KAPLAN REAL ESTATE EDUCATION | FORMERLY J.Y. MONK REAL ESTATE SCHOOL

# NORTH CAROLINA

## Real Estate Education

- Prelicensing
- Exam Prep
- Postlicensing

2020

COURSE BROCHURE AND SCHEDULE

# **STEPS** TO BECOMING
## a North Carolina Real Estate Broker

### **STEP 1:** Register with Kaplan for the required education

Choose the schedule and location that works for you! Pages 6–11 of this catalog feature all of the courses we have available in each location throughout 2020.

### **STEP 2:** Complete your background check

To apply for your real estate license, you must obtain a criminal record report from CriminalRecordCheck.com. Your instructor will explain and guide you through this process.

### **STEP 3:** Complete your required prelicensing education and prelicensing exam

Sign up for our Career Launcher Package or Broker Prelicensing Course.

### **STEP 4:** Fill out your State License Application

After you successfully complete the required 75 hours of coursework and pass the course exam, you'll need to fill out a State Licensing Application. Applications are available online at the NC Real Estate Commission website.

### **STEP 5:** Schedule your State License Exam

After applying for your license, you will receive your notice of examination eligibility from the Commission. Once you have your notice, you can schedule your State Licensing Exam with PSI/AMP, the state's selected exam provider. You have 3 years from the date you successfully complete the course to pass the examination.

### **STEP 6:** Attend Exam Prep Course

### **STEP 7:** Take the North Carolina Real Estate License Exam

As a Kaplan student, you'll be fully prepared to pass the test!

### **STEP 8:** Complete your postlicensing education

In order to remove the provisional status of your license, you will need to complete 90 hours of postlicensing education. See page 5 for details.





# **CAREER LAUNCHER** Prelicensing Package with Real Estate Accelerator

More students choose to complete their prelicensing education with Kaplan Real Estate Education, formerly J.Y. Monk, than any other real estate school in North Carolina. Kaplan's Career Launcher Package includes *Real Estate Accelerator*, an 8-hour intensive training program that will give you the real-world skills you need to be successful in your real estate career.

## North Carolina 75-Hour Broker Prelicensing Course | $489

This live course combines solid industry fundamentals with the latest state-specific information you need to pass the North Carolina licensing exam. Based on the industry's premier textbook, *Modern Real Estate Practice*, and decades of classroom experience, this 75-hour course does more than satisfy the North Carolina licensing education requirements. It prepares you for your prelicensing exam and lays a solid foundation for your career.

### Topics Include:

- **North Carolina license law, rules, and regulations**
- **Real property ownership and interests in real estate**
- **General legal principles, theory, and concepts**
- **Appraisal theory and financial obligations**
- **Real estate terminology**
- **Agency and settlement**
- **Finance and government oversight**
- **Contracts and property management**
- **The client/broker relationship**

Kaplan's commitment to your success goes even further.
To ensure you're fully prepared for your exam, your enrollment fee also includes:

- **FREE enrollment in our intensive OnDemand Exam Prep Course**
- **6 months of FREE access to the Complete North Carolina Real Estate Drill and Practice QBank**

## Career Launcher Package | $689

Get the education and training you need to thrive in real estate with Kaplan's comprehensive Career Launcher Package. This live course package includes the *North Carolina 75-Hour Broker Prelicensing Course* (see full description above), the *North Carolina Broker OnDemand Exam Prep Course*, and our *Real Estate Accelerator* training course.

### Includes:

- **North Carolina license law, rules and regulations**
- **Broker Prelicensing Course**
- **State-approved textbook, Modern Real Estate Practice in North Carolina**
- **Custom study materials**
- **Review session prior to Course Exam**
- **Free access to Complete North Carolina Real Estate Drill and Practice QBank Package**
- **Free Enrollment in our OnDemand Exam Prep Course**
- **Real Estate Accelerator (a $399 value!)**

## North Carolina Live Exam Prep Course | $149

Over 40 years of preparation has gone into the finest North Carolina classroom Exam Prep Course on the market today. This course is a focused review of state and national content delivered by the industry's best instructors. Our exclusive Exam Prep Course offers students a dynamic final preparation for the North Carolina State Licensing Exam. Upon successful completion of this course, you will be fully prepared for success on exam day! Please check www.JYmonk.com/2020 for current course dates.

### Your $149 Exam Prep Course Enrollment Includes:

- **An online pre-course diagnostic practice prelicensing exam**
- **Exam prep workbook with hundreds of practice questions**
- **Focused, instructor-led state and national concept review**
- **An online post-course diagnostic practice prelicensing exam**

## North Carolina Exam Prep OnDemand Course | $149

Looking to complete your Exam Prep Course online? You can! This course provides laser-focused review of exam content delivered by the industry's best instructors, and the OnDemand video format allows you to fast-forward, pause, or repeat the information as often as you like. Learn more and enroll at www.JYmonk.com/EXAM.

# ADDITIONAL **STUDY TOOLS**

## Career Starter Pack | $59

This valuable package of our top-selling books is designed to provide newly licensed agents with effective tools and strategies to launch a successful career in real estate.

### Includes:

- **21 Things I Wish My Broker Had Told Me**
- **Before Hitting Send: Power Writing Skills for Real Estate Agents**
- **Up and Running in 30 Days**

## Real Estate Math OnDemand Course | $29

Math plays a big part in the career of a real estate professional. If you're nervous at the thought of performing real estate math, this OnDemand video course will cover all of the math principles and calculations you need to understand to be a confident and successful real estate professional. This course is a valuable career primer for licensing students and newly licensed brokers, as well as seasoned veterans who need a refresher.





## Complete 90-Hour Postlicensing Package | 90 hours | $599

If you are a newly licensed Real Estate Broker, you need to complete postlicensing education to remove the provisional status of your license. This complete package includes all of the courses needed to fulfill your North Carolina postlicensing requirements.

### Includes:

- Broker Relationships and Responsibilities
- Contracts and Closing
- NC Law, Rules, and Legal Concepts

*Pricing does not include the *North Carolina Real Estate Manual*.

## Career Accelerator Package (Includes 90 Hours of Postlicensing) 90 hours + 2-day training course | $799

In this package, you will receive all three broker postlicensing courses, as well as *Real Estate Accelerator*. *Real Estate Accelerator* is a 2-day intensive course that will give you the real-world skills, tools, and detailed activities you need to thrive in the real estate business (see page 2 for more course details).

### Includes:

- Broker Relationships and Responsibilities
- Contracts and Closing
- NC Law, Rules, and Legal Concepts
- Real Estate Accelerator (a $399 value!)

*Pricing does not include the *North Carolina Real Estate Manual*.

## Broker Relationships and Responsibilities | 30 hours | $259

The *Broker Relationships and Responsibilities* course covers all of the ins and outs of the relationships you'll have with buyers and sellers, and your responsibilities within those relationships. We'll detail agency relationships and duties, brokers' legal responsibilities to sellers and buyers, compensation when leaving or changing firms, and license status and education issues.

*Pricing does not include the *North Carolina Real Estate Manual*.

## Contracts and Closing | 30 hours | $259

Our *Contracts and Closing* course discusses all of the details associated with real estate contracts, closing procedures and statements, the broker's post-closing duties, agency relationship termination, and license status and education issues.

*Pricing does not include the *North Carolina Real Estate Manual*.

## NC Law, Rules, and Legal Concepts | 30 hours | $259

Topics addressed in the *NC Law, Rules, and Legal Concepts* course include general North Carolina licensing requirements, brokerage compensation issues, the disciplinary process, specialized types of real estate, property management in NC, and miscellaneous NC laws and legal concepts.

*Pricing does not include the *North Carolina Real Estate Manual*.

## North Carolina Real Estate Manual | $50

The *North Carolina Real Estate Manual* is the required text for all Kaplan Postlicensing Courses. It is published by the North Carolina Real Estate Commission and is intended for use as the text for the mandatory real estate broker postlicensing courses and as a reference book for real estate licensees, attorneys, instructors, and anyone else interested in real estate law and brokerage practice.

# CHAPEL HILL CLASS SCHEDULE

Orange Chatham Association of Realtors
143 Chatham Downs Drive Suite 302

**IMPORTANT:**
Postlicensing Courses will be held in Raleigh (see below)

| TIME | PRELICENSING DATES | DAYS |
|---|---|---|
| **DAY**<br>**Prelicensing Time:**<br>8:30 am–5:00 pm<br>**Exam Prep Time:**<br>8:00 am–5:00 pm<br>*(see website for exam prep dates)* | Jan 6–Feb 10 | Mon/Tue |
| | Feb 24–Mar 30 | Mon/Tue |
| | Apr 6–May 5 | Mon/Tue |
| | May 18–Jun 22 | Mon/Tue |
| | Jul 6–Aug 4 | Mon/Tue |
| | Aug 17–Sep 21 | Mon/Tue |
| | Sep 28–Oct 27 | Mon/Tue |
| | Nov 9–Dec 15 | Mon/Tue |
| **NIGHT**<br>6:00 pm–10:00 pm | Jan 27–Mar 10 | Mon/Tue/Thu |
| | Jul 6–Aug 18 | Mon/Tue/Thu |
| | Sep 28–Nov 10 | Mon/Tue/Thu |
| **WEEKEND**<br>8:30 am–5:00 pm | Jan 25–Feb 23 | Sat/Sun |
| | Mar 28–May 3 | Sat/Sun |
| | Jun 6–Jul 12 | Sat/Sun |
| | Sep 12–Oct 11 | Sat/Sun |
| | Nov 7–Dec 13 | Sat/Sun |

All Postlicensing Courses will be held in Raleigh at the Holiday Inn Raleigh North, 2805 Highwoods Blvd, Raleigh.

| TIME | POSTLICENSING DATES | DAYS |
|---|---|---|
| **Broker Relationships and Responsibilities**<br>**(30 Hours)**<br>8:30 am–5:00 pm | Jan 9–Jan 17 (Raleigh) | Thu/Fri |
| | Mar 5–Mar 13 (Raleigh) | Thu/Fri |
| | May 21–May 29 (Raleigh) | Thu/Fri |
| | Jul 25–Aug 2 (Raleigh) | Sat/Sun |
| | Sep 10–Sep 18 (Raleigh) | Thu/Fri |
| | Oct 29–Nov 6 (Raleigh) | Thu/Fri |
| **Contracts and Closing**<br>**(30 Hours)**<br>8:30 am–5:00 pm | Jan 23–Jan 31 (Raleigh) | Thu/Fri |
| | Mar 19–Mar 27 (Raleigh) | Thu/Fri |
| | Jun 4–Jun 12 (Raleigh) | Thu/Fri |
| | Aug 8–Aug 16 (Raleigh) | Sat/Sun |
| | Oct 1–Oct 9 (Raleigh) | Thu/Fri |
| | Nov 12–Nov 20 (Raleigh) | Thu/Fri |
| **NC Law, Rules, and Legal Concepts**<br>**(30 Hours)**<br>8:30 am–5:00 pm | Feb 6–Feb 14 (Raleigh) | Thu/Fri |
| | Apr 16–Apr 24 (Raleigh) | Thu/Fri |
| | Jun 18–Jun 26 (Raleigh) | Thu/Fri |
| | Aug 22–Aug 30 (Raleigh) | Sat/Sun |
| | Oct 15–Oct 23 (Raleigh) | Thu/Fri |
| | Dec 3–Dec 11 (Raleigh) | Thu/Fri |



# CHARLOTTE CLASS SCHEDULE

Holiday Inn Charlotte University
8520 University Executive Park Drive

| TIME | PRELICENSING DATES | DAYS |
|---|---|---|
| **DAY**<br>**Prelicensing Time:**<br>8:30 am–5:00 pm<br>**Exam Prep Time:**<br>8:00 am–5:00 pm<br>*(see website for exam prep dates)* | Jan 14–Feb 12 | Tue/Wed |
| | Jun 9–Jul 15 | Tue/Wed |
| | Jul 28–Aug 26 | Tue/Wed |
| | Nov 3–Dec 9 | Tue/Wed |
| **MORNING**<br>9:00 am–1:00 pm | Mar 23–May 5 | Mon/Tue/Wed |
| | Aug 31–Oct 14 | Mon/Tue/Wed |
| **NIGHT**<br>6:00 pm–10:00 pm | Feb 10–Mar 26 | Mon/Tue/Thu |
| | May 11–Jun 25 | Mon/Tue/Thu |
| | Sep 21–Nov 3 | Mon/Tue/Thu |
| **WEEKEND**<br>8:30 am–5:00 pm | Feb 15–Mar 15 | Sat/Sun |
| | Apr 18–May 17 | Sat/Sun |
| | Aug 15–Sep 20 | Sat/Sun |
| | Oct 3–Nov 1 | Sat/Sun |

The final Prelicensing Course exam will take place on the last scheduled day of the course.

| TIME | POSTLICENSING DATES | DAYS |
|---|---|---|
| **Broker Relationships and Responsibilities**<br>**(30 Hours)**<br>8:30 am–5:00 pm | Jan 4–Jan 12 | Sat/Sun |
| | Mar 26–Apr 3 | Thu/Fri |
| | May 30–Jun 7 | Sat/Sun |
| | Aug 20–Aug 28 | Thu/Fri |
| | Oct 22–Oct 30 | Thu/Fri |
| **Contracts and Closing**<br>**(30 Hours)**<br>8:30 am–5:00 pm | Jan 18–Jan 26 | Sat/Sun |
| | Apr 16–Apr 24 | Thu/Fri |
| | Jun 13–Jun 21 | Sat/Sun |
| | Sep 10–Sep 18 | Thu/Fri |
| | Nov 5–Nov 13 | Thu/Fri |
| **NC Law, Rules, and Legal Concepts**<br>**(30 Hours)**<br>8:30 am–5:00 pm | Feb 1–Feb 9 | Sat/Sun |
| | Apr 30–May 8 | Thu/Fri |
| | Jul 11–Jul 19 | Sat/Sun |
| | Sep 24–Oct 2 | Thu/Fri |
| | Dec 3–Dec 11 | Thu/Fri |

## FAYETTEVILLE CLASS SCHEDULE

Bordeaux Convention Center
1707 Owen Drive

| TIME | PRELICENSING DATES | DAYS |
|---|---|---|
| **DAY**<br>**Prelicensing Time:**<br>8:30 am–5:00 pm<br>**Exam Prep Time:**<br>8:00 am–5:00 pm<br>*(see website for exam prep dates)* | Jan 7–Feb 5 | Tue/Wed |
| | Apr 7–May 6 | Tue/Wed |
| | May 19–Jun 17 | Tue/Wed |
| | Aug 25–Sep 23 | Tue/Wed |
| | Nov 17–Dec 23 | Tue/Wed |
| **MORNING**<br>9:00 am–1:00 pm | Feb 17–Apr 1 | Mon/Tue/Wed |
| | Jul 6–Aug 18 | Mon/Tue/Wed |
| | Sep 28–Nov 10 | Mon/Tue/Wed |
| **NIGHT**<br>6:00 pm–10:00 pm | Jan 27–Mar 10 | Mon/Tue/Thu |
| | Jun 1–Jul 21 | Mon/Tue/Thu |
| | Sep 14–Oct 27 | Mon/Tue/Thu |
| **WEEKEND**<br>8:30 am–5:00 pm | Jan 11–Feb 9 | Sat/Sun |
| | Mar 28–May 3 | Sat/Sun |
| | Jun 20–Jul 26 | Sat/Sun |
| | Aug 8–Sep 13 | Sat/Sun |
| | Nov 7–Dec 13 | Sat/Sun |

The final Prelicensing Course exam will take place on the last scheduled day of the course.

| TIME | POSTLICENSING DATES | DAYS |
|---|---|---|
| **Broker Relationships and Responsibilities**<br>**(30 Hours)**<br>8:30 am–5:00 pm | Jan 9–Jan 17 | Thu/Fri |
| | May 7–May 15 | Thu/Fri |
| | Jul 23–Jul 31 | Thu/Fri |
| | Sep 26–Oct 4 | Sat/Sun |
| **Contracts and Closing**<br>**(30 Hours)**<br>8:30 am–5:00 pm | Jan 23–Jan 31 | Thu/Fri |
| | May 21–May 29 | Thu/Fri |
| | Aug 6–Aug 14 | Thu/Fri |
| | Oct 10–Oct 18 | Sat/Sun |
| **NC Law, Rules, and Legal Concepts**<br>**(30 Hours)**<br>8:30 am–5:00 pm | Feb 6–Feb 14 | Thu/Fri |
| | Jun 4–Jun 12 | Thu/Fri |
| | Aug 20–Aug 28 | Thu/Fri |
| | Oct 24–Nov 1 | Sat/Sun |



## GREENVILLE CLASS SCHEDULE

Kaplan
1700C East Arlington Blvd.

| TIME | PRELICENSING DATES | DAYS |
|---|---|---|
| **DAY**<br>**Prelicensing Time:**<br>8:30 am–5:00 pm<br>**Exam Prep Time:**<br>8:00 am–5:00 pm<br>*(see website for exam prep dates)* | Apr 21–May 20 | Tue/Wed |
| | Jul 7–Aug 5 | Tue/Wed |
| | Nov 10–Dec 16 | Tue/Wed |
| **MORNING**<br>9:00 am–1:00 pm | Jan 27–Mar 10 | Mon/Tue/Wed |
| | Aug 17–Sep 30 | Mon/Tue/Wed |
| **NIGHT**<br>6:00 pm–10:00 pm | Mar 16–Apr 30 | Mon/Tue/Thu |
| | Sep 21–Nov 3 | Mon/Tue/Thu |
| **WEEKEND**<br>8:30 am–5:00 pm | Jan 11–Feb 9 | Sat/Sun |
| | Feb 29–Mar 29 | Sat/Sun |
| | May 16–Jun 21 | Sat/Sun |
| | Oct 17–Nov 15 | Sat/Sun |

The final Prelicensing Course exam will take place on the last scheduled day of the course.

| TIME | POSTLICENSING DATES | DAYS |
|---|---|---|
| **Broker Relationships and Responsibilities**<br>**(30 Hours)**<br>8:30 am–5:00 pm | Jan 30–Feb 7 | Thu/Fri |
| | Jul 11–Jul 19 | Sat/Sun |
| | Sep 24–Oct 2 | Thu/Fri |
| **Contracts and Closing**<br>**(30 Hours)**<br>8:30 am–5:00 pm | Feb 13–Feb 21 | Thu/Fri |
| | Jul 25–Aug 2 | Sat/Sun |
| | Oct 8–Oct 16 | Thu/Fri |
| **NC Law, Rules, and Legal Concepts**<br>**(30 Hours)**<br>8:30 am–5:00 pm | Feb 27–Mar 6 | Thu/Fri |
| | Aug 8–Aug 16 | Sat/Sun |
| | Oct 22–Oct 30 | Thu/Fri |

## HICKORY CLASS SCHEDULE

Piedmont Center
1375 Lenoir-Rhyne Blvd. SE, Room 115

| TIME | PRELICENSING DATES | DAYS |
|---|---|---|
| **DAY**<br>**Prelicensing Time:**<br>8:30 am–5:00 pm<br>**Exam Prep Time:**<br>8:00 am–5:00 pm<br>*(see website for exam prep dates)* | Jan 21–Feb 19 | Tue/Wed |
| | Jun 16–Jul 22 | Tue/Wed |
| | Aug 18–Sep 16 | Tue/Wed |
| **MORNING**<br>9:00 am–1:00 pm | Apr 6–May 19 | Mon/Tue/Wed |
| | Oct 26–Dec 15 | Mon/Tue/Wed |
| **NIGHT**<br>6:00 pm–10:00 pm | Feb 24–Apr 9 | Mon/Tue/Thu |
| | Sep 21–Nov 3 | Mon/Tue/Thu |
| **WEEKEND**<br>8:30 am–5:00 pm | Feb 22–Mar 22 | Sat/Sun |
| | Sep 26–Oct 25 | Sat/Sun |

The final Prelicensing Course exam will take place on the last scheduled day of the course.

| TIME | POSTLICENSING DATES | DAYS |
|---|---|---|
| **Broker Relationships and Responsibilities**<br>**(30 Hours)**<br>8:30 am–5:00 pm | Feb 13–Feb 21 | Thu/Fri |
| | May 14–May 22 | Thu/Fri |
| | Aug 13–Aug 21 | Thu/Fri |
| **Contracts and Closing**<br>**(30 Hours)**<br>8:30 am–5:00 pm | Feb 27–Mar 6 | Thu/Fri |
| | May 28–Jun 5 | Thu/Fri |
| | Aug 27–Sep 4 | Thu/Fri |
| **NC Law, Rules, and Legal Concepts**<br>**(30 Hours)**<br>8:30 am–5:00 pm | Mar 12–Mar 20 | Thu/Fri |
| | Jun 11–Jun 19 | Thu/Fri |
| | Sep 10–Sep 18 | Thu/Fri |



## WILMINGTON CLASS SCHEDULE

New Hanover Government Center (Use West Entrance)
230 Government Center Dr., Suite 42

| TIME | PRELICENSING DATES | DAYS |
|---|---|---|
| **DAY**<br>**Prelicensing Time:**<br>8:30 am–5:00 pm<br>**Exam Prep Time:**<br>8:00 am–5:00 pm<br>*(see website for exam prep dates)* | Jan 7–Feb 5 | Tue/Wed |
| | May 12–Jun 10 | Tue/Wed |
| | Nov 3–Dec 9 | Tue/Wed |
| **MORNING**<br>9:00 am–1:00 pm | Feb 17–Apr 1 | Mon/Tue/Wed |
| | Aug 3–Sep 16 | Mon/Tue/Wed |
| **NIGHT**<br>6:00 pm–10:00 pm | Mar 23–May 5 | Mon/Tue/Thu |
| | Jun 15–Aug 4 | Mon/Tue/Thu |
| | Sep 21–Nov 3 | Mon/Tue/Thu |
| **WEEKEND**<br>8:30 am–5:00 pm | May 16–Jun 21 | Sat/Sun |
| | Oct 3–Nov 1 | Sat/Sun |

The final Prelicensing Course exam will take place on the last scheduled day of the course.

| TIME | POSTLICENSING DATES | DAYS |
|---|---|---|
| **Broker Relationships and Responsibilities**<br>**(30 Hours)**<br>8:30 am–5:00 pm | Feb 15–Feb 23 | Sat/Sun |
| | Apr 16–Apr 24 | Thu/Fri |
| | Jul 16–Jul 24 | Thu/Fri |
| | Oct 22–Oct 30 | Thu/Fri |
| **Contracts and Closing**<br>**(30 Hours)**<br>8:30 am–5:00 pm | Feb 29–Mar 8 | Sat/Sun |
| | Apr 30–May 8 | Thu/Fri |
| | Jul 30–Aug 7 | Thu/Fri |
| | Nov 5–Nov 13 | Thu/Fri |
| **NC Law, Rules, and Legal Concepts**<br>**(30 Hours)**<br>8:30 am–5:00 pm | Mar 14–Mar 22 | Sat/Sun |
| | May 14–May 22 | Thu/Fri |
| | Aug 13–Aug 21 | Thu/Fri |
| | Dec 3–Dec 11 | Thu/Fri |

# J.Y. Monk has changed our name to

KAPLAN REAL ESTATE EDUCATION

## Providing you with the best of both worlds.

- Prelicensing courses offered in six locations
- Morning, night, and weekend classes
- Expert instructors dedicated to helping YOU succeed

**We are here to support you through every step of your real estate career.**

FORMERLY J.Y. MONK REAL ESTATE SCHOOL

KAPLAN REAL ESTATE EDUCATION

1700C East Arlington Blvd.
Greenville, NC 27858

MKT-014700