00 am–4:30 pm | 7.5 |
| 28 | 7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | Maple Grove | 8:00 am–11:45 am | 3.75 |
| 28 | Game Changers: The New Forces in Real Estate | Maple Grove | 12:45 pm–4:30 pm | 3.75 |
| 29 | Market Pulse: What's Trending Now | Maple Grove | 8:00 am–4:30 pm | 7.5 |
| 30 | Good, Better, Best: When Quality, Price, and Value All Matter | St. Paul | 8:30 am–5:00 pm | 7.5 |

DECEMBER

| | | | | |
|----|--|-------------|------------------|------|
| 3 | The Tiny House: Is it a Phase or Craze? | St. Paul | 8:30 am–12:15 pm | 3.75 |
| 3 | 7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | St. Paul | 1:15 pm–5:00 pm | 3.75 |
| 5 | 7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | Eagan | 8:00 am–11:45 am | 3.75 |
| 5 | Game Changers: The New Forces in Real Estate | Eagan | 12:45 pm–4:30 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 | Market Pulse: What's Trending Now | Eagan | 8:00 am–4:30 pm | 7.5 |
| 6 | Course 3: Wisconsin New Developments | St. Paul | 8:30 am–12:15 pm | 3.75 |
| 6 | Course 4: Ethics and Best Practices | St. Paul | 1:15 pm–5:00 pm | 3.75 |
| 7 | New Construction | St. Paul | 8:30 am–12:15 pm | 3.75 |
| 7 | Wisconsin Investment Property and Property Management | St. Paul | 1:15 pm–5:00 pm | 3.75 |
| 14 | The Weird, Wild, and Wonderful World of Real Estate | Bloomington | 8:30 am–5:00 pm | 7.5 |
| 17 | Tour d' Real Estate: What Homeowners Want | St. Paul | 8:30 am–5:00 pm | 7.5 |
| 19 | 7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | Bloomington | 8:30 am–12:15 pm | 3.75 |
| 19 | Millennials: Challenging the Traditional Real Estate Model Class | Bloomington | 1:15 pm–5:00 pm | 3.75 |

JANUARY

| | | | | |
|----|--|-------------|------------------|------|
| 11 | 7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | St. Paul | 8:30 am–12:15 pm | 3.75 |
| 16 | Relocation Essentials: Grow and Serve More Clients | St. Paul | 8:30 am–12:15 pm | 3.75 |
| 24 | Good, Better, Best: When Quality, Price, and Value All Matter | Bloomington | 8:30 am–5:00 pm | 7.5 |
| 25 | Mediate-Arbitrate-Litigate: An Informed Decision | Bloomington | 8:30 am–12:15 pm | 3.75 |
| 25 | Minnesota Landlord Tenant Act: Protecting Yourself and Your Client | Bloomington | 1:15 pm–5:00 pm | 3.75 |
| 28 | Market Pulse: What's Trending Now | St. Paul | 8:30 am–5:00 pm | 7.5 |
| 29 | Game Changers: The New Forces in Real Estate | St. Paul | 8:30 am–12:15 pm | 3.75 |
| 29 | 7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | St. Paul | 1:15 pm–5:00 pm | 3.75 |

COURSE SCHEDULES

FEBRUARY

| | | | | |
|-------|--|-------------|------------------|------|
| 4 | Understanding Association Ownership | St. Paul | 8:30 am–12:15 pm | 3.75 |
| 4 | Millennials: Challenging the Traditional Real Estate Model Class | St. Paul | 1:15 pm–5:00 pm | 3.75 |
| 7 | The Weird, Wild, and Wonderful World of Real Estate | St. Paul | 8:30 am–5:00 pm | 7.5 |
| 11 | Game Changers: The New Forces in Real Estate | Bloomington | 8:30 am–12:15 pm | 3.75 |
| 11 | 7/1/18–6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | Bloomington | 1:15 pm–5:00 pm | 3.75 |
| 13-14 | Real Estate Accelerator | St. Paul | 8:00 am–5:30pm | 3.75 |
| 15 | Relocation Essentials: Grow and Serve More Clients | St. Paul | 8:30 am–12:15 pm | 3.75 |
| 20 | Market Pulse: What's Trending Now | Bloomington | 8:30 am–5:00 pm | 7.5 |
| 21 | Liars, Cheaters, and Thieves: Averting Client Catastrophe | St. Paul | 8:30 am–12:15 pm | 3.75 |
| 21 | Mediate-Arbitrate-Litigate: An Informed Decision | St. Paul | 1:15 pm–5:00 pm | 3.75 |
| 23 | 7/1/18–6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | St. Paul | 8:30 am–12:15 pm | 3.75 |
| 23 | Financing Update: The Must Know Programs & Details to Close More Deals | St. Paul | 1:15 pm–5:00 pm | 3.75 |
| 27 | The Twenty Most Cost-Effective Home Improvements | St. Paul | 1:15 pm–5:00 pm | 3.75 |

MARCH

| | | | | |
|----|--|----------|------------------|------|
| 4 | Minnesota Landlord Tenant Act: Protecting Yourself and Your Client | St. Paul | 8:30 am–12:15 pm | 3.75 |
| 4 | Understanding Association Ownership | St. Paul | 1:15 pm–5:00 pm | 3.75 |
| 6 | 7/1/18–6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | Eagan | 8:30 am–12:15 pm | 3.75 |
| 6 | Game Changers: The New Forces in Real Estate | Eagan | 1:15 pm–5:00 pm | 3.75 |
| 7 | Market Pulse: What's Trending Now | Eagan | 8:30 am–5:00 pm | 7.5 |
| 11 | 7/1/18–6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | St Cloud | 8:30 am–12:15 pm | 3.75 |
| 11 | Game Changers: The New Forces in Real Estate | St Cloud | 1:15 pm–5:00 pm | 3.75 |
| 12 | Market Pulse: What's Trending Now | St Cloud | 8:30 am–5:00 pm | 7.5 |
| 13 | Financing Update: The Must Know Programs & Details to Close More Deals | St. Paul | 8:30 am–12:15 pm | 3.75 |
| 13 | Game Changers: The New Forces in Real Estate | St. Paul | 1:15 pm–5:00 pm | 3.75 |
| 14 | 7/1/18–6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | St. Paul | 8:30 am–12:15 pm | 3.75 |
| 14 | Relocation Essentials: Grow and Serve More Clients | St. Paul | 1:15 pm–5:00 pm | 3.75 |
| 20 | 7/1/18–6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | Duluth | 8:30 am–12:15 pm | 3.75 |
| 20 | Game Changers: The New Forces in Real Estate | Duluth | 1:15 pm–5:00 pm | 3.75 |
| 21 | Market Pulse: What's Trending Now | Duluth | 8:30 am–5:00 pm | 7.5 |

MARCH CONTINUED

| | | | | |
|----|--|----------|------------------|------|
| 21 | Tax Aspects of Homeownership | St. Paul | 8:30 am–12:15 pm | 3.75 |
| 21 | The Tax Impact of Residential Real Estate Investments | St. Paul | 1:15 pm–5:00 pm | 3.75 |
| 22 | Tax Write-Offs for the Self-Employed | St. Paul | 8:30 am–5:00 pm | 7.5 |
| 23 | The Tiny House: Is it a Phase or Craze? | St. Paul | 8:30 am–12:15 pm | 3.75 |
| 23 | 7/1/18–6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | St. Paul | 1:15 pm–5:00 pm | 3.75 |
| 25 | Market Pulse: What's Trending Now | St. Paul | 8:30 am–5:00 pm | 7.5 |
| 27 | 7/1/18–6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | Hinckley | 8:30 am–12:15 pm | 3.75 |
| 27 | Game Changers: The New Forces in Real Estate | Hinckley | 1:15 pm–5:00 pm | 3.75 |
| 28 | Market Pulse: What's Trending Now | Hinckley | 8:30 am–5:00 pm | 7.5 |
| 28 | Liars, Cheaters, and Thieves: Averting Client Catastrophe | St. Paul | 8:30 am–12:15 pm | 3.75 |
| 29 | Tour d' Real Estate: What Homeowners Want | St. Paul | 8:30 am–5:00 pm | 7.5 |

APRIL

| | | | | |
|---|--|-------------|------------------|------|
| 3 | 7/1/18–6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management | Maple Grove | 8:30 am–12:15 pm | 3.75 |
| 3 | Game Changers: The New Forces in Real Estate | Maple Grove | 1:15 pm–5:00 pm | 3.75 |
| 4 | Market Pulse: What's Trending Now | Maple Grove | 8:30 am–5:00 pm | 7.5 |



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