

# NEW MEXICO

## Real Estate Continuing Education

Register  
Now for Live  
Online Class  
Dates

*Your Partner in Success*

2021  
JANUARY-JUNE

# 5 WAYS

## to complete your education!

We know everyone learns differently. That is 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/NMCE](http://www.KapRE.com/NMCE) for more information on live class schedules that are currently available.

**8205 Spain Rd NE  
Albuquerque, NM 87109**

## 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

Comprehensive text-based (non-video) online instruction available anytime, anywhere you have access to the Internet. Courses include 100% clock-time gated course progression delivery.

## Textbook Home Study

For those who prefer textbook study, our exam-focused, self-study correspondence courses allow you to study when and where it's convenient for you.

\*For additional information on supported devices, please visit [www.kapre.com/company/system-requirements](http://www.kapre.com/company/system-requirements)

# THE KNOWLEDGE

you need to succeed!

## Our comprehensive study solutions:

- Provide the skills you need to help your clients and excel in your career
- Contain the most current and accurate information available
- Satisfy New Mexico Real Estate Commission requirements



**“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.

# BUILD YOUR OWN CE Package

12 Credit Hours **\$169**

Combine any NMREC Core Course with any other two 4-hour classes to build your custom package.

\*Excludes Rules of the Commission Class. **CALL 877.512.3301 TO BUILD YOUR PACKAGE.**

## New Mexico CE Requirements

All active and inactive associate brokers shall successfully complete a minimum of 36 hours of continuing education in courses approved by the commission during each licensing cycle.

All active and inactive qualifying brokers shall successfully complete a minimum of 42 credit hours of continuing education in courses approved by the commission during each licensing cycle, which includes the qualifying broker refresher course.

**4-hour NMREC Core Course**—to be completed annually (totaling 12 hours during each 3-year licensing cycle)

**4-hour Ethics Course**—to be completed once during each 3-year licensing cycle

### Additional Associate Brokers Requirements

**4-hour Core Elective Course**—to be completed once during each 3-year licensing cycle

In addition to the above those associate brokers involved in property management for others must also complete the below listed requirements:

Associate Brokers who offer or intend to offer property management services for others must also complete the commission-approved course, Uniform Owner/Resident Relations Act, or commission-approved equivalent property management related course, prior to offering property management services and every subsequent 3-year licensing cycle.

Associate brokers, in addition, shall complete a minimum of 6-hours of approved continuing education courses in property management during each 3-year licensing cycle.

While qualifying brokers are already subject to the meeting attendance requirement for license renewal, associate brokers who offer or intend to offer property management services shall also be subject to the same meeting attendance requirement.

### Additional Qualifying Brokers Requirements

**8-hours in Core Elective Courses**—to be completed during each 3-year licensing cycle

All qualifying brokers must take the Qualifying Broker Refresher Course once during each 3-year licensing cycle.

Attendance at one Commission meeting, rule hearing, or disciplinary hearing for at least 3 hours or until the commission goes into executive session or the hearing/meeting ends, whichever comes first. Attendance may be by live meeting/hearing or by live or recorded distance broadcast but must be documented by signing into and out of the meeting/hearing.

In addition to the above, those qualifying brokers involved in property management for others must also complete the below listed requirements:

Qualifying Brokers who offer or intend to offer property management services for others must also complete the commission-approved course, Uniform Owner/Resident Relations Act, or commission-approved equivalent property management related course prior to offering property management services, and every subsequent 3-year licensing cycle.

Qualifying brokers, in addition, must complete a minimum of 12-hours of approved continuing education courses in property management during each 3-year licensing cycle.

### Additional Requirements for All Renewals

The NMREC is no longer going to accept paper renewal applications. They have instituted an online renewal process.

The online renewal process will ask you specific questions with respect to your continuing education compliance and the documents you need in order to successfully renew your license. You will be able to pay for the renewal online and instructions to do so will be part of the process. The online instructions will also contain directions on submitting your Errors and Omissions Certificate.

We offer a wide variety of continuing education courses to help you meet your CE requirements. Simply choose the course and delivery format that works best for you and your schedule, and you are one step closer to earning your CE credits. Kaplan Real Estate Education is here to be your partner in success and support you every step of the way.

Please explore our core courses, core elective courses, and class schedules below.

### 2020 NMREC Core Course

4 Credit Hours **Live Online \$69**

This is the required annual course for New Mexico licensees.

### 2021 NMREC Core Course

4 Credit Hours **Live Online \$69**

This is the required annual course for New Mexico licensees.

### Anatomy of a Commercial Lease

8 Credit Hours **Live Online \$99**

**Anatomy of a Commercial Lease is a 2-day course with 4 hours of virtual classroom instruction each day. Both days must be attended to receive credit.**

This course will give you a detailed summation of the principle aspects of a commercial real estate lease.

This course category is core elective.

The course counts for Property Management requirements.

### Anatomy of a Listing Contract

4 Credit Hours **Live Online \$69**

Learn the importance of using current forms and how to avoid translation liability related to using outdated forms.

This course category is core elective.

### Anatomy of a Purchase Contract

4 Credit Hours **Live Online \$69**

Learn the parts of a contract and their importance in this exciting program. You'll explore the proper purchase agreement, usage requirements, and points to consider when properly preparing them.

This course category is core elective.

### Buyer Representation in Real Estate

4 Credit Hours **Text-Based Online \$34**

Every real estate professional should know the fundamentals of buyer agency. If you are not as up-to-date on buyer agency as you should be, this course is for you.

This course category is core elective.

### Commercial Real Estate & Municipal Planning: The Basics

4 Credit Hours **Live Online \$69**

Commercial real estate, as it applies to the diverse subject of municipal planning, is a dynamic subject, meaning that, unlike some of the fundamental elements in the practice of real estate, it has the distinct capacity and proclivity to morph and change as time passes. This four hour basics course is designed to give a simple overview of some of the main components that interface within the corresponding fields of commercial real estate and municipal planning.

This course category is core elective.

### Commercial Real Estate Property Management

2 Credit Hours **Live Online \$34**

Commercial real estate, as applied to property management, focuses on principles and, where applicable, local laws and standards to help give a broad view of the subject.

This course category is core elective.

This course counts for Property Management requirements.

## Fair Housing

4 Credit Hours **Live Online \$69** | **Text-Based Online \$34** | **Textbook Home Study \$34**

This is your chance to get up to speed on fair housing requirements and ensure you're following the law.

This course category is core elective.  
The course counts for Property Management requirements.

## Introduction to Commercial Real Estate Sales

4 Credit Hours **Text-Based Online \$34**

This popular course provides a comprehensive introduction to the potentially lucrative field of commercial real estate.

This course category is core elective.

## New Broker Business Practices

10 Credit Hours **Live Online \$249**

All associate brokers must have this course completed within their first year of licensure. This course covers the basics of establishing a real estate business to the successful closing of a transaction.

This is a broker post licensing first year required course.

## Qualifying Broker Refresher

6 Credit Hours **Live Online \$99**

All qualifying brokers must take this course to renew their license every three years. Even qualifying brokers who are otherwise exempt from mandatory CE must take this course.

This course is required for all Qualifying Broker continuing education renewals.

## Property Management and Managing Risk

4 Credit Hours **Text-Based Online \$34** | **Textbook Home Study \$34**

In this introductory course, you will receive a comprehensive overview of the major duties and responsibilities assigned to a property manager.

This course category is core elective.  
The course counts for Property Management requirements.

## Property Management Essentials—Residential

4 Credit Hours **Live Online \$69**

This course discusses progressive management control, rules and regulation requirements and compliance, and the new obligations of today's property managers.

This course category is core elective.  
The course counts for Property Management requirements.

## Property Red Flags: A User's Guide to Real Estate Licenses

4 Credit Hours **Text-Based Online \$34** | **Textbook Home Study \$34**

Recent legislation has directed you with the responsibility of inspecting properties for "red flags"—especially an extreme issue such as asbestos or mold. Brokers and agents who understand and comply with their state's disclosure laws stand a better chance of avoiding legal liability or a sale falling through.

This course category is core elective.

## Real Estate Finance Today

4 Credit Hours **Text-Based Online \$34** | **Textbook Home Study \$34**

This course presents an overview of basic residential real estate financing, including a discussion of the important current trends and issues in mortgage lending.

This course category is core elective.

## Understanding 1031 Tax-Free Exchanges

6 Credit Hours **Text-Based Online \$54**

Learn through real-life examples. This course will help you learn the vocabulary and applications of tax-free exchanges so you are better able to answer your clients' questions.

This course category is core elective.

## Uniform Owner/Resident Relations Act

6 Credit Hours **Live Online \$84**

This course provides an in-depth analysis of the provision of the Uniform Owner/Resident Relations Act.

This course category is core elective.

The course counts for Property Management requirements.

LIVE ONLINE		
COURSE NAME	DATE	TIME
2021 NMREC Core	January 13	8:00 am–12:00 pm
Uniform Owner/Resident Relations Act	January 20	9:00 am–4:00 pm
2020 NMREC Core	January 26	9:00 am–1:00 pm
New Broker Business Practices	January 29–February 1	8:00 am–4:30 pm
Reducing Violations: A Case Study	February 7	8:00 am–12:00 pm
2021 NMREC Core	February 7	1:00–5:00 pm
2020 NMREC Core	February 22	9:00 am–1:00 pm
2021 NMREC Core	March 10	8:00 am–12:00 pm
Anatomy of a Purchase Contract	March 10	1:00–5:00 pm
Anatomy of a Listing Contract	March 11	9:00 am–1:00 pm
New Broker Business Practices	March 15–18	8:00 am–4:30 pm
Fair Housing	March 19	9:00 am–1:00 pm
2021 NMREC Core	April 7	8:00 am–12:00 pm
Property Management Essentials—Residential	April 7	1:00–5:00 pm
Anatomy of a Commercial Lease (2-day class)	April 14 & 15	9:00 am–1:00 pm each day
2020 NMREC Core	April 19	9:00 am–1:00 pm
Uniform Owner/Resident Relations Act	April 27	9:00 am–4:00 pm
1031 Tax Deferred Exchanges	May 6	9:00 am–1:00 pm
New Broker Business Practices	May 14–17	8:00 am–4:30 pm
2021 NMREC Core	May 18	8:00 am–12:00 pm
2020 NMREC Core	May 21	9:00 am–1:00 pm
Commercial Real Estate and Municipal Planning: The Basics	June 2	9:00 am–1:00 pm
2021 NMREC Core	June 9	8:00 am–12:00 pm

## 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/NMCE](http://www.KapRE.com/NMCE).

**Looking for Live Classes?** Visit [www.KapRE.com/NMCE](http://www.KapRE.com/NMCE) to see what is available in your area.

Explore our ethics course electives and class schedules below.

## NAR Code of Ethics and Enforcement

4 Credit Hours **Live Online \$69**

This course provides an in-depth look at the requirements of the Code of Ethics and its enforcement. The Code ensures that consumers are served by requiring REALTORS® to cooperate with each other in furthering clients' best interests.

This course category is ethics.

## Everyday Ethics in Real Estate

4 Credit Hours **Textbook Home Study \$34**

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. To test your understanding of ethics, you will be presented with the facts in the study and then asked to decide what the ethical outcome should be by law standards. It's a great refresher course on ethics for every real estate professional.

The course category is ethics.

## Business Ethics in Real Estate

4 Credit Hours **Live Online \$69**

This course provides an overview of the challenges and obstacles facing those who seek to make ethical considerations an essential part of their business practices. This course will provide you the opportunity to think through the process from morality, ethics, and integrity, with a special emphasis on NAR Code of Ethics.

This course category is ethics.

LIVE ONLINE		
COURSE NAME	DATE	TIME
NAR Code of Ethics and Enforcement	January 13	1:00-5:00 pm
NAR Code of Ethics and Enforcement	February 18	9:00 am-1:00 pm
NAR Code of Ethics and Enforcement	March 23	9:00 am-1:00 pm
Business Ethics in Real Estate	May 18	1:00-5:00 pm
NAR Code of Ethics and Enforcement	June 9	1:00-5:00 pm

## 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/NMCE](http://www.KapRE.com/NMCE).

**Looking for Live Classes?** Visit [www.KapRE.com/NMCE](http://www.KapRE.com/NMCE) to see what is available in your area.

Please explore our elective courses and class schedules below.

### **Avoiding Deceptive Practices**

4 Credit Hours **Live Online \$69** |

**OnDemand \$38** | **Textbook Home Study \$34**

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.

The course category is elective.

### **Broker Safety for the Real Estate Professional**

3 Credit Hours **Live Online \$44**

Be safe when showing homes! This course will teach you how to protect yourself when you're on the job. According to an article in Mortgage News Daily, "One source states that 206 agents were murdered on the job between 1982 and 2000. This does not even touch on the number of agents who were the victims of sexual assault, non-fatal shootings, beatings, stabbings, robbery, and car-jacking." Ensure you don't become another statistic!

The course category is elective.

### **Buying Within Your budget**

4 Credit Hours **OnDemand \$38**

Learning how to budget is essential to getting out of debt and making the best decision when buying a home. In this course, you'll learn how to create a plan and follow through with it to achieve financial freedom. Clients that understand how to budget correctly can make effective and smart decisions when making any purchase, including home buying.

The course category is elective.

### **Commercial Real Estate Fundamentals**

2 Credit Hours **Live Online \$34**

This course is a concise guide designed to help "filter through" some of the complexities related to commercial real estate and to narrow their comprehensive scope to a more basic format.

This course category is elective.

### **Commercial Real Estate Leasing**

2 Credit Hours **Live Online \$34**

A commercial real estate lease is viewed as a legal contract that represents a conveyance of possessory rights to real estate. The focal point of this course will be the principles that are behind these fundamental elements that make up a commercial real estate lease.

This course category is elective.

This course counts for Property Management requirements.

### **Commercial Real Estate Overview**

4 Credit Hours **Live Online \$69**

This course gives you an overview of the fundamentals of commercial real estate, focusing on principles and, where applicable, local laws and standards.

This course category is elective.

### **Commercial Real Estate Sales**

2 Credit Hours **Live Online \$34**

The spectrum of commercial real estate sales encompasses a large array of property categories, and each commonly carries with it various degrees of complexity that have to be taken into account. This course will give you a simple review of these various categories and discuss how commercial real estate really works in today's market.

The course category is elective.

### **Constructing Fact From Fiction: New Construction Today**

4 Credit Hours **Live Online \$69**

In this course, you'll learn about the opportunities, costs, features, advantages, and challenges of new construction today. This course will equip you to answer and advise your clients with confidence.

This course category is elective.

## Houses: From the Ground Up

8 Credit Hours **OnDemand \$68**

There are many challenges to helping others find suitable housing. In this course, you'll learn the language of houses and how they are built...plain and simple.

The course category is elective.

Also approved for 8 hours of Appraisal continuing education.

## Houses: Why Bad Things Happen to Good Houses

6 Credit Hours **OnDemand \$58**

We will explain in easy-to-understand terms how house work and why perfectly good houses sometimes go bad. You'll learn the critical role new construction materials play in reduced building tolerances and why that can create huge problems.

The course category is elective.

Also approved for 8 hours of Appraisal continuing education.

## How to Measure Real Property

3 Credit Hours **OnDemand \$34**

Real estate licensees, appraisers, assessors, builders, and contractors have specific methods used to measure and describe residential real property. In this engaging course, we'll clarify the standards and pinpoint common mistakes made in measuring property.

The course category is elective.

Also approved for 3 hours of Appraisal continuing education.

## Identity Theft: Protecting Your Clients and Your Business

3 Credit Hours **OnDemand \$34**

The odds of experiencing business identity theft are ever-increasing. The risks your business faces are bigger yet. Learn how business ID theft spells potential disaster for your livelihood, as well as your client's. Understand how to respond if your client's information is compromised.

The course category is elective.

## Introduction to Real Estate Investments

6 Credit Hours **OnDemand \$58**

This course can open the door for you to the lucrative investment real estate market. If you are unfamiliar with selling residential real estate as an investment, you'll get a step-by-step understanding of the fundamentals you'll need to get started.

The course category is elective.

## Investment Property Practice and Management

10 Credit Hours **Text-Based Online \$94**

This course combines topics from the popular *Introduction to Commercial Real Estate Sales* and *Property Management and Managing Risk* courses.

The course category is elective.

This course counts for Property Management requirements.

## Liars, Cheaters, and Thieves: Averting Client Catastrophe

4 Credit Hours **OnDemand \$38**

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.

The course category is elective.

## Mediate-Litigate-Arbitrate: Be Informed

2 Credit Hours **OnDemand \$29**

Ever wonder what the difference is between mediation, litigation, and arbitration? This course explores the features, advantages, benefits, and limitations of each of these three dispute resolution types in order to help you educate your clients concerning their choices at critical decision making junctures.

The course category is elective.

## Millennials: Challenging the Traditional Real Estate Model

4 Credit Hours **OnDemand \$38**

This course examines the factors driving today's real estate market. You will learn how millennials—today's largest real estate market—buy, sell, rent, strategize, and communicate. Learn how you can better serve this new leading population of clients. Get insight into how to educate yourself about millennials' specific preferences and how builders and the real estate industry are responding to them.

The course category is elective.

## Modern Urbanism

4 Credit Hours **Live Online \$69**

This course will provide a detailed summation of the current aspects of "Modern Urbanism" and the application of sustainable real estate growth. It will provide a view of the main elements that revolve around the constantly evolving complexities.

This course category is elective.

## Navigating Minefields: Preventing Real Estate Disaster

4 Credit Hours **Live Online \$69**

In this course, you'll see how some of the most common issues are also the most time-consuming and carry the greatest risk for your client and yourself. You'll have an opportunity for lively discussion as you are guided through the obstacles, dilemmas, and hurdles that you are likely to encounter in your real estate transactions.

This course category is elective.

## Real Estate Green 101

4 Credit Hours **Live Online \$69**

This course provides you with a basic understanding of green attributes and lifestyles. It establishes a baseline of information and investigation, creates common terminology and resources for green building, and explores associated tax incentives.

This course category is elective.

## Real Estate and Taxes: What Every Agent Should Know

6 Credit Hours **Text-Based Online \$54 | Textbook Home Study \$54**

Real estate and taxes go hand-in-hand. This course helps eliminate the confusion that can be caused by the various terms and processes.

The course category is elective.

## Reducing Radon Risk in Real Estate

4 Credit Hours **Live Online \$69**

This course is designed to provide attendees with a summation of radon risks, potential sources, how radon enters and accumulates in buildings, and its health effects and risks. The information provided is outlined to help attendees with the understanding that there is no safe level of radon and can only be detected by testing.

This course category is elective.

## Repurposing Property: Friend, Foe, or the American Dream?

4 Credit Hours **Live Online \$69**

What does it mean to repurpose property, and how does it apply to today's real estate market? This course presents many opportunities currently untapped for buyers, sellers, and licensees, including strategies for bringing people together to make these projects possible.

This course category is elective and also counts for property management requirements.

## Residential Property Management—Brokerage Operations

4 Credit Hours **Live Online \$69**

This course is designed for the Qualifying Broker, Associate Broker, or owner/employee acting as manager of staff who manage and lease residential units. You will cover operations management of marketing, leasing, and management of residential units.

This course category is elective and also counts for property management requirements.

## Risk Management

6 Credit Hours **Text-Based Online \$54**

This course provides the essentials on risk management that every sales professional must know to avoid legal problems and provides an action plan for minimizing liability.

This course category is elective.

## Solar PV Value? Questions to Ask

2 Credit Hours **Live Online \$34**

Can solar PV (photovoltaic) add value? You will explore the history of PV in New Mexico and understand how appraisers currently value PV systems.

The course category is elective.

## The CIC Paper Chase

2 Credit Hours **Live Online \$34**

Gain the knowledge you need to represent clients skillfully in common interest community (CIC) transactions! Learn about the required documents you need to secure for your buyer's time-sensitive review.

The course category is elective.

## The Tiny House: Is it a Phase or Craze?

4 Credit Hours **OnDemand \$38**

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.

The course category is elective.

## The TRUMP Tax Cut and Jobs Act and its Effect on Real Estate

4 Credit Hours **OnDemand \$38**

Tax law is generally complex and confusing for everyone, including real estate agents. The Tax Cuts and Jobs Act (TCJA) is no exception. The objective of this course is to provide a sufficient amount of information so that you can identify when an expert attorney or tax counsel are essential to protect your clients.

The course category is elective.

## The Truth About Mold

4 Credit Hours **Text-Based Online \$34**

Get past the sensational media coverage and discuss the impact of mold on the real estate industry.

This course category is elective.

## The Twenty Most Cost-Effective Home Improvements

4 Credit Hours **Live Online \$69**

Here is your guide to 20 home improvements that maximize resale value. You'll learn where the money goes in a typical remodeling job, and how much is spent on kitchen and bathroom remodeling, plumbing, HVAC, roofing, and more.

The course category is elective.

## Today's Real Estate Event Marketing

4 Credit Hours **Textbook Home Study \$34**

Incorporating real-life case studies, from open houses to social media, this course teaches you to think bigger while still following the laws that regulate in-person and digital advertising. From the Federal Trade Commission (FTC) policy on deceptive advertisements to applications of the Real Estate Settlement Procedures Act (RESPA), this course covers the latest legal guidelines.

The course category is elective.

### Water: How it Affects Property

4 Credit Hours **Live Online \$69**

This course will show the challenges facing our finite amount of water and outline how to optimize the applicable scenarios to a client base. The need to protect and manage our finite water will be expressed, and the reliance on clean water and the impact and importance to the real estate industry and clients will be detailed.

This course category is elective.

### Wildfire Risk in Real Estate

3 Credit Hours **Live Online \$44**

This course is designed to provide you with a detailed summation of current aspects of wildfire risk in real estate and the application of responsible real estate growth. Discussions will include the constantly evolving complexities related to both commercial and residential responsible land use, positive environmental planning, and manageable real estate growth, as they apply to wildfire risk.

This course category is elective.

LIVE ONLINE		
COURSE NAME	DATE	TIME
Modern Urbanism	January 6	9:00 am–1:00 pm
The CIC Paper Chase	January 21	9:00–11:00 am
Commercial Real Estate Overview	January 27	9:00 am–1:00 pm
Repurposing Property: Friend, Foe or the American Dream?	February 5	9:00 am–1:00 pm
Water: How it Affects Property	February 11	9:00 am–1:00 pm
Solar PV Value? Questions to Ask	February 18	2:00–4:00 pm
Residential Property Management—Brokerage Operations	February 23	9:00 am–1:00 pm
Commercial Real Estate Leasing	February 24	9:00–11:00 am
Commercial Real Estate Sales	February 24	11:15 am–1:15 pm
The Twenty Most Cost-Effective Home Improvements	March 4	9:00 am–1:00 pm
Navigating Minefields: Preventing Real Estate Disaster	March 12	9:00 am–1:00 pm
Commercial Real Estate Fundamentals	March 24	9:00–11:00 am
Commercial Real Estate Property Management	March 24	11:15 am–1:15 pm
Constructing Fact From Fiction: New Construction Today	April 5	9:00 am–1:00 pm
Real Estate Green 101	April 22	9:00 am–1:00 pm
Avoiding Deceptive Practices	May 3	9:00 am–1:00 pm
Residential Property Management—Case Studies	May 5	9:00 am–12:00 pm
Wildfire Risk in Real Estate	May 12	9:00 am–12:00 pm
Commercial Real Estate Overview	May 20	9:00 am–1:00 pm
Reducing Radon Risk in Real Estate	June 10	9:00 am–1:00 pm
Broker Safety for the Real Estate Professional	June 16	9:00 am–12:00 pm
Solar PV Value? Questions to Ask	June 16	1:00–3:00 pm
Repurposing Property: Friend, Foe or the American Dream?	June 17	9:00 am–1:00 pm
Residential Property Management—Going to Court	June 21	9:00 am–12:00 pm
The CIC Paper Chase	June 28	9:00–11:00 am
Commercial Real Estate Property Management	June 28	11:15am-1:15pm

## 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/NMCE](http://www.KapRE.com/NMCE).

**Looking for Live Classes?** Visit [www.KapRE.com/NMCE](http://www.KapRE.com/NMCE) to see what is available in your area.

# QUALIFYING BROKER COURSES & SCHEDULE

Become a Qualifying Broker and advance your real estate career! If you have been active as an Associate Broker or Salesperson for at least 4 of the last 5 years, you are most likely qualified to upgrade your New Mexico license. To obtain your license, you will need to complete:

- Broker Basics (30 Credit Hours) (not required if licensed as an Associate Broker in New Mexico after January 2006)
- Brokerage Office Administration (30 Credit Hours)
- Documented qualifying transactional experience totaling 100 points with at least one transaction accomplished during each of the 4 years
- Completion of the eight-hour *Understanding and Using RANM Forms* course or at least 8 hours of other commission-approved contract courses
- Completion of a minimum of 8 hours of core elective courses
- Attendance at one New Mexico real estate commission meeting, rule hearing, or disciplinary hearing for at least 3 hours or until they go into executive session

## REQUIRED Broker Basics

30 Credit Hours **Live Online \$269**

Choose one option below. Must be attended in FULL to receive credit.

This course is approved to count toward your licensing education requirement and will also give you 10 hours of CE credit.

LIVE ONLINE		
COURSE NAME	DATE	TIME
Broker Basics	January 6, 7, 8, 9	8:00 am–4:30 pm
Broker Basics	February 4, 5, 8, 9, 10, 11, 12	9:00 am–1:30 pm
Broker Basics	February 24, 25, 26, 27	8:00 am–4:30 pm
Broker Basics	March 11, 12, 15, 16, 17, 18, 19	5:00–9:30 pm
Broker Basics	April 8, 9, 12, 13, 14, 15, 16	9:00 am–1:30 pm
Broker Basics	April 28, 29, 30, May 1	8:00 am–4:30 pm
Broker Basics	May 6, 7, 10, 11, 12, 13, 14	5:00–9:30 pm
Broker Basics	June 3, 4, 7, 8, 9, 10, 11	9:00 am–1:30 pm
Broker Basics	June 22, 23, 24, 25	8:00 am–4:30 pm

## REQUIRED

## Brokerage Office Administration

30 Credit Hours **Live Online \$269**

Choose one option below. Must be attended in FULL to receive credit.

**Course includes:** Pertinent Statutes and Regulations Overview, Starting Your Brokerage, Keeping Track of Your Company, and Business and Professional Involvement. This course will also give you 10 hours of CE credit.

LIVE ONLINE		
COURSE NAME	DATE	TIME
Brokerage Office Administration	March 5, 6, 7, 8	8:00 am–4:30 pm
Brokerage Office Administration	May 5, 6, 7, 8	8:00 am–4:30 pm

## 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/NMCE](http://www.KapRE.com/NMCE).

**Looking for Live Classes?** Visit [www.KapRE.com/NMCE](http://www.KapRE.com/NMCE) to see what is available in your area.

**Includes all textbooks & exams**

## New Mexico Real Estate Exam Prep

0 Credit Hours **Live Online \$79**

Choose one option below.

LIVE ONLINE		
COURSE NAME	DATE	TIME
Exam Prep	January 15	2:00–4:00 pm
Exam Prep	February 20	2:00–4:00 pm
Exam Prep	March 6	2:00–4:00 pm
Exam Prep	March 27	2:00–4:00 pm
Exam Prep	April 24	2:00–4:00 pm
Exam Prep	May 23	2:00–4:00 pm
Exam Prep	June 19	2:00–4:00 pm
Exam Prep	July 1	2:00–4:00 pm



## 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](http://www.KapRE.com/news)

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

—Laurie G.

## ENROLL TODAY

---

[www.KapRE.com/NMCE](http://www.KapRE.com/NMCE)  
or call **505.821.5556** or **877.446.9035**



332 Front Street, Suite 501  
La Crosse, WI 54601