

# COLORADO

## Real Estate Licensing & Continuing Education

Register  
Now for Live  
Online Class  
Dates

*Your Partner in Success*

# 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

Kaplan cares about your safety and comfort. Virtually attend live online classes from your home or office. Live Online courses make it more convenient than ever to study for your real estate licensing exam or obtain your needed continuing education credits.

- 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

Due to the impact of the current pandemic, Live Classroom courses will resume at the Centennial Campus when possible. Please visit [www.KapRE.com/CO](http://www.KapRE.com/CO) for more information on live class schedules.

Centennial Campus  
9000 E. Nichols Ave., Suite 200  
Centennial, CO 80112

## 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.\*

## 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)

# 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

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## 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.

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## 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.

Schedule fingerprinting service through Colorado Fingerprinting (**https://www.coloradofingerprinting.com/**) or Identogo (**https://www.identogo.com/**).

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## 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 page 4)

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## 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://dre.colorado.gov/broker-insurance-requirements**.

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## 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 **https://dre.colorado.gov/**.

# 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.**

# Broker Licensing Packages

We offer a wide variety of broker 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	Success Package
Delivery Options	Live Online \$1,099 OnDemand \$999 Home Study \$799	Live Online \$899 OnDemand \$799 Home Study \$599
168-hour Required Education	✓	✓
Real Estate Textbook Library	✓	✓
Interactive Study Group	✓	✓
Exam Prep	✓	✓
Colorado Real Estate Drill and Practice QBank	✓	✓
Career Mentor Live Online Connect	✓	✓
Real Estate Accelerator	✓	

## Real Estate Textbook Library

Includes the following titles:

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

## Courses Included in Each Package

- Real Estate Law and Practice
- Current Legal Issues
- Colorado Contracts and Regulations
- Practical Applications
- Trust Accounts and Record Keeping
- Real Estate Closings
- State and National Exam Prep

# 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 1-hour, instructor-led webinars and are included with all of your prelicensing courses. These Q&A style learning events are held every Tuesday (national) and Thursday (state-specific) 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 find success in 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](http://www.KapRE.com/Company/system-requirements)

## Weekday Live Online Classes

DAYTIME   9:00 am–12:00 pm					
COURSE	JAN 6–FEB 15	FEB 17–MAR 26	MAR 31–MAY 7	MAY 12–JUN 21	JUN 23–AUG 2
<b>Law &amp; Practice</b>	Jan 6*, 11–15, 19–22	Feb 17*, 22–26, Mar 1–4	Mar 31*, Apr 5–9, 12–15	May 12*, 17–21, 24–27	Jun 23*, Jun 28–Jul 2, 6–9
<b>Legal Issues</b>	Jan 25	Mar 5	Apr 16	May 28	Jul 12
<b>Contracts</b>	Jan 26–29, Feb 1–2	Mar 8–12, 15	Apr 19–23, 26	Jun 1–4, 7–8	Jul 13–16, 19–20
<b>Practical Applications</b>	Feb 3–4	Mar 16–17	Apr 27–28	Jun 9–10	Jul 21–22
<b>Trust Accounts</b>	Feb 5	Mar 18	Apr 29	Jun 11	Jul 23
<b>Closing</b>	Feb 8–10	Mar 19, 22–23	Apr 30, May 3–4	Jun 14–16	July 26–28
<b>Exam Prep (9:00 am–1:00 pm)</b>	Feb 11–12, 15	Mar 24–26	May 5–7	Jun 17–18, 21	Jul 29–30, Aug 2

\*The first date listed for live online Law & Practice classes will be a short 1-hour orientation session.

## Weeknight Live Online Classes

EVENING   5:30–8:30 pm				
COURSE	JAN 13–MAR 2	MAR 3–APR 19	APR 21–JUN 8	JUN 9–JUL 27
<b>Law &amp; Practice</b>	Jan 13*, 19–21, 25–28, Feb 1–2	Mar 3*, 8–11, 15–18, 22	Apr 21*, 26–29, May 3–6, 10	Jun 9*, 14–17, 21–24, 28
<b>Legal Issues</b>	Feb 3	Mar 23	May 11	June 29
<b>Contracts</b>	Feb 4, 8–11, 15	Mar 24–25, Mar 29–Apr 1	May 12–13, 17–20	Jun 30–Jul 1, 6–8, 12
<b>Practical Applications</b>	Feb 16–17	Apr 5–6	May 24–25	Jul 13–14
<b>Trust Accounts</b>	Feb 18	Apr 7	May 26	Jul 15
<b>Closing</b>	Feb 22–24	Apr 8, 12–13	May 27, Jun 1–2	Jul 19–21
<b>Exam Prep (5:30–9:30 pm)</b>	Feb 25, Mar 1–2	Apr 14–15, 19	Jun 3, 7–8	Jul 22, 26–27

\*The first date listed for live online Law & Practice classes will be a short 1-hour orientation session.

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

# ADDITIONAL STUDY TOOLS

## 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 page 4.

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

Package Includes:

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

## Exam Prep

**Live Online \$199 | OnDemand \$199**

**Nobody prepares you for test day like we do!**

Exam prep is the most accurate predictor of whether you are ready for the actual Colorado Real Estate Broker licensing exam. This package features reviews of both the state and national exam material. It includes two full-length comprehensive practice licensing exams and a thorough review of exam content.



**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)

# LICENSE UPGRADE

## Brokerage Administration 1

24 UPGRADE Credit Hours

**Textbook Home Study \$199 | *Live Online Coming Soon!*** Check our website for more details. **\$199**

Upgrade your license to an Employing Broker with this 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

"I recently completed the live online course for a Colorado real estate license with Kaplan. I took the licensing exam about 10 days later and easily passed. After completing this course, I really wouldn't recommend any other format than live online."

—Etta M.



## Colorado Continuing Education

All active real estate brokers are required to complete 24 hours of Commission-approved continuing education during a 3-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 3-year licensing cycle.

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## 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

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## 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, equaling 72 hours

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## Inactive License Continuing Education Requirements

If a licensee has been inactive for longer than 3 years (36 months), then 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, equaling 72 hours

Note: Licensees must retain proof of completion of continuing education courses for a minimum of 4 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 our 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](http://www.KapRE.com/COCE) for the most recent information.

## Colorado Contracts and Closings Package

72 Credit Hours

**Live Online | 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
- Real Estate Closings

### 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

## 8-HOUR Broker CE Packages

Live Online \$75 | OnDemand \$55

Kaplan Real Estate Education has a variety of continuing education courses available, but, to make it easier, we've paired some of our newest and most heavily attended courses into 8-hour Broker CE Packages. These packages are designed to help you take your required Annual Commission Update course as well as kickstart your elective continuing education requirements for one low fee.

## Your Required Course Is Included in Every Package!

### REQUIRED

#### Colorado 2021 Annual Commission Update

Each year, the Colorado Real Estate Commission develops a required, 4-hour Annual Commission Update course that covers important information about recent regulatory changes and practice issues. This course will teach you what the top violations of real estate license law are and how to avoid those mistakes. Learn good practice through real-world examples.

## Choose Your Elective 4-Credit Hour CE Course\*:

- Where America is Moving
- Millennials: The New Majority
- Financing Update: New Rules for the New World
- Commercial Transactions for Residential Brokers
- Solving the Downpayment Dilemma

\*Courses may vary depending on your course delivery method.

#### Looking for additional CE elective courses and class schedules?

Visit [www.KapRE.com/COCE](http://www.KapRE.com/COCE) to view all CE courses and class schedules.

**PLEASE VISIT  
OUR WEBSITE FOR  
THE MOST UP-TO-DATE  
CLASS SCHEDULES.**

[www.KapRE.com/COCE](http://www.KapRE.com/COCE)



REAL ESTATE EDUCATION  
Official Prelicensing  
Provider of the



colorado association of  
**REALTORS**<sup>®</sup>

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<sup>®</sup>**—the state's largest association of real estate professionals!

## ENROLL TODAY

[www.KapRE.com/CO](http://www.KapRE.com/CO)  
or call **800.276.7031**



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