MINNESOTA

Real Estate Licensing Education

Guiding you to success.

2020
JANUARY–JUNE

The Only Education Provider Offering Live and OnDemand courses!
ENROLL TODAY @ www.KapRE.com/MNLIC | 888.523.1092
VETERANS!
Use your GI Bill®
education benefits
at Kaplan Real Estate
Education in Minnesota!

Veterans eligible for education benefits under Chapter 30, Chapter 33, Chapter 35, and Chapter 1606 are entitled to receive benefits on approved Minnesota live licensing courses at Kaplan Real Estate Education—Minnesota Campus only.

Veterans eligible for Chapter 33 may receive benefits covering up to 100% of their tuition on approved Minnesota live licensing courses at Kaplan Real Estate Education—Minnesota Campus only. Chapter 33 veterans will be able to attend class, for up to 90 days, while waiting for the VA to make tuition payments, provided the student submits their certificate of eligibility to Kaplan at the time of registration.

Students will be required to pay for the difference between the total amount of tuition and the amount of the VA education benefit disbursement.

GI Bill® is a registered trademark of the U.S. Department of Veterans Affairs (VA). More information about education benefits offered by the VA is available at the official U.S. government website at https://www.benefits.va.gov/gibill.

3 WAYS to complete your education!

Your Choice!

OnDemand Video

Our industry-leading video OnDemand lecture format allows you to access professional instruction anytime and anywhere you have an Internet connection.

• Our expert instructors go in-studio to create a dynamic learning experience.
• Our OnDemand courses educate, engage, enlighten, and entertain, with studio and "in the field" videos.
• Start, stop, pause, and rewind each video lesson or segment as often as you like.

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

Live Classroom

If you prefer dynamic, interactive presentations, and a set classroom schedule, this option is for you. Learn from the industry's best instructors at one of our Learning Centers:

**Bloomington**
South Loop Office Center
2051 Killebrew Drive, Suite 110
Bloomington, MN 55425

**St. Paul**
Atrium Office Building (East Entrance)
1295 Bandana Blvd. North, Suite 245
St. Paul, MN 55108

New hybrid!
Live Classroom & OnDemand

Combined OnDemand and Live Classroom package. See details on page 4.

YOUR STEP-BY-STEP GUIDE to obtaining a real estate license

**STEP 1:** Register for Your Courses
Save by purchasing all of your courses in one of three convenient packages.

**Minnesota Salesperson Complete Prelicense Packages**

- **Live Classroom Package $899**
- **Hybrid Package $789**
- **OnDemand Package $729**

**STEP 2:** Complete Course I
Course 1 must be completed prior to taking the Minnesota Real Estate Exam.

**STEP 3:** Preregister for Your License Exam

- Visit [www.pearsonvue.com](http://www.pearsonvue.com)
- Go to 'For Test Takers' > 'Schedule an Exam'
- Select program: Minnesota Department of Commerce
- Download "Real Estate Candidate Handbook"

**STEP 4:** Attend Real Estate Exam Prep
Our students say this class is an extremely accurate and valuable tool that helped them pass the exam the first time.

- OnDemand or Live Classroom $99 (Included in complete packages)

**STEP 5:** Successfully Complete the Exam
Exam includes:

- 80 question National/General Exam
- 50 question State Law Exam
*Both parts must be passed before completing course II and III

Visit [https://www.kapre.com/real-estate-courses/minnesota/mn-licensing-exam-info](https://www.kapre.com/real-estate-courses/minnesota/mn-licensing-exam-info) for more information on what to expect on exam day.

**STEP 6:** Complete Course II and Course III
Keep moving toward your new career by attending these required courses immediately after taking the licensing exam.

**STEP 7:** Apply for Your License
Your employing broker will help you complete and submit your license application.

Enroll Today @ [www.KapRE.com/MNLIC](http://www.KapRE.com/MNLIC) | 888.523.1092
# Prelicensing Packages

## Most Popular!

<table>
<thead>
<tr>
<th></th>
<th>Live Classroom</th>
<th>Hybrid</th>
<th>OnDemand</th>
</tr>
</thead>
<tbody>
<tr>
<td>Instructor-Led Education</td>
<td>$899</td>
<td>$789</td>
<td>$729</td>
</tr>
<tr>
<td>Real Estate Textbook Library</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Interactive Study Group Weekly Live Webinar</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Exam Prep</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
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</tbody>
</table>

### Interactive Study Groups

Our UNIQUE Learning Tool

**Weekly Live Webinar included with OnDemand Course**

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

**Interactive Study Groups** are 1-hour instructor-led webinars, and are included with your OnDemand prelicensing courses. These Q & A learning events are held every Tuesday and Thursday evening.

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

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# Career Launcher Packages with Real Estate Accelerator

## Most Popular!

<table>
<thead>
<tr>
<th></th>
<th>Live Classroom</th>
<th>OnDemand</th>
</tr>
</thead>
<tbody>
<tr>
<td>Instructor-Led Education</td>
<td>$1,098</td>
<td>$928</td>
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<tr>
<td>Real Estate Textbook Library</td>
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<tr>
<td>Interactive Study Group Weekly Live Webinar</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Exam Prep</td>
<td>✔</td>
<td>✔</td>
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**Real Estate Accelerator**

**Live Classroom or Live Online $399**

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

**Accelerate Your Career Today and Earn 3.75 Hours of Continuing Education**

### Live Classroom Dates

<table>
<thead>
<tr>
<th>LOCATION</th>
<th>MONTH</th>
<th>DAY</th>
<th>TIME</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bloomington</td>
<td>February</td>
<td>13</td>
<td>8:00 am–5:30 pm</td>
</tr>
<tr>
<td>St. Paul</td>
<td>May</td>
<td>7</td>
<td>8:00 am–5:30 pm</td>
</tr>
</tbody>
</table>

Please see website for additional course dates.

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.

### Live Online Courses | 10:00 AM–2:00 PM

<table>
<thead>
<tr>
<th>JAN</th>
<th>MAR</th>
<th>MAY</th>
<th>JUN</th>
</tr>
</thead>
<tbody>
<tr>
<td>10 &amp; 17 (Fridays)</td>
<td>7 &amp; 8 (Sat/Sun)</td>
<td>1 &amp; 8 (Fridays)</td>
<td>20 &amp; 21 (Sat/Sun)</td>
</tr>
</tbody>
</table>

Let Kaplan be your partner in success.

Enroll Today @ www.KapRE.com/MNLIC | 888.523.1092
REQUIRED
Minnesota 30-Hour Salesperson Prelicense Course I
30 Credit Hours
OnDemand $249
Live Classroom $289
This exam-focused 30-hour course is the first of three courses you need to successfully complete the 90-hour education requirement on your way to getting a Minnesota real estate salesperson license.

Topics Include:
- The nature, description, and use of real estate
- Rights and interests in land
- Ownership and title transfer
- Recordation, abstracts, and title insurance
- Government programs and appraisal
- Real estate contracts
- Basic real estate math
- Mortgages and lending practices
- Government programs and appraisal
- The client/broker relationship
- Minnesota license law

Each course starts with a diagnostic pre-test that allows you to discover your strengths and weaknesses, followed by a comprehensive review. Finish with a post-test to fine tune your skills and identify any areas to study.

Exam prep is not approved prelicense education. Exam Prep may be taken Live or OnDemand.

This course has been approved by the Minnesota Commissioner of Commerce for real estate prelicense education.

OPTIONAL/RECOMMENDED
Minnesota Salesperson Exam Prep
0 Credit Hours
OnDemand $99
Live Classroom $99
Included in the Minnesota 30-Hour Salesperson Prelicense Course I with Exam Prep Package!

Decades of preparation have gone into the finest exam prep courses on the market today. These courses provide laser-focused review of exam content delivered by the industry’s best instructors to ensure that you have no surprises on test day.

Exam prep is not approved prelicense education. Exam Prep may be taken Live or OnDemand.

REQUIRED
Minnesota 30-Hour Salesperson Prelicense Course II
30 Credit Hours | Prerequisite: Course I
OnDemand $249
Live Classroom $289

The course begins with an introduction to your career in real estate and quickly moves into the practice of real estate. Instructed by industry experts, you leave this course with a solid foundation in the practical application of today’s typical real estate contracts.

Topics Include:
- Career opportunities, selecting a company, traits and skills that contribute to success
- Understanding agency and representation
- How to conduct a walk-through and perform a competitive market analysis
- How to make a listing presentation and prepare a seller’s expense sheet
- How to represent buyers
- Conventional financing options
- Buyer mortgage qualification and consumer protection laws
- How to prepare and present a buyer’s expense worksheet
- Additional financing alternatives—cash, contract for deed, and assumptions
- How to write and present your first Purchase Agreement

This course has been approved by the Minnesota Commissioner of Commerce for real estate prelicense education.

REQUIRED
Minnesota 30-Hour Salesperson Prelicense Course III
30 Credit Hours | Prerequisite: Course I & II
OnDemand $249
Live Classroom $289

In Course III, you will learn to market and sell a listing, along with how to successfully manage a sale through critical steps that must be completed in order for the property to close. In addition, our industry experts help you create a working business plan to successfully launch your real estate career.

Topics Include:
- Marketing real estate
- Servicing and selling your listing
- How to get from the sale to closing
- Beyond the single-family home: condos, town homes, and residential leasing
- Short sales and foreclosures
- Houses: construction and architectural styles
- Launching your real estate career

After completing Course I, Course II, and Course III, and passing the Minnesota Real Estate Exam, apply for your license with a Minnesota real estate brokerage.

This course has been approved by the Minnesota Commissioner of Commerce for real estate prelicense education.

Success is enjoying what you do.
Course I Plus Exam Prep

Minnesota 30-Hour Salesperson Prelicense Course I with Exam Prep Package

30 Credit Hours
OnDemand $309
Live Classroom $369
Exam Prep class Included with purchase of package!

This course has been approved by the Minnesota Commissioner of Commerce for real estate prelicense education. Exam prep is not approved prelicense education.

This package contains all of the required education you need to sit for the Minnesota License Exam coupled with our dynamic exam preparation course that will provide the confidence you need on exam day! Included in this package are the Minnesota 30-Hour Salesperson Prelicense Course I and our premier Exam Prep course. Not only will the package prepare you to successfully pass your licensing exam, it will lay the foundation for a career in real estate.

Includes:
- Minnesota 30-Hour Salesperson Prelicense Course I
- Minnesota Salesperson Exam Prep
- Textbooks & Workbooks—Upon enrollment, you will be shipped the following:
  - Modern Real Estate Practice Textbook & Workbook
  - Minnesota Real Estate Principles Textbook
  - Minnesota Real Estate Exam Prep Workbook
  - National Pearson VUE Exam Prep Workbook

Minnesota Salesperson Real Estate Exam Prep

Once you complete Course I, you can take our Minnesota Exam Prep course. Kaplan has the best online and live classroom exam prep courses in the industry, providing a focused review of exam content delivered by instructors with real-world experience. With several options to choose from, you’re sure to find a course that fits your specific needs and schedule.

- OnDemand Exam Prep Course: Online instructor-led video format allows you to fast-forward, pause, or repeat the course as often as you like.
- Live Classroom Exam Prep Course: Traditional in-class exam prep gives you access to an expert instructor. Classes are offered at various times at our St. Paul and Bloomington locations to fit into your busy schedule.

No matter which format you choose, we’ll deliver a learning experience that builds on your strengths...leading to better outcomes on exam day.

"Kaplan has an exceptional exam prep course."

—Jeff S.

Brokers Course—Live or NEW OnDemand Video

30-Hour Minnesota Prelicense Broker Course with Exam Prep Package

30 Credit Hours
NEW! OnDemand $289
Live Classroom $344
Complimentary Exam Prep INCLUDED with the 30-hour Broker Course

This course has been approved by the Minnesota Commissioner of Commerce for real estate prelicense education. Exam prep is not approved prelicense education.

Prepare for the Minnesota broker licensing exam with this all-inclusive package. This premium Minnesota Broker licensing package is created to give you the most effective licensing education and exam practice possible. Not only will this package prepare you to successfully pass your broker licensing exam, it will also help move your career to the next level.

Topics include:
- Forms of business and Personnel Regulations
- Income Taxation and Investments
- Common Law Agency Issues
- Minnesota License Law, Trust Accounts, and Disclosures
- Real Property, Government Controls, Ownership, and Conveyances
- Property Liens an Protections
- Appraisal, Financing, Consumer Protection Laws
- Contracts and Closing

**DAYTIME | 8:30 am–5:00 pm**

<table>
<thead>
<tr>
<th>LOCATION</th>
<th>BROKER COURSE SCHEDULE</th>
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<tbody>
<tr>
<td>St. Paul</td>
<td>Jan 21–24</td>
</tr>
<tr>
<td>Bloomington</td>
<td>Feb 17–20</td>
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<tr>
<td>Bloomington</td>
<td>Apr 20–23</td>
</tr>
<tr>
<td>St. Paul</td>
<td>May 11–14</td>
</tr>
<tr>
<td>Bloomington</td>
<td>Jun 22–25</td>
</tr>
</tbody>
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"Kaplan made getting my real estate license easy and enjoyable. I enjoyed the casual interaction between instructors and the real life experiences that each instructor shared."

—Brenda R.
### COURSE I and EXAM PREP Schedules

<table>
<thead>
<tr>
<th>DAYTIME</th>
<th>MINNESOTA LOCATIONS</th>
<th>COURSE I 9:00 am–4:00 pm</th>
<th>EXAM PREP 8:30 am–5:00 pm</th>
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<tbody>
<tr>
<td><strong>MINNESOTA LOCATIONS</strong></td>
<td>Bloomington</td>
<td>Dec 9–12</td>
<td>Dec 16–17</td>
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<td>Bloomington</td>
<td>Jan 13–16</td>
<td>Jan 21–22</td>
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<tr>
<td>Bloomington</td>
<td>Feb 3–6</td>
<td>Feb 10–11</td>
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<tr>
<td>Bloomington</td>
<td>Feb 24–27</td>
<td>Mar 2–3</td>
<td></td>
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<tr>
<td>Bloomington</td>
<td>Mar 16–19</td>
<td>Mar 23–24</td>
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<tr>
<td>Bloomington</td>
<td>Apr 6–9</td>
<td>Apr 13–14</td>
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<tr>
<td>Bloomington</td>
<td>Apr 27–30</td>
<td>May 4–5</td>
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<tr>
<td>Bloomington</td>
<td>May 18–21</td>
<td>May 26–27</td>
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<tr>
<td>Bloomington</td>
<td>Jun 8–11</td>
<td>Jun 15–16</td>
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<tr>
<td>Bloomington</td>
<td>Jun 29–Jul 2</td>
<td>Jul 6–7</td>
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<tr>
<th>WEEKEND</th>
<th>MINNESOTA LOCATIONS</th>
<th>COURSE I 8:30 am–5:00 pm</th>
<th>EXAM PREP 8:30 am–5:00 pm</th>
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<tbody>
<tr>
<td>Bloomington</td>
<td>Jan 4–5 &amp; 11–12</td>
<td>Jan 18–19</td>
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<tr>
<td>Bloomington</td>
<td>Feb 22–23 &amp; Feb 29–Mar 1</td>
<td>Mar 7–8</td>
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<td>Bloomington</td>
<td>Apr 18–19 &amp; 25–26</td>
<td>May 2–3</td>
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<tr>
<td>Bloomington</td>
<td>Jun 13–14 &amp; 20–21</td>
<td>Jun 27–28</td>
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<table>
<thead>
<tr>
<th>EVENING</th>
<th>MINNESOTA LOCATIONS</th>
<th>COURSE I 6:15 pm–9:30 pm</th>
<th>EXAM PREP 6:15 pm–10:00 pm</th>
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<tbody>
<tr>
<td>Bloomington</td>
<td>Feb 10–13 &amp; 17–20</td>
<td>Feb 24–27</td>
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### COURSE II and COURSE III Schedules

<table>
<thead>
<tr>
<th>DAYTIME</th>
<th>MINNESOTA LOCATIONS</th>
<th>COURSE II 8:30 am–5:00 pm</th>
<th>COURSE III 8:30 am–5:00 pm</th>
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<tbody>
<tr>
<td><strong>MINNESOTA LOCATIONS</strong></td>
<td>Bloomington</td>
<td>Jan 6–9</td>
<td>Jan 13–16</td>
</tr>
<tr>
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<td>Jan 27–30</td>
<td>Feb 3–6</td>
<td></td>
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<tr>
<td>Bloomington</td>
<td>Feb 17–20</td>
<td>Feb 24–27</td>
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<tr>
<td>Bloomington</td>
<td>Mar 9–12</td>
<td>Mar 16–19</td>
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<tr>
<td>Bloomington</td>
<td>Mar 30–Apr 2</td>
<td>Apr 6–9</td>
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<tr>
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<td>Apr 20–23</td>
<td>Apr 27–30</td>
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<tr>
<td>Bloomington</td>
<td>May 11–14</td>
<td>May 18–21</td>
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<tr>
<td>Bloomington</td>
<td>Jun 1–4</td>
<td>Jun 8–11</td>
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<tr>
<td>Bloomington</td>
<td>Jul 13–16</td>
<td>Jul 20–23</td>
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</table>

### 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/MNLIC for the most recent information.

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### Same Great Locations!

**Bloomington**
South Loop Office Center
2051 Killebrew Drive, Suite 110
Bloomington, MN 55425

**St. Paul**
Atrium Office Building (East Entrance)
1295 Bandana Blvd. North, Suite 245
St. Paul, MN 55108

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THE MOST ADVANCED
REAL ESTATE LICENSING
EDUCATION AVAILABLE

ENROLL TODAY

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or call 888.523.1092

Take the fast track to success with our Career Launcher Packages!
See page 5 for details.