

Department of Business and Industry  
 Real Estate Division - Education Section  
 (702) 486-0951 | realest@red.nv.gov

## SOUTHERN NEVADA - GENERAL

1. The courses in this calendar have been approved by the Real Estate Division on behalf of the Commission.
2. The calendar has been compiled with information obtained from the listed sponsors.
3. Scroll down for the complete calendar.
4. The Division does not endorse any one sponsor nor does it guarantee the accuracy of the information provided.

**Contact the sponsor directly for more information, to confirm class dates and times, and to register.**

Class Date	Course Title	Hours	CE Number	Class Location	Sponsor Name and Contact Information
4/9/2020	Mortgage Finance in a New Age	3	CE.5179000-RE	Henderson	NVRE Academy 702-796-7777 www.NVREAcademy.com
4/13/2020	Where to Get Business Today	3	CE.6340000-RE	Henderson	NVRE Academy 702-796-7777 www.NVREAcademy.com
4/14/2020	Lead Generation/Follow Up & Sales Skills for Today's RE Agent	3	CE.6337000-RE	Henderson	NVRE Academy 702-796-7777 www.NVREAcademy.com
4/15/2020	Target Marketing & Conducting an Effective Open House	3	CE.6338000-RE	Henderson	NVRE Academy 702-796-7777 www.NVREAcademy.com
4/16/2020	Dirty Secrets of the Mortgage Industry	3	CE.6477000-RE	Las Vegas	Kari Phillips 702-375-3401
4/16/2020	Demystifying Probate, Estate Planning & Asset Protection-What every Real Estate Professional Needs to Know	3	CE.4217000-RE	Las Vegas	Jeffrey Burr, LTD. - Sandy Simpson 702-433-4455 <a href="http://www.jeffreyburr.com/">http://www.jeffreyburr.com/</a>
4/17/2020	Negotiation Tech & Buss Strategies for Today's Agent	3	CE.6339000-RE	Henderson	NVRE Academy 702-796-7777 www.NVREAcademy.com

4/21/2020	Escrow and the Real Estate Agent	3	CE.3682001-RE	Las Vegas	Greater Las Vegas Association of REALTORS® www.lasvegasrealtor.com (702) 784-5000
4/22/2020	The Mortgage Process	3	CE.5747000-RE	Las Vegas	NOVA® Home Loans education@novahomeloans.com 520-202-4851
4/23/2020	Senior Real Estate Specialist	12	CE.5371001- RE	Las Vegas	Greater Las Vegas Association of REALTORS® www.lasvegasrealtor.com (702) 784-5000
4/24/2020	Senior Real Estate Specialist	12	CE.5371001- RE	Las Vegas	Greater Las Vegas Association of REALTORS® www.lasvegasrealtor.com (702) 784-5000
4/29/2020	Listing Agent Mindset	3	CE.6512000-RE	Henderson	Windermere Prestige Properties 702-432-4600
5/4/2020	A Realistic Look at Home Inspection	3	CE.5309000-RE	Las Vegas	NVRE Academy 702-796-7777 www.NVREAcademy.com
5/7/2020	Contracts and Mortgage Milestones	3	CE.5991000-RE	Las Vegas	Kari Phillips 702-375-3401
5/14/2020	How To Market Luxury Listings	3	CE.6529000-RE	Henderson	Windermere Prestige Properties 702-432-4600
5/14/2020	Home Inspection - Why are they Important?	3	CE.4068000-RE	Las Vegas	NVRE Academy 702-796-7777 www.NVREAcademy.com
5/14/2020	Demystifying Probate, Estate Planning & Asset Protection - What every Real Estate Professional Needs to Know	3	CE.4217000-RE	Las Vegas	Jeffrey Burr, LTD. - Sandy Simpson 702-433-4455 <a href="http://www.jeffreyburr.com/">http://www.jeffreyburr.com/</a>

5/18/2020	Negotiation Win/Lose Win/Win for the Client/Customer	3	CE.5325000-RE	Las Vegas	Greater Las Vegas Association of REALTORS® www.lasvegasrealtor.com (702) 784-5000
5/19/2020	Real Estate Safety Matters: Safe Business = Smart Business	3	CE.4235000-RE	Las Vegas	Greater Las Vegas Association of REALTORS® www.lasvegasrealtor.com (702) 784-5000
5/21/2020	The Generation SRS Module 1	3	CE.3547002-RE	Las Vegas	Greater Las Vegas Association of REALTORS® www.lasvegasrealtor.com (702) 784-5000
5/21/2020	The Listing Process SRS Module 2	3	CE.3548002-RE	Las Vegas	Greater Las Vegas Association of REALTORS® www.lasvegasrealtor.com (702) 784-5000
5/21/2020	The Needs of Today's Luxury Consumer	3	CE.6527000-RE	Henderson	Windermere Prestige Properties 702-432-4600
5/22/2020	Marketing the Listing SRS Module 3	3	CE.3570002-RE	Las Vegas	Greater Las Vegas Association of REALTORS® www.lasvegasrealtor.com (702) 784-5000
5/22/2020	Bringing it All Together SRS Module 4	3	CE.3549002-RE	Las Vegas	Greater Las Vegas Association of REALTORS® www.lasvegasrealtor.com (702) 784-5000
5/28/2020	Conventional Financing	3	CE.5278000-RE	Las Vegas	NOVA® Home Loans education@novahomeloans.com 520-202-4851
5/28/2020	The Custom Home Building Process & High End Locations	3	CE.6528000-RE	Henderson	Windermere Prestige Properties 702-432-4600
6/4/2020	A Realistic Look at Home Inspection	3	CE.5309000-RE	Henderson	NVRE Academy 702-796-7777 www.NVREAcademy.com

6/8/2020	Home Inspection-Why are they Important?	3	CE.4068000-RE	Henderson	NVRE Academy 702-796-7777 www.NVREAcademy.com
6/11/2020	Demystifying Probate, Estate Planning & Asset Protection - What every Real Estate Professional Needs to Know	3	CE.4217000-RE	Las Vegas	Jeffrey Burr, LTD. - Sandy Simpson 702-433-4455 <a href="http://www.jeffreyburr.com/">http://www.jeffreyburr.com/</a>
6/11/2020	Mortgage Finance in a New Age	3	CE.5179000-RE	Henderson	NVRE Academy 702-796-7777 www.NVREAcademy.com
6/11/2020	Who Is The CEO of Your Company?	3	CE.6439000-RE	Henderson	Windermere Prestige Properties 702-432-4600
6/15/2020	Where to Get Business Today	3	CE.6340000-RE	Henderson	NVRE Academy 702-796-7777 www.NVREAcademy.com
6/16/2020	Lead Genetation/Follow Up & Sales Skills for Todays RE Agent	3	CE.6337000-RE	Henderson	NVRE Academy 702-796-7777 www.NVREAcademy.com
6/16/2020	FHA and VA - Government Lending Overview	3	CE.5748000-RE	Henderson	NOVA® Home Loans education@novahomeloans.com 520-202-4851
6/17/2020	Target Marketing & Conducting an Effective Open House	3	CE.6338000-RE	Henderson	NVRE Academy 702-796-7777 www.NVREAcademy.com
6/17/2020	Listing Agent Mindset	3	CE.6512000-RE	Henderson	Windermere Prestige Properties 702-432-4600
6/19/2020	Negotiation Tech & Buss Strategies for Today's Agent	3	CE.6339000-RE	Henderson	NVRE Academy 702-796-7777 www.NVREAcademy.com
6/24/2020	Impact of Credit on a Real Estate Transaction	3	CE.5282000-RE	Las Vegas	NOVA® Home Loans education@novahomeloans.com 520-202-4851

6/24/2020	Next Level Listing Agent	3	CE.6513000-RE	Henderson	Windermere Prestige Properties 702-432-4600
6/25/2020	The Mortgage Process	3	CE.5747000-RE	Las Vegas	NOVA® Home Loans education@novahomeloans.com 520-202-4851
7/6/2020	A Realistic Look at Home Inspection	3	CE.5309000-RE	Las Vegas	NVRE Academy 702-796-7777 www.NVREAcademy.com
7/13/2020	Real Estate Negotiations Expert	14	CE.4486000-RE	Las Vegas	Greater Las Vegas Association of REALTORS® www.lasvegasrealtor.com (702) 784-5000
7/13/2020	Where to Get Business Today	3	CE.6340000-RE	Las Vegas	NVRE Academy 702-796-7777 www.NVREAcademy.com
7/14/2020	Lead Genetation/Follow Up & Sales Skills for Todays RE Agent	3	CE.6337000-RE	Las Vegas	NVRE Academy 702-796-7777 www.NVREAcademy.com
7/14/2020	Real Estate Negotiations Expert	14	CE.4486000-RE	Las Vegas	Greater Las Vegas Association of REALTORS® www.lasvegasrealtor.com (702) 784-5000
7/15/2020	Target Marketing & Conducting an Effective Open House	3	CE.6338000-RE	Las Vegas	NVRE Academy 702-796-7777 www.NVREAcademy.com
7/17/2020	Negotiation Tech & Buss Strategies for Today's Agent	3	CE.6339000-RE	Las Vegas	NVRE Academy 702-796-7777 www.NVREAcademy.com
7/23/2020	Conventional Financing	3	CE.5278000-RE	Las Vegas	NOVA® Home Loans education@novahomeloans.com 520-202-4851
7/23/2020	Home Inspection - Why are they Important?	3	CE.4068000-RE	Las Vegas	NVRE Academy 702-796-7777 www.NVREAcademy.com

7/30/2020	Military Relocation Professional MRP	7	CE.5691000-RE	Las Vegas	Greater Las Vegas Association of REALTORS® www.lasvegasrealtor.com (702) 784-5000
8/3/2020	A Realistic Look at Home Inspection	3	CE.5309000-RE	Henderson	NVRE Academy 702-796-7777 www.NVREAcademy.com
8/6/2020	Mortgage Finance in a New Age	3	CE.5179000-RE	Henderson	NVRE Academy 702-796-7777 www.NVREAcademy.com
8/13/2020	Home Inspection-Why are they Important?	3	CE.4068000-RE	Henderson	NVRE Academy 702-796-7777 www.NVREAcademy.com
8/17/2020	Where to Get Business Today	3	CE.6340000-RE	Henderson	NVRE Academy 702-796-7777 www.NVREAcademy.com
8/17/2020	Global Real Estate: Local Markets	6	CE.5145001-RE	Las Vegas	Greater Las Vegas Association of REALTORS® www.lasvegasrealtor.com (702) 784-5000
8/18/2020	Global Real Estate: Transaction Tools	6	CE.5543000-RE	Las Vegas	Greater Las Vegas Association of REALTORS® www.lasvegasrealtor.com (702) 784-5000
8/18/2020	Lead Genetation/Follow Up & Sales Skills for Todays RE Agent	3	CE.6337000-RE	Henderson	NVRE Academy 702-796-7777 www.NVREAcademy.com
8/19/2020	Target Marketing & Conducting an Effective Open House	3	CE.6338000-RE	Henderson	NVRE Academy 702-796-7777 www.NVREAcademy.com
8/19/2020	The Americas & International Real Estate	6	CE.5541000-RE	Las Vegas	Greater Las Vegas Association of REALTORS® www.lasvegasrealtor.com (702) 784-5000

8/20/2020	Europe & International Real Estate	6	CE.5542000-RE	Las Vegas	Greater Las Vegas Association of REALTORS® www.lasvegasrealtor.com (702) 784-5000
8/21/2020	Asia/Pacific & International Real Estate	6	CE.5539000-RE	Las Vegas	Greater Las Vegas Association of REALTORS® www.lasvegasrealtor.com (702) 784-5000
8/21/2020	Negotiation Tech & Buss Strategies for Today's Agent	3	CE.6339000-RE	Henderson	NVRE Academy 702-796-7777 www.NVREAcademy.com
8/27/2020	FHA and VA - Government Lending Overview	3	CE.5748000-RE	Las Vegas	NOVA® Home Loans education@novahomeloans.com 520-202-4851
9/3/2020	A Realistic Look at Home Inspection	3	CE.5309000-RE	Las Vegas	NVRE Academy 702-796-7777 www.NVREAcademy.com
9/24/2020	Home Inspection - Why are they Important?	3	CE.4068000-RE	Las Vegas	NVRE Academy 702-796-7777 www.NVREAcademy.com
9/24/2020	Conventional Financing	3	CE.5278000-RE	Las Vegas	NOVA® Home Loans education@novahomeloans.com 520-202-4851
10/5/2020	A Realistic Look at Home Inspection	3	CE.5309000-RE	Henderson	NVRE Academy 702-796-7777 www.NVREAcademy.com
10/8/2020	Mortgage Finance in a New Age	3	CE.5179000-RE	Henderson	NVRE Academy 702-796-7777 www.NVREAcademy.com
10/12/2020	The Mortgage Process	3	CE.5747000-RE	Las Vegas	NOVA® Home Loans education@novahomeloans.com 520-202-4851
10/15/2020	Home Inspection - Why are they Important?	3	CE.4068000-RE	Henderson	NVRE Academy 702-796-7777 www.NVREAcademy.com

10/19/2020	Where to Get Business Today	3	CE.6340000-RE	Henderson	NVRE Academy 702-796-7777 www.NVREAcademy.com
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