

COLORADO

Real Estate Licensing & Continuing Education



Guiding you to success.

3 WAYS

to complete your education!

No two students' schedules are alike.

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 classes make it more convenient than ever to study for your real estate licensing exam or complete your continuing education hours. 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

Textbook Home Study

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

STEP-BY-STEP GUIDE

to obtaining a real estate license

STEP 1: Complete Your Required Education

Register for our **Broker Licensing Success Package**

168 Credit Hours

Live Online \$899 | **OnDemand \$799** | **Home Study \$599**

STEP 2: Schedule Your Colorado Broker Licensing Exam

PSI is the current exam vendor for the Division of Real Estate. Contact PSI Candidate Care Center at 800.733.9267 or www.psiexams.com to make an exam reservation.

STEP 3: Fingerprinting & Background Check

The Colorado Bureau of Investigation (CBI) must receive your fingerprints and run a routine background check before the state grants you a license to sell real estate. Appointments for fingerprints and background checks are available at the Denver and Colorado Springs locations.

STEP 4: Prepare for the Exam

Whether you are fresh out of school or have been away for many years, our organized programs will get you on track to pass the Colorado Broker Licensing Exam.

Colorado & National Exam Prep

0 Credit Hours

Live Online or **OnDemand \$199**

(Included in packages on pages 4 and 5)

STEP 5: Acquire Errors and Omissions (E&O) Insurance

You must have a current E&O insurance policy in place before obtaining an active license. Real Estate Broker insurance requirements can be found here: <https://www.colorado.gov/pacific/dora/node/93496>.

STEP 6: Apply for Your License

With the Colorado Broker Licensing Exam and course work completed, you will need to fill out some state-required paperwork. Applications are available at www.dora.state.co.us/real-estate.

PAY AS YOU GO

Kaplan has divided each of the licensing success programs into three sections. The "Pay As You Go" purchase option allows you to register and pay for each of the three sections as time and resources allow. **Call 800.276.7031 to learn more.**

COMPLETE 168-HOUR

Broker Licensing Success Packages

	Live Online \$899	OnDemand \$799	Home Study \$599
Instructor-Led Education	Live Online	Online Video	
Real Estate Textbook or PDF Library	Print	Print/PDF	Print
Interactive Study Group <i>Weekly Live Webinar</i>	✓	✓	✓
Colorado & National Exam Prep	✓	✓	✓
Complete Colorado Real Estate Drill and Practice QBank	✓	✓	✓

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

**For more information on broker packages, please visit www.KapRE.com/COBroker

Real Estate Textbook Library

Includes the following titles:

- Colorado Exam Prep Workbook
- Modern Real Estate Practice Textbook
- Modern Real Estate Practice Workbook
- National PSI Exam Prep Workbook
- Colorado Real Estate Manual
- Colorado Contracts and Forms Supplement
- Colorado Real Estate Principles Volume 1 Textbook
- Colorado Real Estate Principles Volume 2 Textbook

Interactive Study Group

Now included with **ALL** packages!

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

Interactive Study Groups cover national and state content in live webinars, designed to provide you with 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.

CAREER LAUNCHER PACKAGES

with **REAL ESTATE ACCELERATOR**

	Live Online \$1,099	OnDemand \$999	Home Study \$799
Instructor-Led Education	Live Online	Online Video	
Real Estate Textbook or PDF Library	Print	Print/PDF	Print
Interactive Study Group <i>Weekly Live Webinar</i>	✓	✓	✓
Colorado & National Exam Prep	✓	✓	✓
Complete Colorado Real Estate Drill and Practice QBank	✓	✓	✓
Real Estate Accelerator <i>Live Online Class</i>	✓	✓	✓

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

**For more information on broker packages, please visit www.KapRE.com/COBroker



Real Estate Accelerator

Live Online \$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

INCLUDED RESOURCES:

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

ACCELERATE YOUR CAREER TODAY!

Please see website for additional course dates.

LIVE ONLINE CLASSES | 9:00 AM-1:00 PM MT

JUL/AUG	SEP	OCT/NOV	DEC
Jul 31 & Aug 7 (Fri)	12 & 13 (Sat/Sun)	Oct 30 & Nov 6 (Fri)	12 & 13 (Sat/Sun)

Enroll Today at www.KapRE.com/COLIC

Weekday Live Online Classes

DAYTIME 9:00 am–12:00 pm MT				
COURSE	JUN/JUL	JUL/AUG	SEP/OCT	NOV/DEC
Law & Practice	Jun 3*, 8, 9, 10, 11, 12, 15, 16, 17, 18	Jul 22*, 27, 28, 29, 30, 31, Aug 3, 4, 5, 6	Sep 9*, 14, 15, 16, 17, 18, 21, 22, 23, 24	Oct 28*, Nov 2, 3, 4, 5, 6, 9, 10, 11, 12
Current Legal Issues	Jun 22	Aug 10	Sep 28	Nov 16
Contracts and Regulations	Jun 24, 25, 26, 29, 30, Jul 1	Aug 12, 13, 14, 17, 18, 19	Sep 30, Oct 1, 2, 5, 6, 7	Nov 18, 19, 20, 23, 24, 25
Practical Applications	Jul 6, 7	Aug 21, 24	Oct 9, 12	Nov 30, Dec 1
Trust Accounts and Record Keeping	Jul 8	Aug 25	Oct 13	Dec 2
Real Estate Closings	Jul 10, 13, 15	Aug 27, 28, 31	Oct 15, 16, 19	Dec 4, 7, 9

* The first date listed for live online *Law & Practice* classes will be a short orientation session only.

Weekday Live Online Exam Prep

DAYTIME 9:00 am–1:00 pm MT				
COURSE	JUL	SEP	OCT	DEC
Exam Prep	Jul 17, 20, 21	Sep 2, 4, 8	Oct 21, 23, 26	Dec 11, 14, 15

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/COLIC for the most recent information.

Weeknight Live Online Classes

EVENING 5:30 pm–8:30 pm MT				
COURSE	JUN/JUL	JUL/AUG	SEP/OCT	NOV/DEC
Law & Practice	Jun 10*, 15, 16, 17, 18, 22, 23, 24, 25, 29	Jul 27*, 28, 29, 30, Aug 3, 4, 5, 6, 10, 11	Sep 16*, 21, 22, 23, 24, 28, 29, 30, Oct 1, 5	Nov 5*, 9, 10, 11, 12, 16, 17, 18, 19, 23
Current Legal Issues	Jun 30	Aug 12	Oct 6	Nov 24
Contracts and Regulations	Jul 1, 2, 6, 7, 8, 9	Aug 13, 17, 18, 19, 20, 24	Oct 7, 8, 12, 13, 14, 15	Nov 25, 30, Dec 1, 2, 3, 7
Practical Applications	Jul 13, 14	Aug 25, 26	Oct 19, 20	Dec 8, 9
Trust Accounts and Record Keeping	Jul 15	Aug 27	Oct 21	Dec 10
Real Estate Closings	Jul 16, 20, 21	Aug 31, Sep 1, 2	Oct 22, 26, 27	Dec 14, 15, 16

* The first date listed for live online *Law & Practice* classes will be a short orientation session only.

Weeknight Live Online Exam Prep

EVENING 5:30 pm–9:30 pm MT				
COURSE	JUL	SEP	OCT	DEC
Exam Prep	Jul 22, 23, 24	Sep 3, 8, 9	Oct 28, 29, 30	Dec 17, 21, 22

ADDITIONAL STUDY TOOLS

Colorado & National Exam Prep

0 Credit Hours

Live Online or **OnDemand \$199**

Included in our Licensing Packages on pages 4 & 5.

This course is designed to ensure that you have no surprises on exam day. Kaplan's experienced instructors focus on "Hot Topic" subject areas that are likely to be tested. The course features an online pre- and post-diagnostic testing that measures your strengths and weaknesses by subject area; it will give you a prediction of your performance on the Colorado Broker Licensing Exam.

Don't hesitate—ENROLL TODAY!

Real Estate Math

0 Credit Hours

OnDemand \$29

Taking the real estate licensing exam is hard enough, but when you add 5 to 10 math problems, your ability to pass can depend on solving these math computations. This OnDemand video course will take you through the basics of real estate math all the way to some fairly demanding multi-step computational real estate math scenarios.

Complete Colorado Real Estate Drill and Practice QBank \$99

Included in our Licensing Packages on pages 4 & 5.

Package Includes:

- National PSI Drill and Practice QBank
- Colorado Real Estate Drill and Practice QBank

Features:

- Simulate licensing exams
- Customize exams by topics and subtopics
- View answer explanation

Real Estate Study Package \$49

To purchase, call 800.276.7031 or go to the Denver campus.

Package Includes:

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

LICENSE UPGRADE

New Employing Broker Rule A-27

Effective January 1, 2019, a real estate broker cannot act in the capacity of an employing broker without having first demonstrated that the broker possesses the required experience and knowledge adequate to qualify the broker to employ and supervise other brokers, as appropriate to the broker's area of supervision.

Please refer to DORA's website for the most up to date information on New Employing Broker Qualifications Rule A-27: <https://www.colorado.gov/dora/node/92816>

Brokerage Administration 1

24 UPGRADE Credit Hours

Textbook Home Study \$199

Upgrade your license to an Employing Broker with this 3-day course! You'll learn about the topics brokers must understand for trust accounting and broker supervision including: practical application of the law, rules, and sound business practices for the management, operation, and supervision of a real estate brokerage company. This course also provides an explanation of the functions and roles of the Real Estate Commission and the Division of Real Estate.

BONUS: Earn 12 hours of elective continuing education credit when you take this course!

- Complete a business plan to help prepare you to open your own business
- Understand and apply the requirements of record keeping and trust accounts
- Understand necessary components of an office policy
- Learn your responsibilities when supervising employed broker associates
- Learn the importance of independent contractor agreements
- The Real Estate Commission allows you to take this course once

Live Online Coming Soon!

Check website for more details.



CAREER toolbox

Please visit our **Career Toolbox**, the single-source for real estate related news and career information. Whether you are interested in entering the industry or are a veteran of the business, **we're here to help** you every step of the way.

www.KapRE.com/news

Colorado Continuing Education

All active real estate brokers are required to complete 24 hours of Commission-approved continuing education during a three-year license cycle.

Note: A newly licensed broker's license will expire at midnight on December 31 of the year in which the license was issued. During this initial licensing period, a newly licensed broker will not have any continuing education requirements. After the initial licensing period, the broker licensee will begin the 24 hours of continuing education in the three-year licensing cycle.

Three-Year License Cycle Continuing Education Requirements

Licensees must complete the following CE courses for a total of 24 hours over 3 years:

- 4 hours Annual Commission Update Course (1/year)
- 12 hours of elective courses

Transition License Cycle Continuing Education Requirements

To accommodate licensees during the transition period of 2018, 2019, and 2020, licensees may complete two different versions of the Annual Commission Update course, which will satisfy the 8 hours of required continuing education requirements. Licensees must also complete an additional 16 hours of elective continuing education course hours to meet the 24-hour continuing education requirement within the transition period.

Alternative to the Annual Commission Update Course

If any Annual Commission Update Course is missed during a license period, the licensee may complete one of the following options:

- Take and pass the state portion of the licensing exam
- Take the 24-hour Broker Reactivation course. This option is only available to be taken every other licensing cycle.
- Complete 48 hours of Colorado Contracts and Regulations and 24 hours in Real Estate Closings course equaling 72 hours.

Inactive License Continuing Education Requirements

If a licensee has been inactive for longer than three years/36 months, they MUST complete one of the following:

- Take and pass the state portion of the Broker licensing exam
- Complete 48 hours of Colorado Contracts and Regulations and 24 hours in Real Estate Closings course equaling 72 hours.

Note: Licensees must retain proof of completion of continuing education courses for a minimum of four years in the event that the Real Estate Commission performs an audit.

BEHIND ON CE?

Have an inactive or expired license?

Broker Reactivation Class

24 Credit Hours

Live Online Coming Soon! Check website for more details. **\$199**

The Colorado Real Estate Commission allows for you to complete your CE requirements and renew/reactivate your license through successful completion of the Broker Reactivation Course.

Complete all of your continuing education requirements for your 3-year renewal with this course. You'll review Colorado regulations and statutory relationships, brokerage relationship agreements, sales contracts, and issues in real estate contracting. This course is available to satisfy your complete CE requirement under the following conditions per the Colorado Real Estate Commission, if you fall into one of the following categories:

Active

Colorado real estate broker license and have fallen behind in CE requirements

Permitted for active licensees in lieu of the requirements of Rule B-2(a) and (a.1), but shall not be repeated in consecutive license cycles.

Inactive OR Expired

Colorado real estate broker license for up to 36 months

Permitted for licensees who have been inactive or expired for up to thirty-six (36) months, and who are unable to comply with education requirements listed in rule B-2(a) and (a.1).

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/COCE for the most recent information.

Colorado Contracts and Closings Package

72 Credit Hours

OnDemand \$399

Textbook Home Study \$299

Are you short on your continuing education hours? Did you miss one or more of the three required Annual Commission Update courses during your current license renewal cycle? If your license is active, inactive, or expired...we can help! These courses are part of our regularly scheduled broker licensing education programs.

This package includes the following courses:

- Colorado Contracts & Regulations
- Closings & Settlement

Satisfy your CE requirement for:

- This license cycle
- A missed Annual Commission Update

Learn the latest rules required by the Real Estate Commission:

- Information on forms, contracts, rules, regulations
- Review of how Settlement Statements and Closings work

REQUIRED**NEW! 2020 Annual Commission Update**

4 Credit Hours

Live Online or **OnDemand \$39**

The Annual Commission Update, required for every active licensee, is a 4-hour course. The course covers current Real Estate Commission rule changes, law changes, forms and contracts updates, and is designed to keep you in the know!

Under revised rules, every active licensee must take a minimum of 12 hours of Annual Commission Update course work (this course) each license cycle as part of your 24 hours of continuing education, and each Update course must be a different version.

If you take more than 12 hours of Annual Commission Update courses, the additional hours then count toward your 24 hours of required CE.

The Tiny House: Is it a Phase or Craze?

4 Credit Hours

Live Online \$39**OnDemand \$29**

Witness this emerging market segment as you learn about the new world of tiny house living. You'll learn the origin of the tiny house, different types of tiny houses, the structural elements, costs and considerations, valuation of property, and when a tiny house is considered real property. We'll also identify financing options specific to the tiny house and introduce you to tiny house communities developing across the country. The tiny house is a reflection of expressed values by a growing number of buyers today: simple living in natural surroundings and smaller more-efficient living spaces.

NEW! Liars, Cheaters, and Thieves: Averting Client Catastrophe

4 Credit Hours

Live Online or **OnDemand \$39****Protect your client and safeguard your real estate business and career!**

Can you name three of the top ten legal issues real estate professionals face today? This course enlightens you to all top ten issues, plus helps you navigate through the murky waters that can prevail when a clear understanding of real estate laws, statutes, and rulings is loosely or vaguely interpreted.

This class illuminates the issues that create problems in real estate transactions. You will learn to identify what constitutes negligence, and when it is fraud. You'll sharpen your understanding of what happens when a client makes a Breach of Contract claim, and how to avoid misleading statements that can have disastrous ramifications for you, your client, and your business. Your expert instructor will lead you through case studies to identify critical issues, determine what happened, discuss how the situation could have been handled appropriately, and learn how to resolve the conflict legally and within the scope of the law. Prepare for real-life real estate and avoid risky business mistakes in this essential course.

LIVE ONLINE SCHEDULES

on pages 14-15

8-HOUR Broker CE Packages**8-HOUR
LIVE ONLINE CE
PACKAGE 1****The Tiny House:
Is it a Phase or Craze? with ACU
Live Online Package**(8 Credit Hours) **\$75****8-HOUR
ONDEMAND CE
PACKAGE 1****Liars, Cheaters, and Thieves:
Averting Client Catastrophe
with ACU
Online Video OnDemand Package**(8 Credit Hours) **\$55****8-HOUR
ONDEMAND CE
PACKAGE 2****The TRUMP Tax Cuts and Jobs Act
and its Effect on Real Estate
with ACU
Online Video OnDemand Package**(8 Credit Hours) **\$55****8-HOUR
ONDEMAND CE
PACKAGE 3****Avoiding Deceptive Practices
with ACU
Online Video OnDemand Package**(8 Credit Hours) **\$55**

DATE(S)	COURSE	STATE OR NATIONAL	TIME	CREDITS
JULY				
13	2020 Annual Commission Update	Colorado	9:00 am–1:00 pm MT	4
22	2020 Annual Commission Update	Colorado	1:00 pm–5:00 pm MT	4
23	The Tiny House: Is it a Phase or Craze?	National	1:00 pm–5:00 pm CST	4
AUGUST				
6	2020 Annual Commission Update	Colorado	1:00 pm–5:00 pm MT	4
12	Liars, Cheaters, and Thieves: Averting Client Catastrophe	National	9:00 am–1:00 pm CST	4
18	2020 Annual Commission Update	Colorado	9:00 am–1:00 pm MT	4
SEPTEMBER				
2	2020 Annual Commission Update	Colorado	12:30 pm–4:30 pm MT	4
15	2020 Annual Commission Update	Colorado	9:00 am–1:00 pm MT	4
OCTOBER				
1	2020 Annual Commission Update	Colorado	8:30 am–12:30 pm MT	4
8	Liars, Cheaters, and Thieves: Averting Client Catastrophe	National	1:00 pm–5:00 pm CST	4
13	2020 Annual Commission Update	Colorado	12:30 pm–4:30 pm MT	4
27	2020 Annual Commission Update	Colorado	12:30 pm–4:30 pm MT	4
NOVEMBER				
2	2020 Annual Commission Update	Colorado	12:30 pm–4:30 pm MT	4
9	The Tiny House: Is it a Phase or Craze?	National	8:30 am–12:30 pm CST	4
12	2020 Annual Commission Update	Colorado	8:30 am–12:30 pm MT	4
16	2020 Annual Commission Update	Colorado	8:30 am–12:30 pm MT	4
18	2020 Annual Commission Update	Colorado	12:30 pm–4:30 pm MT	4

DATE(S)	COURSE	STATE OR NATIONAL	TIME	CREDITS
DECEMBER				
1	2020 Annual Commission Update	Colorado	8:30 am–12:30 pm MT	4
2	2020 Annual Commission Update	Colorado	12:30 pm–4:30 pm MT	4
8	2020 Annual Commission Update	Colorado	8:30 am–12:30 pm MT	4
9	Liars, Cheaters, and Thieves: Averting Client Catastrophe	National	9:00 am–1:00 pm CST	4
10	2020 Annual Commission Update	Colorado	12:30 pm–4:30 pm MT	4
18	2020 Annual Commission Update	Colorado	8:30 am–12:30 pm MT	4
21	The Tiny House: Is it a Phase or Craze?	National	8:30 am–12:30 pm CST	4
28	2020 Annual Commission Update	Colorado	12:30 pm–4:30 pm MT	4
29	2020 Annual Commission Update	Colorado	8:30 am–12:30 pm MT	4
30	2020 Annual Commission Update	Colorado	8:30 am–12:30 pm MT	4

Please note some of the CE courses are listed in Central Time.

Colorado Real Estate Continuing Education Classes are also available à la carte.

À la carte pricing: 24 Credit Hours \$199 | 4 Credit Hours \$39

Please check our website for class descriptions and schedules:

www.KapRE.com/COCE



REAL ESTATE EDUCATION
Official Prelicensing
Provider of the



colorado association of
REALTORS[®]

We've committed over 60 years to educating real estate licensees in Colorado. In fact, **we're the official licensing education provider of the Colorado Association of REALTORS[®]**—the state's largest association of real estate professionals!

For a full list of upcoming
CE courses, visit
www.KapRE.com/COCE

ENROLL TODAY

www.KapRE.com/COLIC | www.KapRE.com/COCE
or call **800.276.7031**

KAPLAN[®] REAL ESTATE
EDUCATION

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