

MINNESOTA

Real Estate Licensing Education

NEW
Live Online
Class Dates!



Your Partner in Success

WELCOME VETERANS!

See page 2 for special benefits.

2021

JANUARY-JUNE

ENROLL TODAY at www.KapRE.com/MNLIC | 888.523.1092

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 study for your real estate licensing exam.

- 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/MNLIC for more information on live class schedules that are available near you.

Bloomington
2051 Killebrew Dr
Bloomington, MN 55425

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.*

Live & OnDemand *Hybrid*

Get the best of both worlds! This hybrid package combines our Live Classroom or Live Online classes with our OnDemand Video instruction. Experience live education and interaction with your instructor combined with the opportunity to be more flexible in your schedule with OnDemand courses.

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

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 Online licensing classes offered by Kaplan Real Estate Education.

Visit www.KapRE.com/MNLIC for more details.

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 \$999

Live Online Package \$899

Hybrid Package (Live Classroom and OnDemand) \$829

Hybrid Package (Live Online and OnDemand) \$789

OnDemand Package \$729

STEP 2: Complete Course I

Course I must be completed prior to taking the Minnesota Real Estate Exam.

STEP 3: Preregister for Your License Exam

- Visit **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, Live Online, 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

Visit **<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.

PRELICENSING

packages

We offer a wide variety of prelicensing packages designed to not only meet the requirements to obtain your license but to also help you start a successful career in real estate. Choose the delivery format that works best for you and your schedule. Kaplan Real Estate Education is here to be your partner in success and support you every step of the way.

	Career Launcher Package	Complete Package	Course I With Exam Prep
Delivery Options	Live Classroom \$1,199 Live Online \$1,099 OnDemand \$929	Live Classroom \$999 Live Online \$899 Hybrid (Live Classroom): \$829 Hybrid (Live Online): \$789 OnDemand \$729	Live Classroom \$389 Live Online \$369 OnDemand \$309
Required 30-Hour Salesperson Prelicense Course I	✓	✓	✓
Required 30-Hour Salesperson Prelicense Course II	✓	✓	
Required 30-Hour Salesperson Prelicense Course III	✓	✓	
Real Estate Textbook Library	✓	✓	✓
Interactive Study Group	✓	✓	✓
Exam Prep	✓	✓	✓
Career Mentor Live Online Connect	✓	✓	✓
Real Estate Accelerator	✓		

WHAT MAKES KAPLAN'S PACKAGES UNIQUE?

In addition to the outstanding education and first-rate instructors that come with your Kaplan Real Estate Education courses, our packages include unique opportunities to not only help you prepare for your exam but also to teach you how to be successful in your real estate career.

Interactive Study Groups

Weekly Live Webinar included with ALL Courses*

Your success on the licensing exam depends on your full understanding of key topics and concepts. That's why we developed **Interactive Study Groups** for our students! Interactive Study Groups are instructor-led webinars and are included with all of your prelicensing courses. These Q&A-style learning events are held every Tuesday and Thursday evening.

Career Mentor Live Online Connect

Expand your knowledge beyond understanding the principles and practices of real estate. These weekly online sessions are held on Monday evenings to help you create a successful foundation for your real estate career.



Real Estate Accelerator

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

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

REQUIRED

Minnesota 30-Hour Salesperson Prelicense Course I

30 Credit Hours

OnDemand \$249

Live Online \$299

Live Classroom \$319

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
- The client/broker relationship
- Minnesota license law

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

Live Online | Live Classroom |

OnDemand \$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.

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.

“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.

REQUIRED**Minnesota 30-Hour Salesperson
Prelicense Course II**

30 Credit Hours | Prerequisite: Course I

OnDemand \$249**Live Online \$299****Live Classroom \$319**

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, and 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 | Prerequisites: Courses I & II

OnDemand \$249**Live Online \$299****Live Classroom \$319**

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.

Courses are available to purchase individually or as part of a package. See page 4 to compare package options. Visit us online at www.KapRE.com/MNLIC to enroll or see additional broker prelicense and package course options.

Weekday and Weekend courses available!

COURSE 1 and EXAM PREP Schedules

LIVE ONLINE - WEEKDAY	
COURSE 1 8:30 AM-5:00 PM	EXAM PREP 8:30 AM-5:00 PM
January 11-14	January 19-20
February 8-11	February 15-16
March 8-12	March 15-16
May 3-6	May 10-11
June 28-July 1	July 6-7
August 30-September 2	September 7-8
October 25-28	November 1-2
November 29-December 2	December 6-7

LIVE ONLINE - WEEKEND	
COURSE 1 8:30 AM-5:00 PM	EXAM PREP 8:30 AM-5:00 PM
January 16-17 and 23-24	January 30-31

"The online experience was wonderful.
The teachers really care and are available 100 percent."

—Katherine T.

COURSE 2 and COURSE 3 Schedules

LIVE ONLINE	
COURSE 2 8:30 AM–5:00 PM	COURSE 3 8:30 AM–5:00 PM
January 25–28	February 1–4
February 22–25	March 1–4
March 22–25	March 29–April 1
May 17–20	May 24–27
July 12–15	July 19–22
September 13–16	September 20–23
November 8–11	November 15–18
December 13–16	December 20–23

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 us online at www.KapRE.com/MNLIC.

Looking for Live Classes? Visit www.KapRE.com/MNLIC to see what is available in your area.

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

—Laurie G.

Course I Plus Exam Prep

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

30 Credit Hours

OnDemand \$309

Live Online \$369

Live Classroom \$389

Exam Prep course Included with purchase of package!

This course has been approved by the Minnesota Commissioner of Commerce for real estate prelicensure education. Exam prep is not approved prelicensure 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 Prelicensure 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 Prelicensure 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 Online Exam Prep Course: Our live online exam prep gives you access to an expert instructor. Classes are offered at various times and days to fit into your busy schedule.
- Live Exam Prep Course: If you prefer a live classroom experience, our same exceptional instructors are in our live classroom.

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—OnDemand Video

30-Hour Minnesota Prelicense Broker Course with Exam Prep Package

30 Credit Hours

NEW! OnDemand \$289

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, but 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 and Protections
- Appraisal, Financing, and Consumer Protection Laws
- Contracts and Closing

“Excellent instructors, relevant materials, great prelicense exams and refreshers! The Live [Online] classes were instrumental in me passing my exam!”

—Wanna C.

THE MOST ADVANCED

REAL ESTATE LICENSING
EDUCATION AVAILABLE

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

See page 4 for details.

ENROLL TODAY

www.KapRE.com/MNLIC

or call **888.523.1092**



332 Front Street South, Suite 501
La Crosse, WI 54601