

# CALIFORNIA

## **Real Estate Licensing & Continuing Education**



Register Now  
for Live Online  
Class Dates

*Your Partner in Success*

2021  
JANUARY-JUNE

# 3 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!\*

## 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.\*

## 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)

# YOUR **STEP-BY-STEP** GUIDE

## to obtaining a real estate license

### **STEP 1:**

#### Complete Your 135-Hour Required Education

The California Department of Real Estate (DRE) requires license applicants to complete

**135 credit hours of education** in the following:

- Real Estate Principles: **45 hours**
- Real Estate Practice: **45 hours**
- One additional DRE-approved course:  
**We recommend:** Legal Aspects of Real Estate: **45 hours**

We offer complete licensing packages in a variety of delivery formats. No matter which option you choose, you will receive the comprehensive education experience that you would expect from Kaplan.

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### **STEP 2:**

#### Submit Your Salesperson Exam/License Application

- One set of electronic fingerprints is required.
  - For more detailed information, go to:  
<http://www.dre.ca.gov/Examinees/ComboSales.html>
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### **STEP 3:**

#### Take the California Salesperson Licensing Exam

- Consider taking our Exam Prep Course prior to sitting for the exam.  
See page 8 for additional information.
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### **STEP 4:**

#### Receive Your State License

- A salesperson is licensed to act on behalf of a broker and may not act as a real estate agent independently. A salesperson may only work for one broker in California at a time.
- Consider finding a broker early in your licensing process.

For our complete general information page, please visit: [www.KapRE.com/CALIC](http://www.KapRE.com/CALIC).

Kaplan Real Estate Education is approved by the Department of Real Estate to provide real estate education in the state of California.

**KREE Sponsor No. S0650**

# 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.

	Carnegie Career Launcher Package	Career Launcher Package	Complete Package
Delivery Options	Live Online \$949 OnDemand \$799 Home Study Plus \$679	Live Online \$749 OnDemand \$599 Home Study Plus \$479	Live Online \$549 OnDemand \$399 Home Study Plus \$279 Basic Home Study \$179
135-Hour Education	✓	✓	✓
Real Estate Textbook Library*	✓	✓	✓
Interactive Study Group	✓	✓	✓
Exam Prep	✓	✓	✓ <small>*Not included in Basic Home Study Package</small>
CA Real Estate Salesperson Drill and Practice QBank	✓	✓	✓
Career Mentor Live Online Connect	✓	✓	✓
Real Estate Accelerator	✓	✓	
Dale Carnegie's Win Friends and Influence People (OnDemand)	✓		

\*Please note that your Real Estate Textbook Library can include print books, PDFs, or a combination of both. Live Online: PDF/Print; OnDemand: PDF; Home Study Plus: Print; Basic Home Study: PDF. If you would like to purchase physical textbooks for an additional fee, please contact 800.951.7322 to order.

**Real Estate Textbook or PDF Library** includes the following titles:

- California Legal Aspects of Real Estate Book
- California Real Estate Practice Workbook\*
- California Legal Aspects of Real Estate Workbook\*
- California Real Estate Principles Book
- California Real Estate Exam Prep Workbook\*
- California Real Estate Principles Workbook\*
- California Real Estate Practice Book

\*Workbooks not included in Home Study packages.

# 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 to also teach you how to be successful in your real estate career.

## Interactive Study Groups

**Weekly Live Webinar included with ALL Packages\*!**

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 prelicensing packages. These Q&A-style learning events are held every Wednesday 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.*



## Dale Carnegie's Win Friends and Influence People: Secrets of Success

In this OnDemand course, you will learn **Dale Carnegie's 30 principles**, which include how to create lasting impressions, build trusting relationships, and become a better leader. A 40-page PDF guidebook with exercises is also provided to help you apply these principles immediately in your own life.

## Real Estate Principles

45 Credits

**Home Study \$93**

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**Home Study** with **OnDemand Supplemental Review and Exam Prep \$439**

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**Home Study** with **Live Online Supplemental Review and Exam Prep \$439**

Become successful in your field by understanding key topics such as time management, the listing and selling process, property valuation, closing the sale, escrow procedure, taxes, financing, and more.

Topics Include:

- Land descriptions and subdivisions
- Acquisition and transfer of real property
- Liens and encumbrances
- Leases
- Contracts
- Unlawful discrimination
- Agency and business principles
- Ethics

The California Department of Real Estate has approved this 45-hour statutory course. KREE Sponsor No. S0650.

## Real Estate Practice

45 Credits

**Home Study \$93**

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**Home Study** with **OnDemand Supplemental Review \$169**

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**Home Study** with **Live Online Supplemental Review \$169**

A real estate license does not come with an operating manual, so we have created courses that focus on what it really takes to succeed in the business and will expand your knowledge of the industry in an engaging and effective forum.

Topics Include:

- The business of real estate
- The art of pricing and listing
- How to find and counsel the buyer

The California Department of Real Estate has approved this 45-hour statutory course. KREE Sponsor No. S0650.

## Legal Aspects of Real Estate

45 Credits

**Home Study \$93**

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**Home Study** with **OnDemand Supplemental Review \$169**

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**Home Study** with **Live Online Supplemental Review \$169**

Make the law come alive and explore some of the common myths and misconceptions that affect your day-to-day activities. Find out how you can avoid legal entanglements with this exciting course!

Topics Include:

- Real estate laws
- Contract clauses
- Influential agency policies and concepts
- Disclosure guidelines and procedures

The California Department of Real Estate has approved this 45-hour statutory course. KREE Sponsor No. S0650.

Courses are available for purchase individually or as part of a package. See page 4 to compare package options, and visit us online at [www.KapRE.com/CALIC](http://www.KapRE.com/CALIC) to enroll.

## Live Online Licensing Schedule

COURSE NAME	DATES	DAYS
<b>ALL TIMES ARE 9:00 AM–12:15 PM</b>		
Real Estate Principles	Jan 5*, 7, 12, 14, 19, 21, 26, 28, Feb 2	T/TH
Real Estate Practice	Feb 9, 11	T/TH
Legal Aspects of Real Estate	Feb 16, 18	T/TH
<b>ALL TIMES ARE 6:15–9:30 PM</b>		
Real Estate Principles	Jan 25*, 27, Feb 1, 3, 8, 10, 15, 17, 22	M/W
Real Estate Practice	Mar 1, 3	M/W
Legal Aspects of Real Estate	Mar 8, 10	M/W
<b>ALL TIMES ARE 9:00 AM–12:15 PM</b>		
Real Estate Principles	Mar 2*, 4, 9, 11, 16, 18, 23, 25, 30	T/TH
Real Estate Practice	Apr 6, 8	T/TH
Legal Aspects of Real Estate	Apr 13, 15	T/TH
<b>ALL TIMES ARE 6:15–9:30 PM</b>		
Real Estate Principles	Mar 29*, 31, Apr 5, 7, 12, 14, 19, 21, 26	M/W
Real Estate Practice	May 3, 5	M/W
Legal Aspects of Real Estate	May 10, 12	M/W
<b>ALL TIMES ARE 9:00 AM–12:15 PM</b>		
Real Estate Principles	May 4*, 6, 11, 13, 18, 20, 25, 27, Jun 1	T/TH
Real Estate Practice	Jun 8, 10	T/TH
Legal Aspects of Real Estate	Jun 15, 17	T/TH
<b>ALL TIMES ARE 6:15–9:30 PM</b>		
Real Estate Principles	May 24*, 26, Jun 2, 7, 9, 14, 16, 21, 23	M/W
Real Estate Practice	Jun 28, 30	M/W
Legal Aspects of Real Estate	Jul 7, 12	M/W

\*The first date listed for live online Real Estate Principles classes will be a short orientation session only.

### DATES & TIMES

Dates and times are subject to change. To ensure you get the most accurate and up-to-date class dates and times, please visit [www.KapRE.com/CALIC](http://www.KapRE.com/CALIC).

## Real Estate Salesperson Exam Prep

**OnDemand \$199**

**Live Online \$199**

Nobody prepares you for test day like Kaplan! Over 75 years of preparation has gone into the finest exam prep course on the market today. This course is a laser-focused review of exam content delivered by the industry's best instructors, who cover the content of the California licensing exam.

This course starts with a diagnostic practice exam that allows you to discover your strengths and weaknesses, so you can study more effectively and efficiently. You will be engaged with interactive questions that sharpen your understanding of salient test points.

Upon successfully completing your final diagnostic practice exam, you will understand what you already know and what you need to work on to be confidently prepared for success on test day. The industry's best instructors and continuously vetted content...exam prep doesn't get any better than this!

Includes:

- California Real Estate Exam Prep Workbook
- California Real Estate Salesperson Drill and Practice QBank
- Diagnostic Pre- and Post-Tests

## California Real Estate Salesperson Drill and Practice QBank

**QBank \$59**

You'll be as prepared as possible when you test yourself with hundreds of questions on the industry's most advanced interactive testing platform ever created. Our QBank gives you the power to simulate nearly every test environment imaginable; from full-length licensing exams to individual topic mini-exams, you can create exactly the test you need to improve your score.

## California Real Estate Flashcards Flashcards \$39

Success on the state exam depends on a thorough understanding of key terms and concepts. These flashcards contain over 400 terms and definitions you need to know to pass the California Real Estate Salesperson's exam. A great way to learn on-the-go!

## California Real Estate Terms and Definitions Audio MP3

**MP3 \$24**

This study aid groups terms by topic with a general introduction and short introductions for each topic. The definitions provide examples and explanations to ensure you fully understand what you hear.

"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.



## Live Online Exam Prep Schedule

DATES	DAYS	TIME
Jan 23, 24	Sat & Sun	9:00 am–5:00 pm
Feb 20, 21	Sat & Sun	9:00 am–5:00 pm
Mar 20, 21	Sat & Sun	9:00 am–5:00 pm
Apr 17, 18	Sat & Sun	9:00 am–5:00 pm
May 15, 16	Sat & Sun	9:00 am–5:00 pm
Jun 12, 13	Sat & Sun	9:00 am–5:00 pm

## DATES &amp; TIMES

Dates and times are subject to change. To ensure you get the most accurate and up-to-date class dates and times, please visit [www.KapRE.com/CALIC](http://www.KapRE.com/CALIC).

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

—Wanna C.

## Now is the time to invest in your career!

To qualify for a Real Estate Broker license, you are required to complete eight courses and pass the state Broker licensing exam. Required courses include Legal Aspects of Real Estate, Real Estate Appraisal, Real Estate Economics, Real Estate Finance, and Real Estate Practice. The remainder of the courses (shown right) are electives approved by the Department of Real Estate.

### Eligibility requirements for Broker license applicants in California:

- Applicants must be 18 years of age or older and a legal resident of the United States
- Applicants must show themselves to be honest and truthful
- Applicants must have successfully completed eight courses
- Effective January 1, 2013, applicants must have at least two years of licensure as a full-time real estate salesperson during the five years immediately preceding the date of your broker examination application or obtained a bachelor's degree from a four-year college with a major or minor in real estate

## Legal Aspects of Real Estate

45 Credits

**Home Study \$93**

**Home Study** with **OnDemand Supplemental Review \$169**

**Home Study** with **Live Online Supplemental Review \$169**

Make the law come alive, and explore some of the common myths and misconceptions that affect your day-to-day activities. Find out how you can avoid legal entanglements with this exciting course!

The California Department of Real Estate has approved this 45-hour statutory course. KREE Sponsor No. S0650.

## Real Estate Appraisal

45 Credits

**Home Study \$93**

Learn all about value, the appraisal process, neighborhood analyses and valuations, site analyses and valuations, depreciation concepts, and valuation methods.

The California Department of Real Estate has approved this 45-hour statutory course. KREE Sponsor No. S0650.

## Real Estate Economics

45 Credits

**Home Study \$93**

Study the trends and factors that influence changes in real estate values so you can better interpret the economy and the real estate market. Learn to read government and business conditions that affect real estate decisions, as well as regional and local trends unique to your market.

The California Department of Real Estate has approved this 45-hour statutory course. KREE Sponsor No. S0650.

## Real Estate Finance

45 Credits

**Home Study \$93**

A useful overview of the financing aspects of real property, including mortgages, mortgage money markets, sources of supply and demand for financing, loan processing, and trust deeds and tax aspects.

The California Department of Real Estate has approved this 45-hour statutory course. KREE Sponsor No. S0650.

## Real Estate Practice

45 Credits

**Home Study \$93**

**Home Study** with **OnDemand Supplemental Review \$169**

**Home Study** with **Live Online Supplemental Review \$169**

A real estate license does not come with an operating manual, so we have created courses that focus on what it really takes to succeed in the business and will expand your knowledge of the industry in an engaging and effective forum.

The California Department of Real Estate has approved this 45-hour statutory course. KREE Sponsor No. S0650.

### TUITION FOR SELF-STUDY COURSES

1 course	\$93	5 courses	\$299
2 courses	\$149	6 courses	\$348
3 courses	\$198	7 courses	\$399
4 courses	\$249	8 courses	\$448

## Escrow and Title

45 Credits

**Home Study \$93**

Discover the theory and practice of escrow, including a step-by-step outline of processing, regional variations, title documents, prorations, title insurance, automation, ethics, and specialized escrows.

The California Department of Real Estate has approved this 45-hour statutory course. KREE Sponsor No. S0650

## Real Estate Principles

45 Credits

**Home Study \$93**

**Home Study with OnDemand Supplemental Review and Exam Prep \$439**

**Home Study with Live Online Supplemental Review and Exam Prep \$439**

Become successful in your field by understanding key topics such as time management, the listing and selling process, property valuation, closing the sale, escrow procedure, taxes, financing, and more.

The California Department of Real Estate has approved this 45-hour statutory course. KREE Sponsor No. S0650.

## Real Estate Office Administration

45 Credits

**Home Study \$93**

Practical management training to prepare you to recognize and solve the specialized problems and challenges involved in administering a real estate organization.

The California Department of Real Estate has approved this 45-hour statutory course. KREE sponsor number is S0650.

## Property Management

45 Credits

**Home Study \$93**

A course for brokers, agents, owners, and managers of income-producing properties with a major emphasis on small and medium apartment complexes.

The California Department of Real Estate has approved this 45-hour statutory course. KREE Sponsor No. S0650.

## Highly Recommended Exam Prep!

### Real Estate Broker Exam Prep

**OnDemand \$199**

**Live Online \$199**

See page 9 for live online Exam Prep schedule

This course is a laser-focused review of exam content delivered by the industry's best instructors, who cover the content of the California licensing exam.

This course starts with a diagnostic practice exam that allows you to discover your strengths and weaknesses, so you can study effectively and efficiently.

The Broker exam consists of 70% Real Estate Principles material. Broker-specific content is merged within each subject area to provide a comprehensive review and maximize your performance on the state exam.

Upon successfully completing your final diagnostic practice exam, you will understand what you already know and what you need to work on to be confidently prepared for success on test day. Exam prep doesn't get any better than this!

Includes:

- California Real Estate Exam Prep Workbook
- California Real Estate Broker Drill and Practice Book
- California Real Estate Broker Drill and Practice QBank
- Diagnostic Pre- and Post-Tests

## Real Estate Broker Drill & Practice QBank \$59

You'll be as prepared as possible when you test yourself with hundreds of questions on the industry's most advanced interactive testing platform ever created. This QBank gives you the power to simulate nearly every test environment imaginable; from full-length licensing exams to individual topic mini-exams, you can create exactly the test you need to improve your score.

## California Real Estate Flashcards Flashcards \$39

Success on the Broker's exam depends on a thorough understanding of key terms and concepts. These color-coded cards are based on the seven topics tested on the state exam and include advanced broker questions. These cards contain over 400 terms and definitions you need to know to pass the California Real Estate Broker's exam. A great way to learn actively.

# FIRST RENEWAL

## Requirements and CE Packages

### Salesperson First Renewal

Salespersons renewing their license for the first time are required to complete a 45-hour first renewal, consisting of:

- Five separate 3-hour subjects in Agency, Ethics, Trust Fund Handling, Fair Housing, and Risk Management
- 18 hours of consumer protection
- 12 hours of either consumer service or consumer protection

### Broker First Renewal

Brokers renewing their license for the first time are required to complete a 45-hour first renewal, consisting of:

- Six separate 3-hour subjects in Agency, Ethics, Trust Fund Handling, Fair Housing, Risk Management, and Management & Supervision
- 18 hours consisting of consumer protection; the remaining hours must consist of either consumer service or consumer protection

### Salesperson OR Broker 45-Hour 1st Renewal Package

45 Credit Hours **OnDemand \$144** | **Home Study \$59**

Whether you are looking to renew your salesperson or broker license, we have package options customized for you!

**Our Salesperson Package** includes 15 hours of first renewal education that cover required topics in Ethics, Agency, Trust Fund Handling, Fair Housing, and Risk Management. Your remaining 30 hours for this complete renewal package include review of pertinent topics and issues that affect California real estate agents.

**Our Broker Package** includes 15 hours of first renewal education that cover required topics in Ethics, Agency, Trust Fund Handling, Fair Housing, and Risk Management as well as a 3-hour mandatory Broker Management and Supervision course. Your remaining 27 hours for this complete renewal package include review of pertinent topics and issues that affect California real estate agents.

To review package course topics and enroll, please visit our website.

**Looking for Live Online CE Classes?** We are adding new live online classes often, so please visit [www.KapRE.com/CACE](http://www.KapRE.com/CACE) to see what's new.

# SECOND RENEWAL

## Requirements and CE Packages

### Salesperson & Broker Second and Subsequent Renewals

For subsequent renewals, salespersons and brokers are required to complete 45 hours of approved education, consisting of:

- 18 hours in Ethics, Agency, Trust Fund Handling, Fair Housing, Risk Management, and Management & Supervision
- OR
- An 8-hour survey course that covers all of the six subjects listed at the left

AND

- 18 hours consisting of consumer protection
- The remaining 12 hours must consist of either consumer service or consumer protection

### Salesperson OR Broker 45-Hour 2nd Renewal Package

45 Credit Hours **OnDemand \$144** | **Home Study \$59**

Whether you are looking for your second renewal of your salesperson or broker license, we have package options customized for you!

All packages include the California 8-Hour Survey course and other highly engaging remaining courses to fulfill your needed requirements.

“The [live] online experience was wonderful. The teachers really care and are available 100 percent.”

—Katherine T.

# SECOND RENEWAL

## Requirements and CE Packages

### Package Titles Include:

#### Complete CE ONDEMAND PACKAGE

##### 45-Hour 2nd Renewal Package

45 Credit Hours

**OnDemand \$144**

- California 8-Hour Survey Course (PDF with OnDemand Review)
- The Tiny House: Is it a Phase or Craze?\*
- Good, Better, Best: When Price, Quality, and Value All Matter\*
- Houses: Buy...Fix...Sell!
- How to Measure Real Property\*
- Introduction to Real Estate Investments\*
- Millennials: Challenging the Traditional Real Estate Model
- Twenty Cost-Effective Home Improvements\*

#### Real Estate Event Marketing HOME STUDY PACKAGE

##### 45-Hour 2nd Renewal Package

45 Credit Hours

**Home Study \$59**

- California 8-Hour Survey Course
- Today's Real Estate Event Marketing in California
- Protecting California Consumers from Real Estate Scams\*
- Real Estate Finance Today\*

#### Repurposing Property HOME STUDY PACKAGE

##### 45-Hour 2nd Renewal Package

45 Credit Hours

**Home Study \$59**

- California 8-Hour Survey Course
- Protecting California Consumers from Real Estate Scams\*
- Real Estate Finance Today\*
- Repurposing Property: Friend, Foe, or the American Dream?\*

#### Protecting California Consumers HOME STUDY PACKAGE

##### 45-Hour 2nd Renewal Package

45 Credit Hours

**Home Study \$59**

- California 8-Hour Survey Course
- California Foreclosures and Short Sales\*
- Real Estate Finance Today\*
- Protecting California Consumers from Real Estate Scams\*

\*This course is approved for Consumer Protection.

To review package details and enroll, please visit our website at [www.KapRE.com/CACE](http://www.KapRE.com/CACE).



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

—Laurie G.



# CAREER LAUNCHER

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

See **page 4** for details.

## ENROLL TODAY

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[www.KapRE.com/CALIC](http://www.KapRE.com/CALIC) | [www.KapRE.com/CACE](http://www.KapRE.com/CACE)  
or call **800.951.7322**

**KAPLAN**<sup>®</sup>  
REAL ESTATE  
EDUCATION

332 Front Street South, Suite 501  
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