

JANUARY  
DECEMBER  
**2019**

**KAPLAN**<sup>®</sup> REAL ESTATE  
EDUCATION

# NEW MEXICO

## Real Estate

**LICENSING EDUCATION**



# 2 WAYS

to complete your education!

## No two students' schedules are exactly alike.

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



## LIVE CLASSROOM

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

### Albuquerque

Kaplan Real Estate Education  
8205 Spain Road, NE, Suite 109

### Las Cruces

Springhill Suites  
1611 Hickory Loop

### Roswell

Holiday Inn Express & Suites  
3 Military Heights Dr

### Santa Fe

Courtyard by Marriott  
3347 Cerrillos Road



## HOME STUDY

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

# THE KNOWLEDGE

you need to succeed!

## Our comprehensive study solutions:

- Provide you with the knowledge you need to succeed in your career
- Satisfy New Mexico state requirements
- Contain the most current and accurate information available
- Educate you on how to obtain your license and excel with your skills



***"They did everything in their power to prepare me to pass the real estate exam."***

—Mike P.

# YOUR **STEP-BY-STEP** GUIDE

to obtaining a real estate license

# COMPLETE 90-HOUR

## Associate Broker Licensing Packages

STEP  
1

## REGISTER AND COMPLETE ONE OF OUR 90-HOUR PACKAGES.

Two learning options are now available:

### Premium Package

90 Credit Hours \$959

LIVE CLASSROOM  
HOME STUDY

### Essential Package

90 Credit Hours \$809

LIVE CLASSROOM  
HOME STUDY

Our goal is to help you pass the licensing exam. So we've included our New Mexico and National Exam Prep course with the all-inclusive premium package. You'll not only satisfy your education requirements, but our industry experts will be there to answer questions and personally coach you through the preparation process.

For details see page 5.

STEP  
2

## REGISTER FOR & TAKE THE NEW MEXICO ASSOCIATE BROKER LICENSING EXAM.

You must pass both the state and national portions of the exam with a minimum score of 75. Applicants must pay a non-refundable fee not to exceed \$95.

STEP  
3

## COMPLETE YOUR FINGERPRINTING AND OBTAIN ERRORS & OMISSIONS INSURANCE.

All persons applying for a New Mexico real estate license must submit to the commission, along with their application, proof that they have completed a live fingerprint scan and obtained Errors and Omissions Insurance. Fingerprinting shall be done **no earlier than 21 days** prior to submitting documents to apply for a license. You must register at [www.aps.gemalto.com](http://www.aps.gemalto.com) before you complete the live fingerprint scan for matching with a national arrest record database. You may find a full list of Fingerprint Source List for New Mexico Residents on the commission's website, [www.rld.state.nm.us/boards/Real\\_Estate\\_Commission\\_Requirements\\_and\\_Continuing\\_Education.aspx](http://www.rld.state.nm.us/boards/Real_Estate_Commission_Requirements_and_Continuing_Education.aspx).

STEP  
4

## APPLY FOR YOUR ASSOCIATE BROKER LICENSE.

Upon passing both portions of the exam, you have 6 months to apply for your Associate Broker's License, or you will be required to take the exam again.

### LIVE CLASSROOM PACKAGES

Premium  
\$959

90 Hours of  
Instructor-Led  
LIVE CLASSROOM\*

Offered in Albuquerque only.  
\*100% attendance required  
per course.

New Mexico & National  
Real Estate Exam Prep

Review and ask questions  
in our Live Class

Real Estate  
Textbook Library

A complete selection of  
reference books

Essential  
\$809

90 Hours of  
Instructor-Led  
LIVE CLASSROOM\*

Offered in Albuquerque only.  
\*100% attendance required  
per course.

Real Estate  
Textbook Library

A complete selection of  
reference books

### HOME STUDY PACKAGES

Premium  
\$959

60 Hours of  
HOME STUDY

Study and learn  
anytime, anywhere

30 Hours of  
Instructor-Led\*

\*100% attendance required

New Mexico & National  
Real Estate Exam Prep

Review exam topics  
anytime, anywhere

Real Estate  
Textbook Library

A complete selection of  
reference books

Interactive Study Group

Weekly instructor-led  
live webinar

Essential  
\$809

60 Hours of  
HOME STUDY

Study and learn  
anytime, anywhere

30 Hours of  
Instructor-Led\*

\*100% attendance required

Real Estate  
Textbook Library

A complete selection of  
reference books

Interactive  
Study Group

Weekly instructor-led  
live webinar

### Real Estate Textbook Library

Includes the following titles:

- Broker Basics Book
- Modern Real Estate Practice Textbook
- Modern Real Estate Practice Workbook
- New Mexico Real Estate Basics Textbook
- New Mexico Real Estate Principles Workbook
- New Mexico Real Estate License Law and Real Estate Commission Rules PDF
- National PSI Exam Prep Workbook (Premium Package Only)
- New Mexico Exam Prep Workbook (Premium Package Only)

### Interactive Study Group

Weekly Live Webinar included with HOME STUDY Packages

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

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

# SAVE \$88 with a PACKAGE

## Real Estate Law

**30 Credit Hours** \$299

LIVE CLASSROOM\*

HOME STUDY

This in-depth law course is intended to provide you with an understanding of the basic principles of ownership of real estate, how title is held, restrictions and encumbrances on the ownership of real estate, transferring ownership, and land use controls. This course will cover the law of agency, contract law, environmental concerns and hazards affecting real estate, federal laws regarding fair housing, Americans with Disabilities Act, anti-trust laws, and real estate ethics.

This 30-hour course is required for anyone seeking a real estate associate broker or qualifying broker license.

## Real Estate Principles & Practice

**30 Credit Hours** \$279

LIVE CLASSROOM\*

HOME STUDY

Upon successful completion of this course, you will have a greater insight into the basics of real estate finance, settlement and closing, foreclosure process, federal taxation, valuation and appraisal, land description, property management, commercial investment real estate, real estate math, financing for new construction, and more.

This 30-hour course is required for anyone seeking a real estate associate broker or qualifying broker license.

## Qualifying Broker Upgrade Package

**60 Credit Hours** \$529

LIVE CLASSROOM

HOME STUDY

Includes:

- Broker Basics (Live Classroom Only)
- Brokerage Office Administration (Live Classroom Only)
- New Mexico Real Estate Exam Prep

## Broker Basics

**30 Credit Hours** \$269

LIVE CLASSROOM\*

This comprehensive course concentrates on the skill required to successfully operate a real estate office. Course includes brokerage relationships including broker duties, scope of authority, defensive practices for listing and purchase agreements, risk reduction in property management, the Real Estate Licensing Act, and other New Mexico real estate laws.

This 30-hour course is required for anyone seeking a real estate associate broker or qualifying broker license.

## Brokerage Office Administration

**30 Credit Hours** \$269

LIVE CLASSROOM\*

This 30-hour prelicense course is required for anyone seeking to upgrade to a Qualifying Broker. The course concentrates on the areas of expertise essential to a Qualifying Broker's supervisory responsibilities of real estate related activities and awareness of other areas of accountability common to any business. Course includes: Pertinent Statutes and Regulations Overview, Starting your Brokerage, Keeping Track of Your Company, and Business and Professional Involvement.

This 30-hour course is required for anyone seeking a qualifying broker license and is also approved for 10 hours of CE credit.

\*100% attendance required

## HIGHLY RECOMMENDED! New Mexico and National Real Estate Exam Prep

**0 Credit Hours** \$229

LIVE CLASSROOM

HOME STUDY

ONDEMAND

Included in our Associate Broker Licensing Premium Packages, see page 5.

Exam prep is the most accurate predictor of whether you are ready for the actual licensing exam. This course consists of two full-length practice exams and two content review sessions. Each practice exam consists of the same two portions you will face on the actual licensing exam (a national portion and a state portion).

In this course, you will review the principles of real property law, land use controls, environmental issues, and how real property is legally described. You will also review the rights and interests you receive in real property as an owner or a tenant, how they are properly recorded, and how ownership is transferred. From the basic principles of contracts to financing, you will cover it all.

## HIGHLY RECOMMENDED! New Mexico Real Estate Exam Prep

**0 Credit Hours** \$79

LIVE CLASSROOM

HOME STUDY

Included in our Qualifying Broker Upgrade Package, see page 6.

This laser focused exam prep course reviews the New Mexico-specific exam content that you will encounter on the New Mexico licensing exam. It begins and ends with diagnostic tests that will measure your strengths and weaknesses by subject area and give you a reliable prediction of your performance on the broker's examination.

LIVE  
CLASSROOM  
SCHEDULES

on page 8–11

## QBANK PACKAGE

### Complete New Mexico Real Estate Drill and Practice QBank

**0 Credit Hours** \$99 (Add this item in the cart for only \$49)

QBANK

This custom online QBank package offers you two distinct QBanks in one convenient package. Now you can focus your preparation for the New Mexico Real Estate License Exam specifically on the national and state portions.

This package includes:

**National PSI Drill and Practice QBank:** This QBank gives you the power to simulate nearly every test environment imaginable: from licensing exams as outlined in the PSI to customizing quizzes according to topics and subtopics, you can create exactly the test you need to improve your score.

**New Mexico Real Estate Drill and Practice QBank:** This QBank allows you to test yourself with questions on the industry's most advanced interactive testing platform. You can simulate nearly every test environment to help improve your exam score. And because the QBank is online, you can access it anytime, anywhere it is convenient for you!

For course descriptions & pricing see pages 6–7.

**ASSOCIATE BROKERS PROGRAM**

Select one option below. Each course must be complete in full prior to starting the next one.

Offered in Albuquerque only. Requires 100% attendance per course.

DAYTIME				
SELECT ONE OPTION	REAL ESTATE LAW Mon–Fri   9 am–2 pm	REAL ESTATE PRACTICE Mon–Fri   9 am–2 pm	BROKER BASICS Mon–Fri   9 am–1:30 pm	EXAM PREP Thu & Fri   8 am–5 pm
Option 1	Feb 18, 20, 22, 25, 27, Mar 1	Mar 4, 6, 8, 11, 13, 15	Mar 18, 19, 20, 21, 22, 25, 26	Mar 28 & 29
Option 2	May 13, 14, 16, 17, 20, 21, 23, 24	May 28, 29, 30, 31, Jun 3, 4, 6, 7	Jun 10, 11, 12, 13, 14, 17, 18, 19	Jun 20 & 21
Option 3	Aug 12, 13, 15, 16, 19, 20, 22, 23	Aug 26, 27, 29, 30, Sep 3, 4, 5, 6	Sep 9, 10, 11, 12, 13, 16, 17, 18	Sep 19 & 20
Option 4	Nov 4, 5, 7, 8, 11, 12, 14, 15	Nov 18, 19, 21, 22, 25, 26, Dec 2, 3	Dec 4, 5, 6, 9, 10, 11, 12, 13	Dec 16 & 17
EVENING				WEEKEND
	REAL ESTATE LAW Mon–Fri   5:30 pm–10:30 pm	REAL ESTATE PRACTICE Mon–Fri   5:30 pm–10:30 pm	BROKER BASICS Mon–Fri   5:30 pm–10:00 pm	EXAM PREP Sat & Sun   8 am–5 pm
Option 5	Jan 7, 9, 11, 14, 16, 18	Jan 22, 23, 25, 28, 30, Feb 1	Feb 4, 5, 6, 8, 11, 12, 13	Feb 16 & 17
Option 6	Apr 1, 2, 4, 5, 8, 9, 11, 12	Apr 15, 16, 18, 19, 22, 23, 25, 26	Apr 29, 30, May 2, 3, 6, 7, 9, 10	May 11 & 12
Option 7	Jun 24, 25, 27, 28, Jul 1, 2, 8, 9	Jul 11, 12, 15, 16, 18, 19, 22, 23	Jul 25, 26, 29, 30, Aug 1, 2, 5, 6	Aug 10 & 11
Option 8	Sep 23, 24, 26, 27, 30, Oct 1, 3, 4	Oct 7, 8, 10, 11, 14, 15, 17, 18	Oct 21, 22, 24, 25, 28, 29, 30, Nov 1	Nov 2 & 3

**BROKER BASICS & EXAM PREP**

Select one option below after completing LIVE CLASSROOM or HOME STUDY for Real Estate Law and Real Estate Practice.

**Albuquerque**

DAYTIME					
	BROKER BASICS Mon–Fri   9 am–1:30 pm	BROKER BASICS Mon, Tue, Thu, Fri 9 am–1 pm	BROKER BASICS Mon–Thu   8 am–5 pm	EXAM PREP Mon & Tue   8 am–5 pm	EXAM PREP Thu & Fri   8 am–5 pm
Option 1	Mar 18, 19, 20, 21, 22, 25, 26				Mar 28 & 29
Option 2		Jun 10, 11, 12, 13, 14, 17, 18, 19			Jun 20 & 21
Option 3		Sep 9, 10, 11, 12, 13, 16, 17, 18			Sep 19 & 20
Option 4		Dec 4, 5, 6, 9, 10, 11, 12, 13		Dec 16 & 17	
Option 5			Dec 10, 11, 12, 13	Dec 16 & 17	
EVENING				WEEKEND	
	BROKER BASICS Mon, Tue, Wed, Fri   5:30 pm–10 pm			EXAM PREP Sat & Sun   8 am–5 pm	
Option 6	Feb 4, 5, 6, 8, 11, 12, 13			Feb 16 & 17	
Option 7	Apr 29, 30, May 2, 3, 6, 7, 9, 10			May 11 & 12	
Option 8	Jul 25, 26, 29, 30, Aug 1, 2, 5, 6			Aug 10 & 11	
Option 9	Oct 21, 22, 24, 25, 28, 29, 30, Nov 1			Nov 2 & 3	
WEEKEND				WEEKEND	
	BROKER BASICS Fri–Mon   8 am–5 pm			EXAM PREP Thu & Fri   8 am–5 pm	EXAM PREP Sat & Sun   8 am–5 pm
Option 10	Mar 22, 23, 24, 25			Mar 28 & 29	
Option 11	Jul 26, 27, 28, 29				Aug 10 & 11

**BROKER BASICS & EXAM PREP, cont.**

Select one option below after completing LIVE CLASSROOM or HOME STUDY for Real Estate Law and Real Estate Practice.

**Las Cruces**

WEEKEND		
	BROKER BASICS Fri–Mon   8 am–5 pm	EXAM PREP Sat & Sun   8 am–5 pm
Option 1	Jan 4, 5, 6, 7	Jan 12 & 13
Option 2	Mar 29, 30, 31, Apr 1	Apr 6 & 7
Option 3	Jul 12, 13, 14, 15	Jul 20 & 21
Option 4	Oct 4, 5, 6, 7	Oct 12 & 13

**Roswell**

WEEKEND			
	BROKER BASICS Fri–Mon   8 am–5 pm	EXAM PREP Fri & Sat   8 am–5 pm	EXAM PREP Sat & Sun   8 am–5 pm
Option 1	Feb 1, 2, 3, 4		Feb 9 & 10
Option 2	May 3, 4, 5, 6	May 10 & 11	
Option 3	Aug 2, 3, 4, 5		Aug 10 & 11
Option 4	Nov 1, 2, 3, 4		Nov 9 & 10

**Santa Fe**

WEEKEND		
	BROKER BASICS Fri–Mon   8 am–5 pm	EXAM PREP Sat & Sun   8 am–5 pm
Option 1	Mar 1, 2, 3, 4	Mar 9, 10
Option 2	May 31, Jun 1, 2, 3	Jun 8, 9
Option 3	Sep 6, 7, 8, 9	Sep 14, 15
Option 4	Dec 6, 7, 8, 9	Dec 14, 15

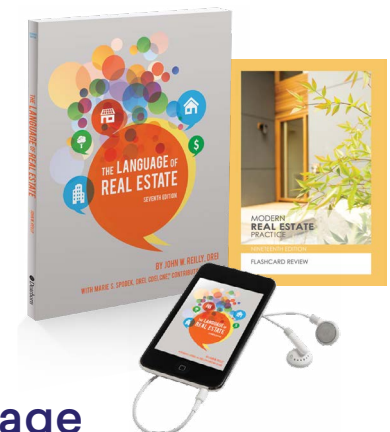
Real Estate Study Package  
**\$49**

To purchase, call 866.602.7533 or go to the Albuquerque campus.

Real Estate Study Package

Includes:

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



**DATES & TIMES**

Dates, times, and locations are subject to change. To ensure you get the **most accurate** and **up-to-date** class dates and times, check out our schedules online!

Visit [www.KapRE.com/NMLIC](http://www.KapRE.com/NMLIC) for the most recent information.

**BROKER BASICS**

Select one option below. Must be attended in full to receive credit.

**Albuquerque**

DAYTIME			
SELECT ONE OPTION	BROKER BASICS Mon–Thu   8 am–5 pm	BROKER BASICS Mon–Fri   9 am–1:30 pm	BROKER BASICS Mon–Fri   9 am–2 pm
Option 1		Mar 18, 19, 20, 21, 22, 25, 26	
Option 2			Jun 10, 11, 12, 13, 14, 17, 18, 19
Option 3			Sep 9, 10, 11, 12, 13, 16, 17, 18
Option 4			Dec 4, 5, 6, 9, 10, 11, 12, 13
Option 5	Dec 10, 11, 12, 13		

EVENING			
	BROKER BASICS Mon, Tue, Wed, Fri   5:30 pm–10 pm	BROKER BASICS Mon, Tue, Thu, Fri   6 pm–10 pm	
Option 6	Feb 4, 5, 6, 8, 11, 12, 13		
Option 7		Apr 29, 30, May 2, 3, 6, 7, 9, 10	
Option 8		Jul 25, 26, 29, 30, Aug 1, 2, 5, 6	
Option 9		Oct 21, 22, 24, 25, 28, 29, 30, Nov 1	

WEEKEND			
	BROKER BASICS Fri–Mon   8 am–5 pm		
Option 10		Mar 22, 23, 24, 25	
Option 11		Jul 26, 27, 28, 29	

**Las Cruces**

WEEKEND	
	BROKER BASICS Fri–Mon   8 am–5 pm
Option 1	Jan 4, 5, 6, 7
Option 2	Mar 29, 30, 31, Apr 1
Option 3	Jul 12, 13, 14, 15
Option 4	Oct 4, 5, 6, 7

**Santa Fe**

WEEKEND	
	BROKER BASICS Fri–Mon   8 am–5 pm
Option 1	Mar 1, 2, 3, 4
Option 2	May 31, Jun 1, 2, 3
Option 3	Sep 6, 7, 8, 9
Option 4	Dec 6, 7, 8, 9

**Roswell**

WEEKEND	
	BROKER BASICS Fri–Mon   8 am–5 pm
Option 1	Feb 1, 2, 3, 4
Option 2	May 3, 4, 5, 6
Option 3	Aug 2, 3, 4, 5
Option 4	Nov 1, 2, 3, 4

**BROKERAGE OFFICE ADMINISTRATION**

Select one option below. Must be attended in full to receive credit.

**Albuquerque**

DAYTIME			WEEKEND	
SELECT ONE OPTION	BROKERAGE OFFICE ADMINISTRATION Mon–Thu   8 am–5 pm	BROKERAGE OFFICE ADMINISTRATION Tue–Fri   8 am–5 pm	BROKERAGE OFFICE ADMINISTRATION Fri–Mon   8 am–5 pm	
Option 1	Mar 18, 19, 20, 21		Option 3	Dec 6, 7, 8, 9
Option 2		Jul 30, 31, Aug 1, 2		

**NEW MEXICO & NATIONAL REAL ESTATE EXAM PREP**

Select one option below.

**Albuquerque**

DAYTIME		
SELECT ONE OPTION	Mon & Tue 8 am–5 pm	Thu & Fri 8 am–5 pm
Option 1		Mar 28 & 29
Option 2		Jun 20 & 21
Option 3		Sep 19 & 20
Option 4	Dec 16 & 17	

WEEKEND	
	Sat & Sun 8 am–5 pm
Option 5	Feb 16 & 17
Option 6	May 11 & 12
Option 7	Aug 10 & 11
Option 8	Nov 2 & 3

**Las Cruces**

WEEKEND	
	Sat & Sun 8 am–5 pm
Option 1	Jan 12 & 13
Option 2	Apr 6 & 7
Option 3	Jul 20 & 21
Option 4	Oct 12 & 13

**Roswell**

WEEKEND		
	Fri & Sat 8 am–5 pm	Sat & Sun 8 am–5 pm
Option 1		Feb 9 & 10
Option 2	May 10 & 11	
Option 3		Aug 10 & 11
Option 4		Nov 9 & 10

**Santa Fe**

WEEKEND	
	Sat & Sun 8 am–5 pm
Option 1	Mar 9 & 10
Option 2	Jun 8 & 9
Option 3	Sep 14 & 15
Option 4	Dec 14 & 15

**NEW MEXICO REAL ESTATE EXAM PREP**

Select one option below.

**Albuquerque**

DAYTIME		
SELECT ONE OPTION	Tue 3 pm–5 pm	Fri 3 pm–5 pm
Option 1		Mar 29
Option 2		Jun 21
Option 3		Sep 20
Option 4	Dec 17	

WEEKEND	
	Sun 3 pm–5 pm
Option 5	Feb 17
Option 6	May 12
Option 7	Aug 11
Option 8	Nov 3

**Las Cruces**

WEEKEND	
	Sun 3 pm–5 pm
Option 1	Jan 13
Option 2	Feb 10
Option 3	Apr 7
Option 4	Oct 13

**Roswell**

WEEKEND		
	Sat 3 pm–5 pm	Sun 3 pm–5 pm
Option 1		Feb 10
Option 2	May 11	
Option 3		Aug 11
Option 4		Nov 10

**Santa Fe**

WEEKEND	
	Sun 3 pm–5 pm
Option 1	Mar 10
Option 2	Jun 9
Option 3	Sep 15
Option 4	Dec 15

# *Did you know*

**Kaplan offers complete  
Real Estate Appraisal licensing packages?**

Learn more at  
[www.KapRE.com/NMAPPR](http://www.KapRE.com/NMAPPR)

**ENROLL TODAY**

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[www.KapRE.com/NMLIC](http://www.KapRE.com/NMLIC)  
or call **505.821.5556** or **866.602.7533**

**KAPLAN**<sup>®</sup>  
REAL ESTATE  
EDUCATION

332 Front Street, Suite 501  
La Crosse, WI 54601