

<p>3. EA part2</p> <ul style="list-style-type: none"> • Detail of EA • End date mandatory • No automatic extension • Compensation is strictly negotiated between seller and broker • There may be cooperative commission • Seller must acknowledge and agree • Broker protection • Disclosures needed 	<p>20 min</p>
<p>4. Introduction to ER Listing</p> <ul style="list-style-type: none"> • Overview • Similarities to EA • Sellers Rights • Licensee Rights • Responsibilities • Highlight of Critical elements • End Date • Implication of Multiple offer disclosure clause • Real property VS. Personal (what to include) • Encumbrances? Solar panels ect. Lease or owned • Compensation • Seller Buyer relationship • Who gets paid? • Who may represent the Broker • Residential Disclosure Guide • Fair Housing • Miscellaneous permissions • Foreign Investor in Real Property Tax Act (FIRPTA) • Opt outs • Time is of the essence 	<p>30 min</p>
<p>BREAK</p>	<p>10Min 35Min</p>
<p>5. Residential Purchase Agreement</p> <ul style="list-style-type: none"> • When to use • EMD Know the options • Balancing the first page of the offer • 100% VA loans • Total purchase price (what's included?) • Loan and Appraisal terms and contingencies • Contingent upon sale • Personal Property? • Escrow (who, what, why, when) • Due diligence • Inspections • Responsibilities • Time • Implication • Repair request • Closing fees (including or excluding?) • Home Warranty • CIC provisions • Disclosures • Miscellaneous 	<p>10Min 35Min</p>
<p>FIRPTA</p>	
<p>6. Buyer Broker Agreement</p> <ul style="list-style-type: none"> • Purpose • General Rules • Responsibilities • Limitations • Obligations 	<p>20 Min</p>
<p>7. Q/A</p>	<p>5 Min</p>

TOTAL: 180 Mins ÷ 50 class hr = 3 Hours

APPROVALS

2. **KATHRYN BOVARD**
 Mediation 101
Request: 3 Hours GENERAL Classroom

Determination: APPROVED CE.6532000-RE

Instructors: KATHRYN C BOVARD

Objective: Understand basic conflict resolution skillsets

Standards: 2(q) Personal development courses..

<u>SUBJECT/TOPICS</u>	<u>COURSE TIMED INCREMENTS</u>
Introductions/Classroom Procedures/Housekeeping	10 min
1. Conflict resolution in the real Estate World	20 min
<ul style="list-style-type: none"> ▪ Broker / Agent ▪ Agent / Client ▪ Buyer / Seller ▪ Agent / agent 	
2. Skill sets necessary for successful resolution	20 min
<ul style="list-style-type: none"> ▪ Empathy ▪ Respect ▪ Critical Thinking ▪ Collaboration and Compromise Mindset 	
BREAK (not included in 1-hour class)	
3. Steps to Finding Resolution	20 min
<ul style="list-style-type: none"> ▪ Introduction ▪ Tell "Story" ▪ Information Exchange 	
4. Art of Mediation	20 min
<ul style="list-style-type: none"> ▪ Identification of the Issue ▪ Bargaining and Compromise ▪ Reaching Agreement 	
5. NAR Video on Mediation.	10 min
BREAK	
6. Case study	
<ul style="list-style-type: none"> * Groups of 5, Volunteer "Broker" appoints Buyers agent, Sellers Agent, Buyer and Seller, * Broker acts Mediator and both agents are in the same office. Read case study 	10 min
7. Mediator role play with group utilizing the 6 steps of conflict resolution	
Write down resolution achieved	30 min
8. Review resolutions, roadblocks, and effective solutions from each group.	20min

Questions/Conclusions

TOTAL: 00 Mins ÷ 50 class hr = 0 Hours

APPROVALS

KAPLAN REAL ESTATE EDUCATION

3. Protecting elders from Real Estate Scams

Request: 3 Hours GENERAL

Correspondence

Determination: **APPROVED CE.6533000-RE**

Instructors: JOHN MATHIS

Objective: 1. Describe how real estate licensees can protect older adults from being deprived of their resources through fraud or undue influence. 2. Explain how to report financial abuse and suspected financial abuse. 3. Describe the 13 most common types of elder scams and how elders can take steps to prevent them.

Standards: 1(a) Current information on real estate which will improve the professional knowledge of the licensee and enable him to give better service to the public.

1(b) Information that relates to pertinent Nevada laws and regulations.

2(q) Personal development courses.

SUBJECT/TOPICS

COURSE TIMED INCREMENTS

SUBJECT/TOPICS	COURSE TIMED INCREMENTS
Course Orientation	
Unit 1: Elder Abuse and the Law	23 Mins
a. Elder Abuse and Fraud under the Law	13 Mins
b. Defining Financial Abuse	10 Mins
Unit 2: Reporting Financial Abuse	48 Mins
a. Real Estate Financial Abuse Indicators	19 Mins
b. Changes in Lifestyle Financial Abuse Indicators	13 Mins
c. How to Report Elder Abuse	16 Mins
Unit 3: Common Types of Elder Scams	201 Mins
Introduction	8 Mins
IRS Impersonation Scam, Part 1	16 Mins
IRS Impersonation Scam, Part 2	14 Mins
IRS Impersonation Scam, Part 3	10 Mins
Robocalls, Part 1	14 Mins
Robocalls, Part 2	16 Mins
Sweepstakes Scams, Part 1	18 Mins

Sweepstakes Scams, Part 2	11 Mins
“Can You Hear me?” Scams	7 Mins
The Grandparent Scam	7 Mins
Computer Tech Support Scams	15 Mins
Romance and Confidence Scams, Part 1	15 Mins
Romance and Confidence Scams, Part 2	10 Mins
Financial Exploitation of Elders Scams	11 Mins
Senior Identity Theft	19 Mins
Government Grant Scams	8 Mins
Missing Mail Scams	8 Mins
Telemarketing Scams	6 Mins
Funeral Fraud	10 Mins

APPROVALS

MORRIS LAW CENTER

4. COMMERCIAL REAL ESTATE TRANSATIONS AND LITIGATION

Request: 3 Hours GENERAL Classroom

Determination: APPROVED CE.6534000-RE

Instructors: SARAH A MORRIS, BRIAN J MORRIS

Objective: Understand the entity options for real estate licensees; understand the reasons investors use LLCs; understand the purpose and uses of irrevocable and revocable trusts and understand the probate process.

Standards: 2(c) The administration of real estate law and regulations, including licensing and enforcement

COURSE TIMED

SUBJECT/TOPICS **INCREMENTS**

Introductions/Objectives **10 min**

1. **Business Entities** **40 min**

- Creatures of Statute – Corporations, LLCs, Operating Agreements and Veil Piercing
- Business Entities for Realtors – LLCs v. PCs, Fees, Personal Liability and Independent Contractor v. Employee
- Business Entities for Investors – Title Holding Methods, Property in LLCs and Series LLCs

BREAK **10 min**

2. **Estate Planning 50 min**

- Wills – Pros, cons and POA Needs
- Probate – Interstate Succession, Small Estates and Tools to Avoid Probate
- Trusts – Revocable, Irrevocable, parties to Trusts and Types of Trusts

BREAK **10 min**

3. **Litigation** **50 min**

- How to Prepare for and Avoid Litigation – Jurisdictional limits, Best Practices and Electronic Signatures
- Homestead – Preventing Forced Sales and Recorded Judgements
- Procuring Cause – Examples, Entitlement to Commission and Employment Contacts

4. **Questions/Answers/Evaluations/Sign-Outs** **10 min**

TOTAL: 180Mins ÷ 60 minclass hr = 3 Hours

APPROVALS

ERA Brokers Consolidated				
5.	Introduction to Short Sales			
	Request:	1 Hours	GENERAL	Classroom

Determination: APPROVED CE.6535000-RE

Instructors: DAVID M GRANT

Objective: Understand the procedures behind a short sale transaction

Standards: 2(q) Personal development courses.

SUBJECT/TOPICS	COURSE TIMED INCREMENTS
Introduction to a short sale	10 min
5. What is a short sale	20 min
▪ Why do short sales come up	
▪ Clients in ability to pay the mortgage	
▪ How will the short sale affect credit reports	
6. Short Sale Disclosure	20 min
▪ Third party approval	
▪ Third party rejection or changes to the short sale	
▪ What are additional offers	
BREAK (10 Mins)	
7. Short sales continuation	25 min
▪ Tax and legal counsel	
▪ Deficiency claim	
▪ Sellers acknowledgment	
8. Approval by the buyer	25 min
▪ Re-review the short sale procedures	
▪ Approval by the seller	
▪ Third party considerations	
Questions/Conclusions	

TOTAL: 100 Mins ÷ 50 class hr = 2 Hours

APPROVALS

ERA Brokers Consolidated

6. ONE MORE DEAL: SKILLS FOR REAL ESTATE PROFESSIONALS
“COMMERCIAL LEASING”

Request: 2 Hours GENERAL Classroom

Determination: **APPROVED CE.6536000-RE**

Instructors: PATRICK W DURKIN, BRAM CALL

Course Objective(s): Building a new set of skill for real estate professionals

Standards: 2(q) Personal development courses.

SUBJECT/TOPICS	COURSE TIMED INCREMENTS
Introduction, welcome to one more deal	10 min
9. Skills for real estate professional	20 min
▪ Negotiation: what is it?	
▪ Review definitions	
▪ Trends for 2020 negotiation	
10. Difference between an objection and a condition	20 min
▪ Objection: question or concern	
▪ Condition, define and review	
▪ Potential objections and conditions	
BREAK (10 Mins)	
11. Most common objections and possible solutions	25 min
▪ Potential objections and solutions	
▪ Demonstrate value	
▪ Rentals: common objection	
12. Negotiating with the co-operating agent	25 min
▪ Repairs	
▪ Professional conduct	
▪ Less experience	

Questions/Conclusions

TOTAL: 100 Mins ÷ 50 class hr = 2 Hours

APPROVALS

JUSTIN PIERCE

7. COMMUNICATION - INSPIRE, EMPOWER & INFLUENCE IN A MODERN WORLD & NEW GENERATION

Request: 3 Hours GENERAL Classroom

Determination: **APPROVED CE.6537000-RE**

Instructors: JUSTIN PIERCE

Objective: To learn advanced communication skills and techniques

Standards: 2(q) Personal development courses.

SUBJECT/TOPICS	COURSE TIMED INCREMENTS
Introduction / What is NLP	5 min
13. Empowerment	20 min
<ul style="list-style-type: none">▪ Cause and Effect – How the universal rule of cause and effect can be translated into results versus reasons.▪ Communication – Taking control 100% of the responsibility in communicating with someone.▪ Perception is Projection – Our model of communication is based on our own internal representations and the way we perceive them.▪ Our Internal Representations – What are internal representations and how they affect our communication with others.▪ Neuro Transmitter bathes every cell of the body – proof of the mind body connection and how this affects the results we get.	
14. Responsibility for Value	20 min
<ul style="list-style-type: none">▪ Responsibility – How it's the clients responsibility to get value out of a service and how to communicate it to them.▪ Principals for Success – 5 principals we can use to gain the results we want.▪ Goals Exercise – The student will think about and write down what they want to achieve from taking this C.E. class.▪ Conscious, unconscious integration – All learning, behavior, and change is done unconsciously	
BREAK – 10 MINUTES	
15. Sensory Acuity	25 min
<ul style="list-style-type: none">▪ What is sensory acuity and how it applies in our communication.▪ Calibration – what is calibration and what to look for when calibrating▪ Sensory acuity demonstration▪ EXERCISE:	
16. Rapport	25 min
<ul style="list-style-type: none">▪ Theory – Discuss the theory behind rapport▪ What matching and mirroring is and what to adopt.▪ Indicators of rapport – What you will notice and feel when you are in rapport with someone.	

- Where do you start when getting into rapport with someone and what pacing is
- EXERCISE:

17. Predicates 20 min

- Representational systems intro test – A personal evaluation test on what representational system the student prefers. Non graded
- What are predicates how we use them to effectively build rapport while communicating.
- Speech patterns – What type of speech patterns certain representational systems use and how to notice them.
- Predicates and predicate phrases – a list of predicates and predicate phrases we can use to speak in the same representational patterns while communicating.
- Intonation patterns – Using the tone of our voice to effectively communicate in different situations.

BREAK – 10 MINUTES

18. Eye Patterns 20 min

- Eliciting eye patterns and what they mean for language.
- Synesthesia’s – What are synesthesia’s and how to spot them.
- Exceptions – What type of exceptions there are to eye patterns what to be mindful of.
- Eye Patterns Demonstration
- EXERCISE:

19. Strategies 30 min

- Introduction to strategies and eliciting strategies.
- Components – What components are in a strategy and what to pay attention to.
- Theory – Where strategies were derived from and what the T.O.T.E model is.
- Utilization – How a strategy is utilized once a strategy is elicited.
- Strategies Demonstration
- EXERCISE:

20. Closing 10 min

- What to do now with the new skills you’ve learned.

TOTAL: 195 Mins ÷ 50 class hr = 3.9 Hours

APPROVALS

QUANTIFIED INVESTMENT GROUP

8. CODE OF ETHICS- HOW TO STAY COMPLIANT

Request: 3 Hours ETHICS Classroom

Determination: APPROVED CE.6538000-RE

Instructors: LOIS F HARPER

Course Objective(s): Review the importance of Ethics in the Real Estate Industry-Holding ourselves to a higher standard. Reviewing all 17 articles and how they relate to our duties to the client/customer, public and other Realtors. Discuss how to stay compliant and who is responsible for complaints and the process. Review several violations of Ethics.

Standards: 1(a) Current information on real estate which will improve the professional knowledge of the licensee and enable him to give better service to the public.

1(b) Information that relates to pertinent Nevada laws and regulations.

2(a) Ethics of selling real estate.

SUBJECT/TOPICS	COURSE TIMED INCREMENTS
Introductions/Classroom Procedures/Housekeeping	5 min
21. Objectives of class: Intro to the Importance of Ethics	5 min
• Definition of Ethics and of Realtor	
• History	
22. Review the 3 areas of our obligations	min
• Articles 1-9- Duties to Clients and Customers	5 Min
• Articles 10-14- Duties to the public	5 min
• Articles 15-17- Duties to other Realtors	5 min
▪	
23. Review each article	00 min
• Article 1-2-3	10 min
• Article 4-5	
5 min	
• Article 6-7-8-9	10 Min
•	
i. BREAK (not included in 1-hour class)	
24. Review articles 10-14 Duties to the public	min
• Article 10	10 Min
• Article 11	10 Mi
• Article 12	10 Min
• Article 13-14	10 Min
25. Review articles 15-17 Duties to other Realtors	
a. Article 15	10 Min
b. BREAK (not included in 1-hour class)	
c. Article 16	15 Min
d. Article 17	5 min
26. Review examples of Violations and the discipline measured out	20 Min
27. Discuss how to stay compliant and review who is responsible for the complaint process	10 min
a.	
Questions/Conclusions	
10 min	

TOTAL: 160 Mins ÷ 50 class hr = 3 Hours

APPROVALS

QUANTIFIED INVESTMENT GROUP

9. REAL ESTATE AGENCY & UNDERSTANDING THE LICENSEES

Request: 3 Hours AGENCY Classroom

Determination: APPROVED CE.6539000-RE

Instructors: LOIS F HARPER

Course Objective(s): Importance of establishing an agency relationship- how and why. Understanding licensees' fiduciary responsibilities: Review and Discuss each of the critical elements of licensees' duties. Review and discuss Multiple representation. Consequences of not adhering to the Duties Owed or Consent to Act Disclosures.

Standards: 1(a) Current information on real estate which will improve the professional knowledge of the licensee and enable him to give better service to the public.

2(n) Agency and subjects related to agency.

<u>SUBJECT/TOPICS</u>	<u>COURSE TIMED INCREMENTS</u>
Introductions/Classroom Procedures/Housekeeping	5 min
1. Objectives of class-Intro to the importance of Agency	5 min
▪ Creation of Agency	5 min
2. Fiduciary	15 min
▪ Breakdown of Duties	10 min
▪ Duties Owed Form	5 min
▪ Consent to act Form	5 Min
▪	
▪ BREAK (not included in 1-hour class)	10 min
▪	
3. Duties Owed-Discussion each main topic	50
Obedience	10 Min
▪ Loyalty	10 Min
▪ Disclosure	10 Min
▪ Confidentiality	5 Min
▪ Accounting	5 Min
▪ Reasonable Skill and Care	10 Min
▪ BREAK (not included in 1-hour class)	10 min
4. Multiple Representation	55 min
▪ Risks and Consequences	20 Min
▪ Termination of Agency and Follow up	20 Min
▪ Questions and Conclusions	10 Min
▪ Housekeeping	5 Min
▪ TOTAL: 160 Mins ÷ 50 class hr = 3 Hours	

APPROVALS

SIGNATURE REAL ESTATE SCHOOL, LLC

10. THE NEVADA LAW BOWL

Request:

3 Hours

LAW & LEGISLATION

Classroom

Determination: APPROVED CE.6540000-RE

Instructors: JOSEPH R FITZPATRICK

Course Objective(s): To teach, review, and reinforce important laws and regulations pertaining to the real estate industry in the format of a fun football game.

- Standards:**
- 1(a) Current information on real estate which will improve the professional knowledge of the licensee and enable him to give better service to the public.
 - 1(b) Information that relates to pertinent Nevada laws and regulations.
 - 2(b) Legislative issues which concern the practice of real estate or licensees, including pending and recent legislation.
 - 2(c) The administration of real estate law and regulations, including licensing and enforcement.
 - 2(n) Agency and subjects related to agency.
 - 2(u) Disclosure required during the sale or lease of real property, including, without limitation, information required pursuant to [NRS 116.4103](#), [116.4109](#) and [116B.760](#);

SUBJECT/TOPICS	COURSE TIMED INCREMENTS
Introductions/Classroom Procedures/Housekeeping	5 min
28. How We Play	15 min
▪ Dividing Students into Teams/Choosing Head Coach	
▪ Offensive Plays: How difficulty of Questions Determines Yardage that Can be Gained	
▪ Defensive Plays: If Offense Misses a Question/How defense can recover the ball	
29. 1st Quarter	30 min
▪ Offensive players select difficulty of questions and are asked questions from NRS 645, NAC 645 and NRS 113	
▪ Instructor uses student responses as teaching opportunities to reinforce the meaning of the laws	
▪ As play proceeds, the Football Moves and Score is Kept	
30. BREAK (not included in 1-hour class)	10 min
31. 2nd Quarter	30 min

- There are four quarters in total, continuing the same process as in a football game
- Students select difficulty of questions and are asked questions from the real estate law/instructor reinforces

32. **3rd Quarter** **30 min**

- There are four quarters in total, continuing the same process as in a football game
- Students select difficulty of questions and are asked questions from the real estate law/instructor reinforces

33. **BREAK** (not included in 1-hour class) **10 min**

34. **4th Quarter** **30 min**

- There are four quarters in total, continuing the same process as in a football game
- Students select difficulty of questions and are asked questions from the real estate law/instructor reinforces

35. **Quiz** **30 min**

- Taking of the Quiz
- Review of the Quiz
- /Questions/Conclusions

TOTAL: 150 Mins ÷ 50 class hr = 3 Hours

APPROVALS

ARTI ACADEMICS

11. COMMERCIAL REAL ESTATE DEVELOPMENT

Request: 2 Hours GENERAL Classroom

Determination: **APPROVED CE.6541000-RE**

Instructors: RUSSEL NEIL WALTER

Course Objective(s): Understanding the basics and fundamentals of commercial real estate development

Standards: 1(a) Current information on real estate which will improve the professional knowledge of the licensee and enable him to give better service to the public.

2(e) The measurement and evaluation of the market for real estate, including evaluations of sites, market data and studies of feasibility.

SUBJECT/TOPICS	COURSE TIMED INCREMENTS
Introduction, welcome to commercial real estate development	10 min
1. What is commercial real estate development	20 min
▪ Who are the parties associated with commercial real estate development?	
▪ What is the construction process?	
▪ What is feasibility cost?	
2. What is a site selection and commercial real estate development	20 min
▪ What is site selection	
▪ What is site utility	
▪ What is the income process?	
BREAK (10 Mins)	
3. Understanding the slopes and site utility	25 min
▪ Examples of site plans	
▪ What are various types of construction	
▪ What is a building design	
4. What is a site plan design, parking ratio	25 min
▪ Site plan calculation	
▪ Concept approval	
▪ Thoughts on constructions and final thoughts	

Questions/Conclusions

TOTAL: 100 Mins ÷ 50 class hr = 2 Hours

APPROVALS

COOK & COMPANY LTD

12. RESIDENTIAL TENANT SELECTION

Request: 3 Hours PROPERTY MANAGEMENT

Classroom

Determination: APPROVED CE.6542000-RE

Instructors: JUDITH E COOK

Course Objective(s): Students will have a complete understanding of the importance of objective qualifying standards for residential tenants, and know how to employ those standards in the day-to-day practice of property management.

- Standards:** 1(a) Current information on real estate which will improve the professional knowledge of the licensee and enable him to give better service to the public.
- 2(f) The administration of real estate brokerage, including the management of the office, trust accounts and employee's contracts.
- 2(h) The management of real property, including leasing agreements, procedures for accounting and contracts for management.

SUBJECT/TOPICS	COURSE TIMED INCREMENTS
Introductions/Classroom Procedures/Housekeeping	10 min
5. Today's Renter	20 min
<ul style="list-style-type: none"> ▪ Transunion study of credit default – life event vs. chronic ▪ Credit scores for rental applications are on the decline overall ▪ Is the pool of qualified renters becoming smaller? 	
6. Deal Breakers	
25 min	
<ul style="list-style-type: none"> ▪ Factors that would result in immediate denial of rental application ▪ Eviction history and sealed records ▪ Town Hall Discussion – What are your deal breakers? 	
BREAK (15 MINUTES)	
7. HUD Guidelines Regarding Criminal Background	20 min
<ul style="list-style-type: none"> ▪ Arrest is not conviction ▪ Types of felonies and their impact on housing ▪ Length of time since the crime, and what has happened since ▪ Appeal process for applicants 	
8. The FICO and the NEW VantageScore	10 min
<ul style="list-style-type: none"> ▪ Brief explanation of FICO ▪ Brief explanation of VantageScore and comparison w/FICO 	
9. Objective Evaluation is Key	[10
min	
10. What Factors (besides credit score) Can Be Objectively Evaluated (Measured)	25 min
<ul style="list-style-type: none"> a. Income v. Rent b. Employment History c. Town Hall Discussion – Other measurable factors 	
11. Using a Worksheet for Application Verification	15 min
12. Adverse Action – Fair Credit Reporting Act Requirements	10 min
13. Offsetting Risk – Increased Deposits, Co-Signers, etc.	10 min
Questions/Conclusions	
10 min	

TOTAL: 180 Mins ÷ 50 class hr = 3.6 Hours

APPROVALS

COOK & COMPANY LTD

13. "SECURITY DEPOSITS (NRS 118A) RESIDENTIAL PROPERTY MANAGEMENT"
Request: 3 Hours PROPERTY MANAGEMENT Classroom

Determination: **APPROVED CE.6515000-RE**

Instructors: JUDITH E COOK

Course Objective(s): Students attending this course will take away a clear understanding of the laws and best practices for handling residential security deposits – from beginning through to the end of tenancy.

Standards: 1(a) Current information on real estate which will improve the professional knowledge of the licensee and enable him to give better service to the public.

2(f) The administration of real estate brokerage, including the management of the office, trust accounts and employee's contracts.

2(h) The management of real property, including leasing agreements, procedures for accounting and contracts for management.

SUBJECT/TOPICS	COURSE TIMED INCREMENTS
Introductions/Classroom Procedures/Housekeeping	15 min
14. Security Deposit Basics	25 min
▪ What is a security deposit, and why have one?	
▪ How to best determine the property security deposit amount	
▪ "Non-refundable" deposits, and other deposits/fees	
15. Handling the deposit during tenancy	25 min
▪ Who does the deposit belong to?	
▪ Trust account rules and interest-bearing accounts	
▪ Owner holding the deposit	
▪ Changes in ownership	
▪ Using all or part of the deposit during tenancy	
▪ "Inheriting" a tenant placed by owner or other manager	
BREAK - 20 MINUTES	
16. When the tenancy ends, and the renter vacates	25 min
▪ What is the actual "termination date" of the rental relationship	
▪ Early terminations and "holdovers"	
▪ 30 days to reconcile – itemized accounting	

- What if you don't know the total chargeable to the tenant within 30 days?
 - Reviewing a deposit reconciliation form
17. **Determining charges against the deposit** **25 min**
- "Rent" – what is rent? Utilities? Late fees?
 - Damage to premises
 - Cleaning
 - Useful life of major components – amortizing value
18. **CASE STUDIES – Sharing experience** (**[25**
min
19. **WRAP UP & CONCLUSION** **20**
MIN

TOTAL: 180 Mins ÷ 50 class hr = 3.6 Hours

APPROVALS

14. **ERA BROKERS CONSOLIDATED**
FAIR HOUSING
Request: 1 Hours ETHICS Classroom

Determination: APPROVED CE.6544000-RE

Instructors: BRAD A MURRAY

Course Objective(s): Understand the principles about fair housing and law/regulations

- Standards:** 1(a) Current information on real estate which will improve the professional knowledge of the licensee and enable him to give better service to the public.
- 2(a) Ethics of selling real estate.

SUBJECT/TOPICS	COURSE TIMED INCREMENTS
Fair Housing laws	10 min
20. What is fair housing	20 min
<ul style="list-style-type: none"> ▪ Fair Housing Laws ▪ What are the protected classes ▪ Agents responsibilities for fair housing 	
21. What are management practices	20 min
<ul style="list-style-type: none"> ▪ Identifying the protected classes ▪ How to prevent mistakes 	

- Why is this so important? Fair housing best practices
- BREAK (10 Mins)**

22. Article 10: Code of Ethics **25 min**

- What is the code of ethics
- Deficiency claim
- Housing discrimination is illegal

23. Federal Fair housing prohibits discrimination **25 min**

- Refusing to rent, refusing to sell
- Refusing to make available, refusing to make mortgage loans, impose different terms
- Advertising in an unlawful manner

Questions/Conclusions

TOTAL: 100 Mins ÷ 50 class hr = 2 Hours

APPROVALS

ARTI ACADEMICS

15. COMMERCIAL REAL ESTATE

Request: 2 Hours GENERAL Internet

Determination: APPROVED CE.6545000-RE

Instructors: RUSSEL NEIL WALTER

Course Objective(s): Understanding the basics of commercial real estate (introductory class)

Standards: 2(q) Personal development courses.

SUBJECT/TOPICS	COURSE TIMED INCREMENTS
Introduction, welcome to the course and intro of instructor	10 min
24. What is commercial real estate ?	20 min
<ul style="list-style-type: none"> ▪ Commercial real estate, industrial ▪ Office and retail spaces ▪ What is residential real estate? 	
25. What is the difference between commercial and residential	20 min
<ul style="list-style-type: none"> ▪ Vacancy rate and supply and demand ▪ Net absorption ▪ Market research, commercial real estate 	

BREAK (10 Mins)

26. investments in commercial real estate

25 min

- building measurements
- business entity
- what is usable and rentable

27. what are common areas

25 min

- title insurance
- promissory notes
- types of deeds and key takeaways

Questions/Conclusions

TOTAL: 100 Mins ÷ 50 class hr = 2 Hours