

MINNESOTA

Real Estate Continuing Education

Video
OnDemand
or Live Classes

Your choice!

Guiding you to success.

NEW! 2018–2019 Required Module

7/1/18–6/30/19 SALESPERSON & BROKER REQUIRED MODULE
Risk Management (*Available both Live Classroom and OnDemand*)

See page 5.

2019
MARCH–JUNE

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

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DUALLY APPROVED RE & APPRAISAL COURSES

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20–23 COURSE SCHEDULES

BUILD-YOUR-OWN

CE packages

OPTION 1 | \$149

ANY COMBINATION:

Live Classroom | OnDemand | Text-Based Online

Purchase 15 credit hours and receive the CE-Advantage Package discount.*
24% discount for Live Classroom education.

*Discount does not include courses on pages 18-19.

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.

Minnesota 15-Hour Complete Live Class CE Packages

15 Credit Hours **Live Classroom**

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

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

3.75 Credits **Live Classroom \$49**

3.75 Credits **OnDemand \$29**

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 collected from 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.

2019

DATE(S)	LOCATION	TIME	DATE(S)	LOCATION	TIME
MARCH			MAY		
6	Eagan	8:30 am-12:15 pm	3	St. Paul	8:30 am-12:15 pm
11	St. Cloud	8:30 am-12:15 pm	6	Bloomington	1:15 pm-5:00 pm
14	St. Paul	8:30 am-12:15 pm	10	St. Paul	1:15 pm-5:00 pm
20	Duluth	8:30 am-12:15 pm	13	Bloomington	8:30 am-12:15 pm
23	St. Paul	1:15 pm-5:00 pm	15	St. Paul	6:15 pm-10:00 pm
27	Hinckley	8:30 am-12:15 pm	18	Bloomington	8:30 am-12:15 pm
APRIL			22	Bloomington	8:30 am-12:15 pm
3	Maple Grove	8:30 am-12:15 pm	24	St. Paul	8:30 am-12:15 pm
4	St. Paul	1:15 pm-5:00 pm	28	Bloomington	1:15 pm-5:00 pm
8	St. Paul	8:30 am-12:15 pm	JUNE		
13	St. Paul	1:15 pm-5:00 pm	6	St. Paul	6:15 pm-10:00 pm
16	Bloomington	8:30 am-12:15 pm	14	St. Paul	8:30 am-12:15 pm
22	St. Paul	6:15 pm-10:00 pm	15	St. Paul	8:30 am-12:15 pm
29	St. Paul	8:30 am-12:15 pm	20	St. Paul	1:15 pm-5:00 pm
			27	Bloomington	8:30 am-12:15 pm

NEW! 2019 Tax Update

7.5 Credits \$98

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 submitted to the Minnesota Department of Commerce. Its current status is "approval pending."

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

—Linda M.

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 approved by the Minnesota Commissioner of Commerce for 4 hours of 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?
- 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! Water: How It Affects Property

3.75 Credits \$49

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.

Success is enjoying what you do.

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.

- 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.

COURSE SCHEDULES ON PAGES 20–23

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

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

3.75 Credits **\$49**

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
- 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.

Introduction to Real Estate Investments

7.5 Credits **\$98**

Real estate is still one of the best investments available anywhere. Agents who understand the numbers are on their way to earning extra commissions.

Investors are discovering the tax, cash flow, principal reduction, and appreciation benefits of single- and multi-family properties outweigh other investment opportunities. This course can open the door for you to the lucrative investment real estate market. You'll get a step-by-step understanding of the fundamentals you'll need to get started.

You'll learn to identify additional sources of financing, and you'll learn new techniques for using commission dollars to build your own investment portfolio.

- Estimating net operating income
- Cash flows and investor behavior
- Acquisitions and operation
- Dispositions, capital gain and loss
- 1031 Exchanges

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

Buying Within Your Budget

3.75 Credits **\$49**

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
- Improving credit scores
- Avoiding financial pitfalls
- 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.

Strategic Default and the Path Back

7.5 Credits **\$98**

Learn how to help your clients get on the path back to home ownership and credit viability.

Increasingly, agents are encountering individuals and families who are financially secure in most areas, but find themselves severely “under water” on their home. While there are many options available, many are considering strategic default.

Todd Rooker will help you gain an understanding of the facts, process, and ramification of strategic default, as well as the effects of mortgage default on current and future credit and loan acquisition, retirement and other assets, and future insurability of a client.

- Impact on retirement and other assets
- Impact on future insurability
- Impact on future loan acquisition
- Moral and ethical dilemma issues
- Rebuilding creditworthiness

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

To Fall and Rise Again: Life After Financial Crisis

7.5 Credits **\$98**

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

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

Tax Aspects of Homeownership

3.75 Credits **\$49**

Become an indispensable resource for your clients by providing them with critical tax information to make the right housing purchase.

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.

- 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**

Get the relevant, indispensable knowledge right here.

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.

- 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**

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.

Millennials: Challenging the Traditional Real Estate Model

3.75 Credits **\$49**

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 Weird, Wild, and Wonderful World of Real Estate

7.5 Credits **\$98**

Take this revealing trip with us!

Join us for a journey through some of the weird, wild, and wonderful real estate trends in the industry today. We will examine 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 hazards associated with them.

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!

- 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.

Understanding Association Ownership

3.75 Credits **\$49**

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.

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.

Managing Safe and Sound Rental Property

3.75 Credits **\$49**

Learn how to protect yourself, your tenants, and the property.

Expert Stefan Salmonson will teach the novice or experienced property manager to handle safety and security issues in rental property. You'll learn how to request quality background checks and minimize risk via the rental agreement. The course reviews prickly issues related to property access by the owner/manager.

- Rental agreements and background checks
- Monitoring the property
- Access rights

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 Thief

3.75 Credits **\$49**

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
- How they gain personal information
- Tactics to avoid identity theft
- 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.

Identity Theft: Protecting Your Clients and Your Business

3.75 Credits **\$49**

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.

The Secure Property

3.75 Credits **\$49**

Learn new security tools and techniques to increase property values and insurability for homes or commercial property.

Stefan Salmonson will guide you through advances in technology that make sophisticated security tools and strategies once deployed only in large companies within the reach of nearly every home or business. Get first-hand knowledge of security components for both residential and commercial buildings. Electronic locking systems, for example, can replace the traditional deadbolt and key. The dramatic price drop of sophisticated lighting offers new alternatives for illuminating grounds and interiors.

Learn about the next generation of cameras, hard drives, and remote monitoring devices that can provide multiple levels of affordable security, enhance property values, optimize value-added features of homes for resale, provide insurability, and reduce insurance premiums. Learn proactive steps to take before the criminal comes.

- Structural features and design
- Lighting and alarms
- Computer integration
- "Special needs" occupants

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

COURSE SCHEDULES ON PAGES 20–23

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

How Land is Developed Today

3.75 Credits **\$49**

Have you ever been curious about how land is developed, who is part of the process, and how it all comes together?

This course explains it all! Our experienced instructor has decades of real life stories and implemented plans that will help illustrate the fascinating and complex land development process of today. You'll learn about the essential steps of a successful planning process, and how to assess the financial feasibility of a potential project.

You'll also learn about the importance of a comp plan that each city develops, understand the types of zoning, and learn how to best approach the city planner and planning commission and ultimately secure the city council's approval. This course unravels the mystery around land development whether you are merely curious or seriously considering land development in your future.

- The players and their roles
- The planning process
- Profitability and reasons for developing land

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 **\$49**

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.

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
- Representing clients in unfamiliar territory
- Misleading statements equals deception
- 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.

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

See page 19 for details

Tour d' Real Estate: What Homeowners Want

7.5 Credits **\$98**

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.

The Tiny House: Is it a Phase or Craze?

3.75 Credits **\$49**

Visit the growing, changing tiny world of homes.

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.

- Momentum of demand
- Concerns and obstacles
- Valuation and financing the tiny house
- Explosive markets of tiny house communities

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.

Unsellable to Sold: Can Every House Be a Dream Home?

7.5 Credits **\$98**

Learn what it takes to get hard-to-sell homes SOLD!

This course will help you guide your clients through the process of seeing not only what a property is, but what it has the potential to become. You will start by helping your clients define exactly what they are seeking. You'll learn how to ask questions about both present needs and potential future requirements.

Learn about the opportunities to modify a home to make it saleable by tweaks, modifications, or major remodels. You will learn about the costs associated with improvements and the return on investment (ROI) for a variety of house projects. You will help your clients be able to visualize a property beyond what they can envision themselves and gain a new understanding of how properties changed to become clients' dream homes!

- Assess client's specific requirements
- Appraising and valuing improvements
- New scenarios in today's market
- Financing improvements
- Listing unsellable inventory

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.

The Twenty Most Cost-Effective Home Improvements

3.75 Credits **\$49**

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.

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

7.5 Credits **\$98**

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.

2018–2019 National Uniform Standards of Professional Appraisal Practice (USPAP) Update Course

7 Credits **\$217**

Learn how the changes for the 2018–2019 USPAP affect daily appraisal practice! The impact of the 2018–2019 USPAP changes will be highlighted utilizing relevant examples and discussion questions. Your experienced instructor illustrates how to apply the changes in daily appraisal practice, including discussion regarding common USPAP problems and issues appraisers experience.

This course fulfills the continuing education requirement that licensed and certified appraisers must complete a 7-hour update course on the Uniform Standards of Professional Appraisal Standards every two years.

- Why and how USPAP changes are made
- Rationale for and impact of the 2018–2019 changes
- Common USPAP problems and issues
- Discussion of appraisal issues as related to USPAP

This course has been approved by the Minnesota Commissioner of Commerce for 7 hours of real estate continuing education.

This course has been approved by the Minnesota Commissioner of Commerce for 7 hours of appraisal continuing education.

Appraising Distinctive Residential Properties

7.5 Credits **\$118**

In this course, we will look at some of the areas that provide challenges in reaching an opinion of value, and discuss the different directions available to the appraiser to problem solve.

This class looks at how to use all three appraisal methods to assist in developing adjustments and explores how techniques used in one method can support a conclusion in a different method.

- USPAP rules
- Client and user considerations
- Challenges in appraising distinctive properties
- Case studies

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 Commissioner of Commerce for 7.5 hours of appraisal continuing education.

COURSE SCHEDULES ON PAGES 20–23

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

Credible Cost Approach

8 Credits **\$118**

This class is designed to dispel the usual excuses as to why the cost approach is seldom completed by some appraisers. It starts by viewing the approach as outlined by the FNMA form. Then it builds on the concept and provides methodology by which the amounts that are usually “guestimates” can become logically calculated estimates. By using these techniques, the approach can provide logical and supported estimates of value for virtually any single family home.

- USPAP implications
- Interaction between approaches
- Using the FNMA 1004 report
- Other site improvements
- Depreciation calculations age-life
- Modified age-life method
- Component cost derivations
- Aggregated paired sales method
- Remaining economic life equation

This course has been approved by the Minnesota Commissioner of Commerce for 8 hours of real estate continuing education.

This course has been approved by the Minnesota Commissioner of Commerce for 8 hours of appraisal continuing education.

Alternate Valuation Methods: How To Be In-CREDIBLE!

3.75 Credits **\$59**

Alternate types of valuations are more common than ever with the appraisal shortage and changes in the regulatory requirements from the federal agencies. Dodd-Frank eliminated BPOs and AVMs as file documentation for residential lending in many loan packages. Discover when alternate valuations are being used, how to complete them, and how to remain compliant with appraisal reporting requirements. Understand how the Uniform Standards of Appraisal Practice (USPAP) view evaluations under the federal banking guidelines. You will also discuss restricted reporting options and view sample report forms.

- Identifying alternate valuations
- Federal agency appraisal and evaluation guidelines
- USPAP Advisory Opinion 13 relating to evaluations
- Sample forms and report options

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.

How to Measure Real Property

3.75 Credits **\$59**

Real estate licensees, appraisers, assessors, builders, and contractors have specific methods they use to measure and describe residential real estate that often differ. In this fascinating course, we will explain the critical standards and definitions, and pinpoint common costly mistakes made in measuring property.

- Property measurement language and definitions
- Geometry for big kids: size, shape, formulas and math
- Nuances of styles and designs
- What to measure and how to measure it

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.

The Most Important Apps and Tech Items You Need Today

3.75 Credits **\$59**

From online basics to the most cutting-edge applications, this course offers tech tips for nearly every stage of the appraisal process. This course offers a valuable education for the tech-adverse, as well as the most digitally inclined.

- Marketing and blog basics
- Spreadsheets and accounting software
- Management software and cloud storage
- MLS software and other apps for pulling comps
- Tech items for use in the field
- Open-source apps
- Apps for photographs
- Digital recordkeeping

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.

Judge and Jury: What Would You Do?

3.75 Credits **\$59**

Some complaints could have been avoided if the appraiser had followed these simple steps. This course will outline the most common complaints filed against appraisers and detail the very simple steps appraisers should follow to avoid finding themselves in hot water with state or other regulatory bodies. You will learn how to avoid errors in the appraisal process and what supportive material must be retained in work files to be compliant for state or other investigations.

- Complaints about appraisers and who files them
- How the investigation process works
- Complaint statistics
- The most serious USPAP violations
- Common areas found to be noncompliant
- Case studies

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.

*Note: The author of this course is an AQB Certified USPAP Instructor and a Certified Residential Appraiser in Colorado. She is also an approved work product reviewer for the State of Colorado. As a work product reviewer, confidentiality is required under USPAP as a peer reviewer and state confidentiality. Examples and case studies provided in the text have been modified to ensure confidentiality but maintained to provide students with a look into the process. Several appraisers who were under investigation were surveyed about the process. They agreed to respond, knowing their responses would remain anonymous. These appraisers are willing to share their experiences to help other appraisers avoid similar fates.

Introduction to Commercial Appraising

7.5 Credits **\$118**

In this course, residential appraisers get a look into the world of the non-residential appraising. The processes, data sources, appraiser peer actions, and reporting in commercial appraising is very different from residential appraisers. This course will provide you with a look into these differences, including analyzing leases, the engagement process, highest and best use, capitalization rate derivation, and requirements of the Americans with Disabilities Act that impact the appraisal of commercial properties.

- Sources for commercial sales
- Research techniques
- Complex highest and best use analyses
- Cap rate derivation
- Narrative report formats
- Real-life case studies and examples

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 Commissioner of Commerce for 7.5 hours of appraisal continuing education.

Regression Analysis: Proving Beyond a Shadow of a Doubt

7.5 Credits **\$118**

This course provides a basic understanding of a statistical method known as regression analysis. Regression modeling is a tool used to interpret consumer motivations, develop adjustments for the sales comparison approach, and reconcile the value of a property. This extra support for analyses and adjustments will aid appraisers in creating well-supported reports. The author of this course is a Certified General Real Property Appraiser with over 20 years of experience. You will be presented with straightforward and clear examples, illustrations, and case studies to help you understand the content of the course and translate it into your day-to-day appraisal practice.

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 Commissioner of Commerce for 7.5 hours of appraisal continuing education.

COURSE SCHEDULES ON PAGES 20-23

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



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		
March	11-14	10:00 am-2:00 pm
May	13-16	10:00 am-2:00 pm
LIVE CLASS SCHEDULE ST. PAUL 2019		
May	1-2	8:00 am-5:30 pm

Please see website for additional course dates.

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

GET 15 HOURS OF MINNESOTA

REAL ESTATE CONTINUING EDUCATION IN JUST 2 DAYS!

The 2019 Minnesota Spring 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.

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

Join us for **BOTH** days and get 15 credits for **ONLY \$149**. That's over a **20% savings** on individual class pricing. Single courses may be purchased individually: half day for \$49 or full day for \$98.

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 approved by the Minnesota Commissioner of Commerce for 4 hours of appraisal continuing education.

See pages 5-7 for complete course descriptions and course times.

DATES	LOCATION
MARCH	
6-7	Eagan—Eagan Community Center
11-12	St. Cloud—Best Western Plus Kelly Inn
20-21	Duluth—The Inn on Lake Superior
27-28	Hinckley—Grand Casino
APRIL	
3-4	Maple Grove—Maple Grove Community Center

DATE(S)	COURSE	LOCATION	TIME	CREDITS
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
11	2018-2019 National Uniform Standards of Professional Appraisal Practice (USPAP) Update Course	St. Paul	8:30 am-4:30 pm	7
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
20	Regression Analysis: Proving Beyond a Shadow of a Doubt	St. Paul	8:30 am-5:00 pm	7.5
21	Market Pulse: What's Trending Now	Duluth	8:30 am-5:00 pm	7.5
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
28	Water: How It Affects Property	St. Paul	1:15 pm-5:00 pm	3.75
29	Tour d' Real Estate: What Homeowners Want	St. Paul	8:30 am-5:00 pm	7.5

APRIL				
1	How Land is Developed Today	St. Paul	8:30 am-12:15 pm	3.75
1	Real Estate: How to Leave a Legacy	St. Paul	1:15 pm-5:00 pm	3.75
2	Buying Within Your Budget	Bloomington	8:30 am-12:15 pm	3.75
2	Understanding Association Ownership	Bloomington	1:15 pm-5:00 pm	3.75
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
4	Millennials: Challenging the Traditional Real Estate Model	St. Paul	8:30 am-12:15 pm	3.75
4	7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management	St. Paul	1:15 pm-5:00 pm	3.75
5	Market Pulse: What's Trending Now	St. Paul	8:30 am-5:00 pm	7.5

DATE(S)	COURSE	LOCATION	TIME	CREDITS
APRIL, CONTINUED				
8	7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management	St. Paul	8:30 am-12:15 pm	3.75
8	Game Changers: The New Forces in Real Estate	St. Paul	1:15 pm-5:00 pm	3.75
9	A Day in the Life of an Identity Thief	St. Paul	8:30 am-12:15 pm	3.75
9	Managing Safe and Sound Rental Property	St. Paul	1:15 pm-5:00 pm	3.75
10	2018-2019 National Uniform Standards of Professional Appraisal Practice (USPAP) Update Course	Bloomington	8:30 am-4:30 pm	7
10	2019 Tax Update	St. Paul	8:30 am-5:00 pm	7.5
11	The Tax Impact of Residential Real Estate Investments	St. Paul	8:30 am-12:15 pm	3.75
11	Tax Aspects of Homeownership	St. Paul	1:15 pm-5:00 pm	3.75
12	2019 Tax Update	St. Paul	8:30 am-5:00 pm	7.5
13	The Twenty Most Cost-Effective Home Improvements	St. Paul	8:30 am-12:15 pm	3.75
13	7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management	St. Paul	1:15 pm-5:00 pm	3.75
15	Good, Better, Best: When Quality, Price, and Value All Matter	Bloomington	8:30 am-5:00 pm	7.5
16	7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management	Bloomington	8:30 am-12:15 pm	3.75
16	Financing Update: The Must Know Programs & Details to Close More Deals	Bloomington	1:15 pm-5:00 pm	3.75
17	Introduction to Real Estate Investments	St. Paul	8:30 am-5:00 pm	7.5
17	Water: How It Affects Property	Bloomington	8:30 am-12:15 pm	3.75
18	The Weird, Wild, and Wonderful World of Real Estate	St. Paul	8:30 am-5:00 pm	7.5
22	7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management	St. Paul	6:15 pm-10:00 pm	3.75
23	Game Changers: The New Forces in Real Estate	St. Paul	6:15 pm-10:00 pm	3.75
24	Minnesota Landlord Tenant Act: Protecting Yourself and Your Client	St. Paul	6:15 pm-10:00 pm	3.75
25	Relocation Essentials: Grow and Serve More Clients	St. Paul	6:15 pm-10:00 pm	3.75
25	Unsellable to Sold: Can Every House Be a Dream Home?	Bloomington	8:30 am-5:00 pm	7.5
26	Tour d' Real Estate: What Homeowners Want	St. Paul	8:30 am-5:00 pm	7.5
29	7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management	St. Paul	8:30 am-12:15 pm	3.75
29	Liars, Cheaters, and Thieves: Averting Client Catastrophe	St. Paul	1:15 pm-5:00 pm	3.75
29	Strategic Default and the Path Back	Bloomington	8:30 am-5:00 pm	7.5
30	Appraising Distinctive Residential Properties	St. Paul	8:30 am-5:00 pm	7.5
30	Market Pulse: What's Trending Now	Bloomington	8:30 am-5:00 pm	7.5

MAY				
1	The Secure Property	St. Paul	8:30 am-12:15 pm	3.75
1	Identity Theft: Protecting Your Clients and Your Business	St. Paul	1:15 pm-5:00 pm	3.75
2	Real Estate: How to Leave a Legacy	St. Paul	8:30 am-12:15 pm	3.75
2	How Land is Developed Today	St. Paul	1:15 pm-5:00 pm	3.75
3	7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management	St. Paul	8:30 am-12:15 pm	3.75
3	Water: How It Affects Property	St. Paul	1:15 pm-5:00 pm	3.75
6	Mediate-Arbitrate-Litigate: An Informed Decision	Bloomington	8:30 am-12:15 pm	3.75
6	7/1/18-6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management	Bloomington	1:15 pm-5:00 pm	3.75
7	2019 Tax Update	Bloomington	8:30 am-5:00 pm	7.5
8	Tax Write-Offs for the Self-Employed	Bloomington	8:30 am-5:00 pm	7.5
9	2018-2019 National Uniform Standards of Professional Appraisal Practice (USPAP) Update Course	St. Paul	8:30 am-4:30 pm	7

DATE(S)	COURSE	LOCATION	TIME	CREDITS
MAY, CONTINUED				
9	2019 Tax Update	Bloomington	8:30 am–5:00 pm	7.5
10	Game Changers: The New Forces in Real Estate	St. Paul	8:30 am–12:15 pm	3.75
10	7/1/18–6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management	St. Paul	1:15 pm–5:00 pm	3.75
10	Introduction to Real Estate Investments	Bloomington	8:30 am–5:00 pm	7.5
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13	Game Changers: The New Forces in Real Estate	Bloomington	1:15 pm–5:00 pm	3.75
13	Financing Update: The Must Know Programs & Details to Close More Deals	St. Paul	6:15 pm–10:00 pm	3.75
14	Credible Cost Approach	Bloomington	8:00 am–5:00 pm	8
14	The Tiny House: Is it a Phase or Craze?	St. Paul	6:15 pm–10:00 pm	3.75
15	7/1/18–6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management	St. Paul	6:15 pm–10:00 pm	3.75
15	Alternate Valuation Methods: How To Be In-CREDIBLE!	Bloomington	8:30 am–12:15 pm	3.75
15	How to Measure Real Property	Bloomington	1:15 pm–5:00 pm	3.75
16	To Fall and Rise Again: Life After Financial Crisis	Bloomington	8:30 am–5:00 pm	7.5
16	Water: How It Affects Property	St. Paul	6:15 pm–10:00 pm	3.75
17	Market Pulse: What's Trending Now	Bloomington	8:30 am–5:00 pm	7.5
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23	Tour d' Real Estate: What Homeowners Want	Bloomington	8:30 am–5:00 pm	7.5
24	7/1/18–6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management	St. Paul	8:30 am–12:15 pm	3.75
24	Buying Within Your Budget	St. Paul	1:15 pm–5:00 pm	3.75
28	7/1/18–6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management	Bloomington	1:15 pm–5:00 pm	3.75
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30	Liars, Cheaters, and Thieves: Averting Client Catastrophe	St. Paul	8:30 am–12:15 pm	3.75
30	Millennials: Challenging the Traditional Real Estate Model	St. Paul	1:15 pm–5:00 pm	3.75
30	Minnesota Landlord Tenant Act: Protecting Yourself and Your Client	Bloomington	8:30 am–12:15 pm	3.75
31	Relocation Essentials: Grow and Serve More Clients	St. Paul	8:30 am–12:15 pm	3.75
31	Understanding Association Ownership	St. Paul	1:15 pm–5:00 pm	3.75

JUNE				
3	2018–2019 National Uniform Standards of Professional Appraisal Practice (USPAP) Update Course	Bloomington	8:30 am–4:30 pm	7
3	Understanding Association Ownership	St. Paul	6:15 pm–10:00 pm	3.75
4	Liars, Cheaters, and Thieves: Averting Client Catastrophe	St. Paul	6:15 pm–10:00 pm	3.75
4	Tour d' Real Estate: What Homeowners Want	Bloomington	8:30 am–5:00 pm	7.5
5	Buying Within Your Budget	St. Paul	6:15 pm–10:00 pm	3.75
6	7/1/18–6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management	St. Paul	6:15 pm–10:00 pm	3.75
6	Relocation Essentials: Grow and Serve More Clients	Bloomington	8:30 am–12:15 pm	3.75
6	Water: How It Affects Property	Bloomington	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
10	Identity Theft: Protecting Your Clients and Your Business	St. Paul	8:30 am–12:15 pm	3.75

DATE(S)	COURSE	LOCATION	TIME	CREDITS
JUNE, CONTINUED				
10	The Secure Property	St. Paul	1:15 pm–5:00 pm	3.75
11	2019 Tax Update	St. Paul	8:30 am–5:00 pm	7.5
12	Tax Aspects of Homeownership	St. Paul	8:30 am–12:15 pm	3.75
12	The Tax Impact of Residential Real Estate Investments	St. Paul	1:15 pm–5:00 pm	3.75
13	2019 Tax Update	St. Paul	8:30 am–5:00 pm	7.5
13	The Most Important Apps and Tech Items You Need Today	St. Paul	8:30 am–12:15 pm	3.75
13	The Tiny House: Is it a Phase or Craze?	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
15	7/1/18–6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management	St. Paul	8:30 am–12:15 pm	3.75
15	Game Changers: The New Forces in Real Estate	St. Paul	1:15 pm–5:00 pm	3.75
17	Market Pulse: What's Trending Now	St. Paul	8:30 am–5:00 pm	7.5
18	Minnesota Landlord Tenant Act: Protecting Yourself and Your Client	Bloomington	1:15 pm–5:00 pm	3.75
19	The Twenty Most Cost-Effective Home Improvements	Bloomington	8:30 am–12:15 pm	3.75
19	Judge and Jury: What Would You Do?	Bloomington	1:15 pm–5:00 pm	3.75
19	Strategic Default and the Path Back	St. Paul	8:30 am–5:00 pm	7.5
20	Financing Update: The Must Know Programs & Details to Close More Deals	St. Paul	8:30 am–12:15 pm	3.75
20	7/1/18–6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management	St. Paul	1:15 pm–5:00 pm	3.75
21	Good, Better, Best: When Quality, Price, and Value All Matter	St. Paul	8:30 am–5:00 pm	7.5
24	Unsellable to Sold: Can Every House Be a Dream Home?	St. Paul	8:30 am–5:00 pm	7.5
27	2018–2019 National Uniform Standards of Professional Appraisal Practice (USPAP) Update Course	Bloomington	8:30 am–4:30 pm	7
27	7/1/18–6/30/19 SALESPERSON & BROKER REQUIRED MODULE Risk Management	Bloomington	8:30 am–12:15 pm	3.75
27	Mediate–Arbitrate–Litigate: An Informed Decision	Bloomington	1:15 pm–5:00 pm	3.75
28	Introduction to Commercial Appraising	St. Paul	8:30 am–5:00 pm	7.5
28	To Fall and Rise Again: Life After Financial Crisis	St. Paul	8:30 am–5:00 pm	7.5

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