

NORTH CAROLINA

Continuing Education

NEW
Live Online
Class Dates!

***J.Y. MONK IS NOW
KAPLAN REAL ESTATE EDUCATION!***

- **GENUP**
- **BICUP**

2021
JANUARY-JUNE

ENROLL TODAY at www.KapRE.com/NCCE | 877.792.4317

4 WAYS

to complete your education!

We know everyone learns differently. That's why we offer multiple options to not only help you meet your educational requirements but also allow you to take your classes when it works best for your schedule. All learning options offer the same **high-quality curriculum and outstanding instructors** to help you succeed throughout every stage of your career. **The choice is yours!**

Live Online

Attend live classes from the comfort of your home or office! Live Online courses make it more convenient than ever to complete your continuing education.

- 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!*

Live Classroom

If you work best with set class times and are looking for in-person interaction with instructors and classmates, this option is for you. Please visit www.KapRE.com/NCCE for more information on live class schedules that are available near you.

OnDemand Video

Looking for a more flexible schedule? Try our industry-leading OnDemand Video lecture format. Access professional instruction on your schedule!

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

Online

Designed for students who prefer self-paced interactive online content, these courses allow you to follow your path to success in a convenient online format.

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

YOUR **NORTH CAROLINA**

real estate experts

Kaplan Real Estate Education, formerly J.Y. Monk Real Estate School

Kaplan has been an educational partner of J.Y. Monk since 2010 and changed its name to Kaplan Real Estate Education in 2019. As of December 31, 2020, we have fully integrated all the J.Y. Monk Real Estate School offerings on our website, kapre.com. What does this mean for you? Nothing!

As the provider of your real estate broker licensing and continuing education courses, Kaplan is committed to offering the same reliable instructors and education designed to help you achieve success in your career. We are excited to continue bringing you the very best in real estate education!



"I was skeptical of online schools and concerned about it falling short of my needs. However, I was completely satisfied. The process was flawless. Everything I needed was available to me. The content was very up to date."

— Joanne N.

We offer a wide variety of delivery formats for your **2021 GENUP course**. We have packages designed to not only meet your continuing education requirements but also to offer you flexibility in your elective course. **Kaplan Real Estate Education** is here to be your partner in success and support you every step of the way.

2020–2021 GENUP Course

Live Classroom | Live Online—\$69

The *2020–2021 General Update (GENUP) Course* is a 4-hour course written by the North Carolina Real Estate Commission. This course must be completed by all non-BIC or non-BIC-eligible North Carolina real estate licensees who wish to renew their licenses for the 2020–2021 license year.

Topics Covered:

- Fair Housing
- Contracts
- Cybersecurity
- Law and Rules Updates
- Licensing and Education

COMPLETE ALL 8 HOURS of required CE with one of Kaplan's convenient packages!

GENUP + Elective Packages:

GENUP & Due Diligence Removes All Doubt

Live Online \$133 (8 Credit Hours)

GENUP & Everyday Ethics in Real Estate

Live Online \$133 (8 Credit Hours)

GENUP & OnDemand Avoiding Deceptive Practices

Choose your **Live Online** GENUP course + **OnDemand** Elective | \$123 (8 Credit Hours)

BUILD YOUR OWN **CE PACKAGE**

GENUP + ANY ONLINE 4-Hour Elective! \$133 (8 Credit Hours)

Call-in offer only: 877.792.4317

All online CE must be completed within 30 days of purchase or by June 10.

LIVE ONLINE GENUP CLASSES & DUE DILIGENCE REMOVES ALL DOUBT

SEE BELOW FOR CLASS DATES.
ALL GENUP CLASS TIMES ARE 8:30 AM-12:30 PM AND DUE DILIGENCE REMOVES ALL DOUBT IS FROM 1:30-5:30 PM.

Tuesday, January 12

Saturday, January 23

Wednesday, January 27

Tuesday, February 9

Saturday, February 20

Wednesday, February 24

Tuesday, March 9

Thursday, March 11

Sunday, March 21

Wednesday, March 24

Tuesday, April 13

Thursday, April 15

Sunday, April 25

Wednesday, April 28

Saturday, May 1

Tuesday, May 4

Thursday, May 6

Saturday, May 8

Wednesday, May 12

Friday, May 14

Wednesday, May 19

Friday, May 21

Sunday, May 23

Wednesday, June 2

Friday, June 4

Sunday, June 6

Tuesday, June 8

Thursday, June 10

LIVE ONLINE GENUP CLASSES & EVERYDAY ETHICS IN REAL ESTATE

SEE BELOW FOR CLASS DATES.
ALL GENUP CLASS TIMES ARE 8:30 AM-12:30 PM AND EVERYDAY ETHICS IN REAL ESTATE IS FROM 1:30-5:30 PM.

Wednesday, May 26

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, please visit www.KapRE.com/NCCE.

We offer a wide variety of delivery formats for your **2021 BICUP course**. We have packages designed to not only meet your continuing education requirements but also to offer you flexibility in your elective course. **Kaplan Real Estate Education** is here to be your partner in success and support you every step of the way.

2020–2021 BICUP Course

Live Classroom | **Live Online**—\$69

The *2020–2021 Broker-in-Charge Update Course (BICUP)* is a 4-hour course written by the North Carolina Real Estate Commission. This course must be completed by all BIC or BIC-eligible North Carolina real estate licensees who wish to renew their licenses for the 2020–2021 license year.

Topics Covered:

- Fair Housing
- Contracts
- Cybersecurity
- Provisional Brokers on a Team
- Law and Rules Updates
- Licensing and Education

COMPLETE ALL 8 HOURS of required CE with one of Kaplan's convenient packages!

BICUP + Elective Packages:

BICUP & Due Diligence Removes All Doubt

Live Online \$133 (8 Credit Hours)

BICUP & Everyday Ethics in Real Estate

Live Online \$133 (8 Credit Hours)

BICUP & OnDemand Avoiding Deceptive Practices

Choose your **Live Online** BICUP course + **OnDemand** Elective | \$123 (8 Credit Hours)

BUILD YOUR OWN **CE PACKAGE**

BICUP + ANY ONLINE 4-Hour Elective! \$133 (8 Credit Hours)

Call-in offer only: 877.792.4317

All online CE must be completed within 30 days of purchase or by June 10.

LIVE ONLINE BICUP CLASSES & DUE DILIGENCE REMOVES ALL DOUBT

SEE BELOW FOR CLASS DATES.
ALL BICUP CLASS TIMES ARE 8:30 AM-12:30 PM AND
DUE DILIGENCE REMOVES ALL DOUBT IS FROM 1:30-5:30 PM.

Thursday, January 14
Sunday, January 24
Thursday, February 11
Sunday, February 21
Wednesday, March 10
Saturday, March 20
Tuesday, March 23
Wednesday, April 14
Saturday, April 24
Tuesday, April 27
Sunday, May 2
Wednesday, May 5
Friday, May 7
Tuesday, May 11
Thursday, May 13
Tuesday, May 18
Thursday, May 20
Saturday, May 22
Tuesday, May 25
Tuesday, June 1
Thursday, June 3
Saturday, June 5
Monday, June 7
Wednesday, June 9

LIVE ONLINE BICUP CLASSES & EVERYDAY ETHICS IN REAL ESTATE

SEE BELOW FOR CLASS DATES.
ALL BICUP CLASS TIMES ARE 8:30 AM-12:30 PM
AND EVERYDAY ETHICS IN REAL ESTATE IS FROM 1:30-5:30 PM.

Thursday, January 28
Friday, February 26
Thursday, March 25
Thursday, April 29

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, please visit www.KapRE.com/NCCE.

NEW!

Due Diligence Removes All Doubt | \$69 (4 Credit Hours)

Live Online

Buying and selling real estate can be confusing because of the buyer's and/or seller's lack of understanding of the process and the unique language that is associated with the real estate industry. There are three terms that seem to generate the most confusion for buyers, sellers, and agents: *earnest money deposit*, *option fee*, and *due diligence fee*. In this course, we will delve deeper into those terms.

NEW!

Everyday Ethics in Real Estate | \$69 (4 Credit Hours)

Live Online

In this course, you will delve into the concept of ethics for real estate professionals. Specifically, you will examine the common ethical issues you may encounter in your real estate career. This course satisfies the National Association of REALTORS®'s ethics requirements for new members and continuing members' biennial ethics training.

NEW!

Avoiding Deceptive Practices | \$69 (4 Credit Hours)

OnDemand

This course is designed to provide you with the knowledge and information you need to protect consumers and to fulfill the disclosure and transparency requirements of federal law and regulations by avoiding business practices that can result in consumer confusion and deception.

Additional continuing education electives and course schedules are available on our website!

Brokers can visit www.KapRE.com/GENUP

BICs can visit www.KapRE.com/BICUP

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.

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*.

PLEASE NOTE: All students must purchase the North Carolina Real Estate Manual through the North Carolina Real Estate Commission. This text is not included in Kaplan courses and packages.



**“Kaplan gives you all the tools you need to be successful!
The teachers are great, and the exam prep is even better!
Highly recommended.”**

— Trinity M.



J.Y. Monk is now officially



We are here to safely guide you through every step of your real estate career.



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