

CALIFORNIA

Real Estate Licensing & Continuing Education



Guiding you to success.

2020

JULY-DECEMBER

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.

Live Online

Attend live classes from the comfort of your home or office! Live online courses make it more convenient than ever to study for your real estate licensing exam or complete your continuing education credits. This study option features all the benefits of a live classroom with the convenience of home study.

- You get access to the same great Kaplan Real Estate Education content and instructors.
- Our courses offer opportunities to engage with other students and your instructor.
- As an added bonus, you can learn anywhere you have internet access!*

*For additional information on supported devices, please visit www.kapre.com/company/system-requirements

OnDemand Video

Our stunning OnDemand video lecture format allows you to access professional instruction anytime and anywhere you have an Internet connection. Filled with studio and "onsite" video learning, OnDemand courses engage, enlighten, and entertain!

- Learn anytime, anywhere you have access to the Internet.*
- Start, stop, pause, and rewind each video lesson or segment as often as you like.
- Join our real estate experts in our state-of-the-art studio from your own home!

*For additional information on supported devices, please visit www.kapre.com/company/system-requirements

Home Study

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

YOUR STEP-BY-STEP GUIDE

to obtaining a real estate license

STEP 1:

Complete Your 135-Hour Required Education

The California Department of Real Estate (DRE) requires license applicants to complete **135 credit hours of education** in the following:

- Real Estate Principles **45 hours**
- Real Estate Practice **45 hours**
- One additional DRE-approved course:
We recommend: Legal Aspects of Real Estate **45 hours**

We offer complete licensing packages in a variety of delivery formats. No matter which option you choose, you will receive the comprehensive education experience that you would expect from Kaplan.

STEP 2:

Submit Your Salesperson Exam/License Application

- One set of electronic fingerprints is required.
- For more detailed information, go to:
<http://www.dre.ca.gov/Examinees/ComboSales.html>

STEP 3:

Take the California Salesperson Licensing Exam

- Consider taking our Exam Prep Course prior to sitting for the exam.
See page 9 for additional information.

STEP 4:

Receive Your State License

- A salesperson is licensed to act on behalf of a broker and may not act as a real estate agent independently. A salesperson may only work for one broker in California at a time.
- Consider finding a broker early in your licensing process.

For our complete general information page, please visit: www.KapRE.com/CALIC.

Kaplan Real Estate Education is approved by the Department of Real Estate to provide real estate education in the state of California.

KREE Sponsor No. S0650

COMPLETE 135-HOUR

licensing packages

	Live Online \$549	OnDemand \$399	Home Study Plus \$279	Basic Home Study \$179
Instructor-Led Education	Live Online	Online Video		
Real Estate Textbook or PDF Library	PDF/Print	PDF	Print	PDF
Terms and Definitions MP3 Download	✓	✓	✓	✓
Interactive Study Group <i>Weekly Live Webinar</i>	✓	✓	✓	✓
Exam Prep	✓	✓	✓	
California Real Estate Salesperson Drill and Practice QBank	✓	✓	✓	✓

Real Estate Textbook or PDF Library includes the following titles:

- California Legal Aspects of Real Estate Book**
- California Legal Aspects of Real Estate Workbook*
- California Real Estate Exam Prep Workbook*
- California Real Estate Practice Book**
- California Real Estate Practice Workbook*
- California Real Estate Principles Book**
- California Real Estate Principles Workbook*

*Not included in Home Study packages.

**The Live Online package includes PDF versions of the textbooks and print versions of the workbooks. Physical textbooks can be purchased for an additional fee. Contact 800.951.7322 to order.

Interactive Study Group

Weekly Live Webinar included with our licensing packages.

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

Interactive Study Groups cover 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 real estate topics.

COMPLETE 135-HOUR

career launcher packages

	Live Online \$749	OnDemand \$599	Home Study Plus \$479
Instructor-Led Education	Live Online	Online Video	
Real Estate Textbook or PDF Library	PDF/Print	PDF	Print
Terms and Definitions MP3 Download	✓	✓	✓
Interactive Study Group <i>Weekly Live Webinar</i>	✓	✓	✓
Exam Prep	✓	✓	✓
California Real Estate Salesperson Drill and Practice QBank	✓	✓	✓
Real Estate Accelerator <i>(Live Online Delivery)</i>	✓	✓	✓

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

Live Online Class \$399

(Price is à la carte)

This intensive boot camp includes eight 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:

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

NEW LIVE ONLINE FORMAT! See website for details: www.KapRE.com/accel

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

JUL/AUG
Jul 31 & Aug 7 (Fri)

SEP
12 & 13 (Sat/Sun)

OCT/NOV
Oct 30 & Nov 6 (Fri)

DEC
12 & 13 (Sat/Sun)



Live Online Classes

DAYTIME | 9:00 AM–12:15 PM

REAL ESTATE PRINCIPLES	REAL ESTATE PRACTICE	LEGAL ASPECTS OF REAL ESTATE
Tuesdays & Thursdays	Tuesdays & Thursdays	Tuesdays & Thursdays
Aug 4*, 6, 11, 13, 18, 20, 25, 27, Sep 1	Sep 8, 10	Sep 15, 17
Nov 9*, 11, 16, 18, 23, 30, Dec 2, 7, 9	Dec 14, 16	Dec 21, 23

EVENING | 6:15–9:30 PM

REAL ESTATE PRINCIPLES	REAL ESTATE PRACTICE	LEGAL ASPECTS OF REAL ESTATE
Mondays & Wednesdays	Mondays & Wednesdays	Mondays & Wednesdays
Jul 13*, 15, 20, 22, 27, 29, Aug 3, 5, 10	Aug 17, 19	Aug 24, 26
Sep 14*, 16, 21, 23, 28, 30, Oct 5, 7, 12	Oct 19, 21	Oct 26, 28
Oct 6*, 8, 13, 15, 20, 22, 27, 29, Nov 3	Nov 10, 12	Nov 17, 19

* The first date listed for live online *Real Estate Principles* classes will be a short orientation session only.

"Class was really well done, the instructor was very knowledgeable, and **Kaplan's Live Online format works really well.**"

—Laurie G.

Live Online Exam Prep

WEEKEND EXAM PREP | 9:00 AM–4:30 PM

Saturdays & Sundays
Jul 18, 19
Aug 15, 16
Sep 19, 20
Oct 17, 18
Nov 21, 22
Dec 12, 13
Jan 23, 24 (2021)

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 online!

Visit www.KapRE.com/CALIC for the most recent information.

"**Great knowledge** of the [live] online platform, and **great accountability** to keep students focused on the class. The instructor was **well educated and well versed** in the material."

—Tania W.

Real Estate Principles

45 Credits

Home Study \$93

Home Study with **OnDemand Supplemental Review and Exam Prep \$439**

Home Study with **Live Online Supplemental Review and Exam Prep \$439**

Become successful in your field by understanding key topics such as time management, the listing and selling process, property valuation, closing the sale, escrow procedure, taxes, financing, and more.

Topics Include:

- Land descriptions and subdivisions
- Acquisition and transfer of real property
- Liens and encumbrances
- Leases
- Contracts
- Unlawful discrimination
- Agency and business principles
- Ethics

The California Department of Real Estate has approved this 45-hour statutory course. KREE Sponsor No. S0650.

Real Estate Practice

45 Credits

Home Study \$93

Home Study with **OnDemand Supplemental Review \$169**

Home Study with **Live Online Supplemental Review \$169**

A real estate license does not come with an operating manual, so we have created courses that focus on what it really takes to succeed in the business and will expand your knowledge of the industry in an engaging and effective forum.

Topics Include:

- The business of real estate
- The art of pricing and listing
- How to find and counsel the buyer

The California Department of Real Estate has approved this 45-hour statutory course. KREE Sponsor No. S0650.

Legal Aspects of Real Estate

45 Credits

Home Study \$93

Home Study with **OnDemand Supplemental Review \$169**

Home Study with **Live Online Supplemental Review \$169**

Make the law come alive and explore some of the common myths and misconceptions that affect your day-to-day activities. Find out how you can avoid legal entanglements with this exciting course!

Topics Include:

- Real estate laws
- Contract clauses
- Influential agency policies and concepts
- Disclosure guidelines and procedures

The California Department of Real Estate has approved this 45-hour statutory course. KREE Sponsor No. S0650.

Real Estate Salesperson Exam Prep

OnDemand \$199

Live Online \$199 See page 7 for live online Exam Prep schedule

Nobody prepares you for test day like Kaplan! Over 75 years of preparation has gone into the finest exam prep course on the market today. This course is a laser-focused review of exam content delivered by the industry's best instructors who cover the content of the California licensing exam.

This course starts with a diagnostic practice exam that allows you to discover your strengths and weaknesses, so you can study more effectively and efficiently. You will be engaged with interactive questions that sharpen your understanding of salient test points.

Upon successfully completing your final diagnostic practice exam, you will understand what you already know and what you need to work on to be confidently prepared for success on test day. The industry's best instructors and continuously vetted content...exam prep doesn't get any better than this!

Includes:

- California Real Estate Exam Prep Workbook
- California Real Estate Salesperson Drill and Practice Book
- California Real Estate Salesperson Drill and Practice QBank
- Diagnostic Pre- and Post-Tests

California Real Estate Salesperson Drill and Practice QBank

QBank \$59

You'll be as prepared as possible when you test yourself with hundreds of questions on the industry's most advanced interactive testing platform ever created. Our QBank gives you the power to simulate nearly every test environment imaginable; from full-length licensing exams to individual topic mini-exams, you can create exactly the test you need to improve your score.

California Real Estate Agent Flashcards

Flashcards \$39

Success on the state exam depends on a thorough understanding of key terms and concepts. These flashcards contain over 400 terms and definitions you need to know to pass the California Real Estate Salesperson's Exam. A great way to learn on the go!

California Real Estate Terms and Definitions Audio MP3

MP3 \$24

This study aid groups terms by topic, with a general introduction and short introductions for each topic. The definitions provide examples and explanations to ensure you fully understand what you hear.

"The **material was comprehensive** and presented in a way that was **easy to retain**. The professor was more than knowledgeable and experienced and was able to give us tips on taking the exam that you could only get through years of experience in the Real Estate Industry and exam instruction."

—Mirabai J.

Now is the time to invest in your career!

To qualify for a Real Estate Broker license, you are required to complete eight courses and pass the state Broker licensing exam. Required courses include Legal Aspects of Real Estate, Real Estate Appraisal, Real Estate Economics, Real Estate Finance, and Real Estate Practice. The remainder of the courses (shown right) are electives approved by the Department of Real Estate.

Eligibility requirements for Broker license applicants in California:

- Applicants must be 18 years of age or older and a legal resident of the United States
- Applicants must show themselves to be honest and truthful
- Applicants must have successfully completed eight courses
- Effective January 1, 2013, applicants must have at least two years of licensure as a full-time real estate salesperson during the five years immediately preceding the date of your broker examination application or obtained a bachelor's degree from a four-year college with a major or minor in real estate

Legal Aspects of Real Estate

45 Credits
Home Study \$93

Home Study with OnDemand Supplemental Review \$169

Home Study with Live Online Supplemental Review \$169

Make the law come alive and explore some of the common myths and misconceptions that affect your day-to-day activities. Find out how you can avoid legal entanglements with this exciting course!

The California Department of Real Estate has approved this 45-hour statutory course. KREE Sponsor No. S0650.

Real Estate Appraisal

45 Credits
Home Study \$93

Learn all about value, the appraisal process, neighborhood analyses and valuations, site analyses and valuations, depreciation concepts, and valuation methods.

The California Department of Real Estate has approved this 45-hour statutory course. KREE Sponsor No. S0650.

Real Estate Economics

45 Credits
Home Study \$93

Study the trends and factors that influence changes in real estate values so you can better interpret the economy and the real estate market. Learn to read government and business conditions that affect real estate decisions, as well as regional and local trends unique to your market.

The California Department of Real Estate has approved this 45-hour statutory course. KREE Sponsor No. S0650.

Real Estate Finance

45 Credits
Home Study \$93

A useful overview of the financing aspects of real property, including: mortgages, mortgage money markets, sources of supply and demand for financing, loan processing, and trust deeds and tax aspects.

The California Department of Real Estate has approved this 45-hour statutory course. KREE Sponsor No. S0650.

Real Estate Practice

45 Credits
Home Study \$93

Home Study with OnDemand Supplemental Review \$169

Home Study with Live Online Supplemental Review \$169

A real estate license does not come with an operating manual, so we have created courses that focus on what it really takes to succeed in the business and will expand your knowledge of the industry in an engaging and effective forum.

The California Department of Real Estate has approved this 45-hour statutory course. KREE Sponsor No. S0650.

TUITION FOR SELF-STUDY COURSES			
1 course	\$93	5 courses	\$299
2 courses	\$149	6 courses	\$348
3 courses	\$198	7 courses	\$399
4 courses	\$249	8 courses	\$448

Escrow and Title

45 Credits
Home Study \$93

Discover the theory and practice of escrow, including a step-by-step outline of processing, regional variations, title documents, prorations, title insurance, automation, ethics, and specialized escrows.

The California Department of Real Estate has approved this 45-hour statutory course. KREE Sponsor No. S0650.

Real Estate Principles

45 Credits
Home Study \$93

Home Study with OnDemand Supplemental Review and Exam Prep \$439

Home Study with Live Online Supplemental Review and Exam Prep \$439

Become successful in your field by understanding key topics such as time management, the listing and selling process, property valuation, closing the sale, escrow procedure, taxes, financing, and more.

The California Department of Real Estate has approved this 45-hour statutory course. KREE Sponsor No. S0650.

Real Estate Office Administration

45 Credits
Home Study \$93

Practical management training to prepare you to recognize and solve the specialized problems and challenges involved in administering a real estate organization.

The California Department of Real Estate has approved this 45-hour statutory course. KREE sponsor number is S0650.

Property Management

45 Credits
Home Study \$93

A course for brokers, agents, owners, and managers of income-producing properties with a major emphasis on small and medium apartment complexes.

The California Department of Real Estate has approved this 45-hour statutory course. KREE Sponsor No. S0650.

Highly Recommended Exam Prep! Real Estate Broker Exam Prep OnDemand \$199

Live Online \$199 See page 7 for live online Exam Prep schedule

This course is a laser-focused review of exam content delivered by the industry's best instructors who cover the content of the California licensing exam.

This course starts with a diagnostic practice exam that allows you to discover your strengths and weaknesses, so you can study effectively and efficiently.

The Broker Exam consists of 70% Real Estate Principles material. Broker-specific content is merged within each subject area to provide a comprehensive review and maximize your performance on the state exam.

Upon successfully completing your final diagnostic practice exam, you will understand what you already know and what you need to work on to be confidently prepared for success on test day. Exam prep doesn't get any better than this!

Includes:

- California Real Estate Exam Prep Workbook
- California Real Estate Broker Drill and Practice Book
- California Real Estate Broker Drill and Practice QBank
- Diagnostic Pre- and Post-Tests

Real Estate Broker Drill & Practice QBank \$59

You'll be as prepared as possible when you test yourself with hundreds of questions on the industry's most advanced interactive testing platform ever created. This QBank gives you the power to simulate nearly every test environment imaginable; from full-length licensing exams to individual topic mini-exams, you can create exactly the test you need to improve your score.

California Real Estate Flashcards Flashcards \$39

Success on the Broker's Exam depends on a thorough understanding of key terms and concepts. These color-coded cards are based on the 7 topics tested on the state exam and include advanced broker questions. These cards contain over 400 terms and definitions you need to know to pass the California Real Estate Broker's Exam.

A great way to learn actively.

FIRST RENEWAL

requirements

Salesperson First Renewal

Salespersons renewing their license for the first time are required to complete a 45-hour first renewal, consisting of:

- Five separate 3-hour subjects in Ethics, Agency, Trust Fund Handling, Fair Housing, and Risk Management
- 18 hours of consumer protection
- 12 hours of either consumer service or consumer protection

Broker First Renewal

Brokers renewing their license for the first time are required to complete a 45-hour first renewal, consisting of:

- Six separate 3-hour subjects in Ethics, Agency, Trust Fund Handling, Fair Housing, Risk Management, and Management & Supervision
- 18 hours consisting of consumer protection; the remaining hours must consist of either consumer service or consumer protection

SECOND AND SUBSEQUENT RENEWAL

requirements

Salesperson & Broker Second and Subsequent Renewals

For subsequent renewals, Salespersons and Brokers are required to complete 45 hours of approved education, consisting of:

- 18 hours in Ethics, Agency, Trust Fund Handling, Fair Housing, Risk Management, and Management & Supervision
- OR
- An 8-hour survey course that covers all of the six subjects listed at the left

AND

- 18 hours consisting of consumer protection
- The remaining hours must consist of either consumer service or consumer protection

Kaplan Real Estate Education: DRE Sponsor No. 6212

"Kaplan delivers first class instructors
to effectively teach real estate professionals.
Their real life experiences illustrate the
latest in real estate information."

—Helen F.

1ST RENEWAL

packages

2ND RENEWAL

packages

Salesperson ONDEMAND PACKAGE

45-Hour 1st Renewal Package

45 Credit Hours

OnDemand \$144

- California 15-Hour First Renewal
- Good, Better, Best: When Price, Quality, and Value All Matter*
- The Tiny House: Is it a Phase or Craze?
- Millennials: Challenging the Traditional Real Estate Model
- Houses: From the Ground Up*
- Introduction to Real Estate Investments*

Complete CE ONDEMAND PACKAGE

45-Hour 2nd Renewal Package

45 Credit Hours

OnDemand \$144

- California 8-Hour Survey Course (PDF with OnDemand Review)
- The Tiny House: Is it a Phase or Craze?
- Good, Better, Best: When Price, Quality, and Value All Matter*
- Houses: Buy...Fix...Sell!
- How to Measure Real Property*
- Introduction to Real Estate Investments*
- Millennials: Challenging the Traditional Real Estate Model
- Twenty Cost-Effective Home Improvements

Salesperson HOME STUDY PACKAGE

45-Hour 1st Renewal Package

45 Credit Hours

Home Study \$59

- California 15-Hour First Renewal
- Repurposing Property: Friend, Foe, or the American Dream?*
- California Foreclosures and Short Sales*

Real Estate Event Marketing HOME STUDY PACKAGE

45-Hour 2nd Renewal Package

45 Credit Hours

Home Study \$59

- California 8-Hour Survey Course
- Today's Real Estate Event Marketing in California
- Protecting California Consumers from Real Estate Scams*
- Real Estate Finance Today*

Broker ONDEMAND PACKAGE

45-Hour 1st Renewal Package

45 Credit Hours

OnDemand \$144

- All Under One Roof
- California 15-Hour First Renewal
- California Broker Management and Supervision
- Good, Better, Best: When Price, Quality, and Value All Matter*
- How to Measure Real Property*
- Introduction to Real Estate Investments*
- Twenty Cost-Effective Home Improvements

Repurposing Property HOME STUDY PACKAGE

45-Hour 2nd Renewal Package

45 Credit Hours

Home Study \$59

- California 8-Hour Survey Course
- Protecting California Consumers from Real Estate Scams*
- Real Estate Finance Today*
- Repurposing Property: Friend, Foe, or the American Dream?*

Broker HOME STUDY PACKAGE

45-Hour 1st Renewal Package

45 Credit Hours

Home Study \$59

- California 15-Hour First Renewal
- California Broker Management and Supervision
- Repurposing Property: Friend, Foe, or the American Dream?*
- Avoiding Deceptive Practices*
- The TRUMP Tax Cut and Jobs Act and its Effect on Real Estate*

Protecting California Consumers HOME STUDY PACKAGE

45-Hour 2nd Renewal Package

45 Credit Hours

Home Study \$59

- California 8-Hour Survey Course
- California Foreclosures and Short Sales*
- Real Estate Finance Today*
- Protecting California Consumers from Real Estate Scams*

*Approved for Consumer Protection

*Approved for Consumer Protection

SAVE when you purchase an
ONDEMAND PACKAGE OR **HOME STUDY PACKAGE**

For full course descriptions visit KapRE.com/CACE



CAREER LAUNCHER

Take the *fast track to success* with our **Career Launcher** Packages!

See **page 5** for details.

ENROLL TODAY

www.KapRE.com/CALIC | www.KapRE.com/CACE
or call **800.951.7322**



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