

JULY
DECEMBER
2018



Brightwood

REAL ESTATE EDUCATION

POWERED BY **KAPLAN**

TEXAS Real Estate

Offered by Brightwood College, San Antonio (Ingram)

LICENSING EDUCATION

KAPLAN[®] REAL ESTATE
EDUCATION

is **NOW**

Brightwood Real Estate Education



NEW NAME. NEW LOOK. **SAME GREAT EDUCATION.**

THE KNOWLEDGE

you need to succeed!

Our comprehensive study solutions:

- Include exam-focused materials designed to help you pass
- Provide the skills you need to help your clients and excel in your career
- Contain the most current and accurate information available

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"The hard working and caring staff and instructors make the learning experience a real treat."

-Shane L.

TREC provider license number—
Brightwood College Qualifying Education #701049

Course approval numbers are available upon request.



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 REVIEW

With a few clicks of the mouse, our innovative OnDemand virtual classroom helps you complete your required education on your terms. The chapter quizzes, additional support material, and final exams are online.

- **Anytime, Anywhere:** Convenient online learning anywhere you have access to the Internet
- **Your Own Schedule:** Start, stop, pause, and rewind each video lesson or segment as often as you like
- **Interactive Learning:** Join our real estate experts in our state-of-the-art studio from your own home
- **Help When You Need It:** Get personal attention with regular emails and one-to-one phone calls



LIVE CLASSROOM REVIEW

If you work best with set class times and enjoy lively discussions with instructors and classmates, this option is for you. Learn from state-certified instructors at one of our live classroom locations. The chapter quizzes, additional support material, and final exams are online.

Arlington

Arlington-Brightwood College
2241 S Watson Rd, #181
Arlington, TX 76010

Houston

Norris Conference Center
Houston Westchase
9990 Richmond Ave, #102
Houston, TX 77042



HOME STUDY

Our exam-focused self-study courses allow you to study when and where it's convenient for you. The chapter quizzes, additional support material, and final exams are online.

YOUR STEP-BY-STEP GUIDE

to obtaining a real estate license

STEP
1

COMPLETE YOUR 180-HOUR REQUIRED EDUCATION

Before you can qualify to take the Texas Real Estate Salesperson Exam, you must complete 180 hours of specified education. These 180 hours must include:

- 30 hours in Principles of Real Estate I (#121)
- 30 hours in Principles of Real Estate II (#122)
- 30 hours in Real Estate Law of Agency (#1151)
- 30 hours in Real Estate Law of Contracts (#1251)
- 30 hours of Promulgated Forms (#351)
- 30 hours in Real Estate Finance (#451)

We offer these courses individually or as a part of our discounted licensing packages, shown on page 5.

STEP
2

CONSIDER OBTAINING A SPONSORING BROKER

In order to practice as a real estate salesperson, you must be sponsored by a licensed Texas real estate broker. You and your sponsor will both need to complete and submit the Sponsorship Form. Once the form is accepted by TREC, your license will be issued and you may practice real estate under the sponsorship of the broker. However, you may take all of your education, apply for a license, and even receive an inactive real estate salesperson license without a sponsoring broker.

STEP
3

APPLY AND SUBMIT FORMS AND FEES TO TREC

After completing the required 180 hours of licensing education, submit to TREC all education documents and real estate school certificates.

STEP
4

SCHEDULE YOUR LICENSING EXAM AND FINGERPRINTING

After you receive your response letter from TREC approving and directing you to the Candidate Information Brochure, you can schedule your exam with Pearson VUE. You will also receive direction on how to submit your fingerprints for review. You have one year from the date your application is filed to pass the examination. The telephone number for Pearson VUE is 800.997.1248.

STEP
5

PREPARE FOR THE EXAM

Rely on us for the most current and comprehensive exam prep.

STEP
6

TAKE THE EXAM

Once you have passed the state exam and your fingerprints are on file, you will receive an Active or Inactive Salesperson License delivered via email from TREC.

COMPLETE 180-HOUR LICENSING PACKAGES

Check out our **NEW** Career Launcher Packages on page 7.

HOME STUDY \$389

Downloadable Real Estate PDF Library*

A complete selection of real estate course PDFs. (workbooks not included)

Interactive Study Group

Weekly live webinar

Online Drill and Practice QBank

Comprehensive review sessions with pre- and post-tests

ONDEMAND \$429

Instructor-Led OnDemand Video Instruction

Study anywhere, anytime!

Real Estate Textbook Library*

A complete selection of reference books

Interactive Study Group

Weekly live webinar

Online Drill and Practice QBank

Comprehensive review sessions with pre- and post-tests

LIVE CLASSROOM \$989

60 Hours of Instructor-Led Classroom Instruction

Convenient settings in select cities

Real Estate Textbook Library*

A complete selection of reference books

Real Estate Exam Prep

Two days of instructor-led live classroom review and tips

*Your Real Estate Textbook or PDF Library includes the following titles:

- Modern Real Estate Practice in Texas Textbook
- Pearson VUE National Exam Prep Workbook
- Texas Essentials of Real Estate Finance Textbook
- Texas Finance Workbook
- Texas Law of Contracts Workbook
- Texas Promulgated Forms Textbook
- Texas Promulgated Forms Workbook
- Texas Real Estate Agency Textbook
- Texas Real Estate Agency Workbook
- Texas Real Estate Exam Prep Textbook (Only included in Live and OnDemand Packages)
- Texas Law of Contracts Textbook
- Texas Promulgated Forms Supplement
- Texas Real Estate Principles I Workbook
- Texas Real Estate Principles II Workbook

Only Live and OnDemand packages include workbooks.

Interactive Study Group

(Included with OnDemand and Home Study Packages)

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

Interactive Study Groups cover national and state-specific 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.

REAL ESTATE **ACCELERATOR**

THE *FAST TRACK* TO YOUR SUCCESS

LIVE ONLINE COURSE \$499

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

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

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

DEVELOP YOUR:

- Business Plan
- Marketing Plan
- Income Plan

FREE RESOURCES:

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

ACCELERATE YOUR CAREER TODAY!

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

JUN 11-14	JUL 9-12	AUG 13-16	SEP 10-13	OCT 15-18	NOV 12-15	DEC 10-13
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COMPLETE 180-HOUR CAREER LAUNCHER PACKAGES

Get all of the support you need to successfully become a real estate agent in Texas with this all-inclusive package featuring **REAL ESTATE ACCELERATOR**.

<p>HOME STUDY \$749</p> <hr/> <p>Downloadable Real Estate PDF Library*</p> <p>A complete selection of course PDFs</p> <hr/> <p>Interactive Study Group</p> <p>Weekly live webinar</p> <hr/> <p>Online Drill and Practice QBank</p> <p>Comprehensive review sessions with pre- and post-tests</p> <hr/> <p>REAL ESTATE ACCELERATOR LIVE ONLINE</p>	<p>ONDEMAND \$829</p> <hr/> <p>Instructor-Led OnDemand Video Instruction</p> <p>Study anywhere, anytime!</p> <hr/> <p>Real Estate Textbook Library</p> <p>A complete selection of reference books</p> <hr/> <p>Interactive Study Group</p> <p>Weekly live webinar</p> <hr/> <p>Online Drill and Practice QBank</p> <p>Comprehensive review sessions with pre- and post-tests</p> <hr/> <p>REAL ESTATE ACCELERATOR LIVE ONLINE</p>	<p>LIVE CLASSROOM \$1299</p> <hr/> <p>60 Hours of Instructor-Led Classroom Instruction</p> <p>Convenient settings in select cities</p> <hr/> <p>Real Estate Textbook Library</p> <p>A complete selection of reference books</p> <hr/> <p>Real Estate Exam Prep</p> <p>Two days of instructor-led live classroom review and tips</p> <hr/> <p>REAL ESTATE ACCELERATOR LIVE ONLINE</p>
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An applicant for a salesperson license must complete 180 classroom hours of education consisting of the following courses: Principles, Agency Law, Contract Law, a promulgated contracts and forms addenda course, and a real estate finance course. The courses on pages 8 and 9 fulfill the 180-hour requirement.

Principles of Real Estate I (121)

Principles of Real Estate II (122)

MANDATORY

30 Credit Hours each

ONDEMAND \$124 each

LIVE CLASSROOM \$174 each

HOME STUDY \$105 each

Understanding the underlying principles of the real estate industry is paramount to your longterm career success. These courses are designed to provide you with in-depth exposure to the issues in real estate laws that are specific to the Texas real estate practitioner. You'll explore constitutional and statutory provisions that are accompanied with explanations that make the law understandable to you.

Real Estate Law of Agency (1151)

MANDATORY

30 Credit Hours

ONDEMAND \$124

LIVE CLASSROOM \$174

HOME STUDY \$105

Mastery of the sometimes perplexing concepts of agency law is crucial to the practice of real estate. This exam-focused course has successfully educated thousands of students on the concepts of agency law, and it can do the same for you.

In this course, you will learn the relationship between a principal and an agent, an agent's authority, and an agent's duties, including fiduciary duties and the disclosure of agency. You will also learn about the termination of an agent's authority, employment law, deceptive trade practices, and listing or buying representation procedures. We know your time is valuable, so don't waste it on unproven courses. Enroll today!

Real Estate Finance (451)

MANDATORY

30 Credit Hours

ONDEMAND \$124

LIVE CLASSROOM \$174

HOME STUDY \$105

A solid understanding of finance is important to the real estate licensee. This exam-focused course has successfully educated thousands of students on the laws related to finance, and it can do the same for you.

In this course, you will learn about monetary systems, primary and secondary money markets, and sources of mortgage loans. You will also learn about federal government programs, loan applications, processes and procedures, closing costs, alternative financial instruments, equal credit opportunity acts, community reinvestment act, and the state housing agency.

Real Estate Law of Contracts

(1251) MANDATORY

30 Credit Hours

ONDEMAND \$124

LIVE CLASSROOM \$174

HOME STUDY \$105

Understanding contract law is vital to the practice of real estate. This course combines solid concepts of contract law with the most up-to-date, state-specific information you need to pass the contract questions on the Texas licensing exam. Based on Texas Law of Contracts, you will find this contracts course not only prepares you for success on the contract questions of your licensing exam, but will also build a solid foundation for your career in real estate.

Promulgated Contract Forms (351)

MANDATORY

30 Credit Hours

ONDEMAND \$124

LIVE CLASSROOM \$174

HOME STUDY \$105

Understanding how to use contract forms properly and the rules related to the use of contract forms is essential to the practice of real estate. This course combines solid concepts of contract law with the most up-to-date, state-specific information you need to answer the questions related to promulgated forms on the Texas licensing exam. Based on Texas Promulgated Contract Forms, this contracts course prepares you for success on your licensing exam, in addition to building a solid foundation for your real estate career.

In this course, you will learn about the unauthorized practice of law, the Broker-Lawyer Committee, and current promulgated forms. You will also learn about commission rules governing the use of forms, as well as case studies involving the use of forms.

Texas Real Estate Exam Prep With Complete Online Drill & Practice QBank

HIGHLY RECOMMENDED EXAM PREP WITH UPDATED CONTENT!

0 Credit Hours

ONDEMAND OR LIVE CLASSROOM \$169 *(Tuition includes all books)*

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).

Additionally, you will receive online access to the National Pearson VUE Drill and Practice QBank and the Texas Real Estate Drill and Practice QBank. You'll be as prepared as possible when you test yourself with hundreds of questions. 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!

Real Estate Math

0 Credit Hours

ONDEMAND \$29

Does real estate math make you anxious and uneasy? Then this refresher course is just what you need to prepare for your licensing exam. You will review the calculations to determine a commission under different circumstances. Additionally, you will understand how to determine the seller's net from sale and price based on a specified seller's net. You'll review the calculations necessary to establish the amount a property has appreciated or depreciated. Building on this calculation, you will then review how to ascertain the rate of return on a property and verify formulas necessary for property managers.

Loan calculations will be reviewed, and you'll develop greater understanding of loan-to-value ratio and equity, discount points and origination fees, amortization and qualifying a buyer, area calculations, legal descriptions, and much more. Enroll today!

Save \$\$ with our complete licensing packages!

See pages 5 and 7.

Broker Upgrade Requirements: You must have four years of active experience as a real estate salesperson or broker during the 60-month period immediately preceding your application to become a Texas Real Estate Broker. Additionally, you must meet the additional education requirements as outlined by the Texas Real Estate Commission:

<https://www.trec.texas.gov/become-licensed/individual-real-estate-broker>

Real Estate Finance (451)
30 Credit Hours

ONDEMAND \$124
LIVE CLASSROOM \$174
HOME STUDY \$105

You will learn about monetary systems, primary and secondary money markets, and sources of mortgage loans. You will also learn about federal government programs, loan applications, processes and procedures, closing costs, alternative financial instruments, equal credit opportunity acts, community reinvestment act, and the state housing agency.

Texas Essentials of Real Estate Investment (911)

30 Credit Hours
ONLINE \$159
HOME STUDY \$105

The desire to accumulate a measurably valuable estate and to generate a revenue stream is no doubt one major reason for the tremendous interest in the ownership of real property in this country. It appears that almost everyone gives high priority to the ownership of real estate, from the smallest condominium to the largest shopping center. This course examines the current real estate market and describes the various opportunities for real estate investors.

Course hours and prices are subject to change. Please check KapRE.com for the most updated information.

Property Management (851)
30 Credit Hours

ONLINE \$159
HOME STUDY \$105

Property managers must be mindful of strategies for risk reduction, environmental issues and safety, and understanding the needs of tenants and owners, all while maintaining and managing properties. This course explores daily issues facing practitioners, such as maintenance, accounting, administrative, and legal activities. The course has up-to-date content on federal regulations, such as civil rights, fair housing, ADA issues, and environmental concerns.

Sales and Marketing 101 for Real Estate Professionals (551)

30 Credit Hours
ONLINE \$159
HOME STUDY \$105

Discover how accurate market research and understanding client motivations can help you segment your marketplace for the most effective target marketing possible. Also answered is the age-old question of the difference between price and value, and how it is employed to support your fees.

Real Estate Study Package \$49

To purchase, call **800.638.9529** or go to the Arlington campus.

Includes:

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

ARLINGTON | WEEKDAY CLASSES | 8:30 am–5:00 pm

PRINCIPLES OF REAL ESTATE I & II* Monday–Thursday	LAW OF AGENCY Monday	REAL ESTATE FINANCE Tuesday	LAW OF CONTRACTS Wednesday	PROMULGATED FORMS Thursday
Aug 6, 7, 8, 9	Aug 13	Aug 14	Aug 15	Aug 16
Oct 8, 9, 10, 11	Oct 15	Oct 16	Oct 17	Oct 18
Nov 26, 27, 28, 29	Dec 3	Dec 4	Dec 5	Dec 6

* Principles of Real Estate I, 1.5 days, broken out as follows: Day 1: 8:30 am–5:00 pm, Day 2: 8:30 am–12:30 pm
Principles of Real Estate II, 2.5 days, broken out as follows: Day 2: 1:30–5:00 pm, Day 3: 8:30 am–5:00 pm, Day 4: 8:30 am–5:00 pm

ARLINGTON | WEEKEND CLASSES | 8:30 am–5:00 pm

PRINCIPLES OF REAL ESTATE I & II* Saturday & Sunday	LAW OF AGENCY Saturday	REAL ESTATE FINANCE Sunday	LAW OF CONTRACTS Saturday	PROMULGATED FORMS Sunday
Jul 14, 15, 21, 22	Jul 28	Jul 29	Aug 4	Aug 5
Sep 8, 9, 15, 16	Sep 22	Sep 23	Sep 29	Sep 30
Oct 27, 28, Nov 3, 4	Nov 10	Nov 11	Nov 17	Nov 18

* Principles of Real Estate I, 1.5 days, broken out as follows: Day 1: 8:30 am–5:00 pm, Day 2: 8:30 am–12:30 pm
Principles of Real Estate II, 2.5 days, broken out as follows: Day 2: 1:30–5:00 pm, Day 3: 8:30 am–5:00 pm, Day 4: 8:30 am–5:00 pm

HOUSTON | WEEKDAY CLASSES | 8:30 am–5:00 pm

PRINCIPLES OF REAL ESTATE I & II* Monday–Thursday	LAW OF AGENCY Monday	REAL ESTATE FINANCE Tuesday	LAW OF CONTRACTS Wednesday	PROMULGATED FORMS Thursday
Aug 6, 7, 8, 9	Aug 13	Aug 14	Aug 15	Aug 16
Nov 5, 6, 7, 8	Nov 12	Nov 13	Nov 14	Nov 15

* Principles of Real Estate I, 1.5 days, broken out as follows: Day 1: 8:30 am–5:00 pm, Day 2: 8:30 am–12:30 pm
Principles of Real Estate II, 2.5 days, broken out as follows: Day 2: 1:30–5:00 pm, Day 3: 8:30 am–5:00 pm, Day 4: 8:30 am–5:00 pm

WEEKDAY EXAM PREP | Thursdays & Fridays | 8:30 am–6:00 pm

Arlington

JUL	SEP	NOV	JAN
19–20	6–7	8–9	3–4

Houston

SEP	DEC
6–7	6–7

WEEKEND EXAM PREP | Saturdays & Sundays | 8:30 am–6:00 pm

Arlington

AUG	OCT	DEC
25–26	20–21	8–9

Live online courses coming soon!
Visit www.KapRE.com/TXLIC for updates.



is **NOW**

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NEW NAME. NEW LOOK. **SAME GREAT EDUCATION.**

ENROLL TODAY

www.KapRE.com/TXLIC

or call **800.638.9529**



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Arlington, TX 76010