

MINNESOTA

Real Estate Continuing Education



NEW
Live Online
Class Dates

Guiding You to Success

NEW! 2020–2021 Required Module

7/1/20–6/30/21 SALESPERSON & BROKER REQUIRED MODULE:
Minnesota Disclosure Laws

See page 5.

2021

MARCH–JUNE

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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/MNCE for more information on live class schedules that are available near you. We will schedule live classes when we can ensure you a healthy and safe live classroom learning environment. Please continue to check our website for course and date additions.

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Comprehensive, text-based (non-video), online instruction available anytime, anywhere you have access to the internet.

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THE KNOWLEDGE you need to succeed!

CONTINUING EDUCATION PACKAGES

4 Build-Your-Own Package

CONTINUING EDUCATION COURSES

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BUILD-YOUR-OWN

CE packages

OPTION 1 | \$159

ANY COMBINATION:

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*Discount does not include courses on pages 16-17.

OPTION 2 | \$99

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Call now, and reserve your courses!

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NEW! Live Online

Our Live Online classes allow you to experience the benefits of a classroom setting from your home or office.

Earn CE credits when you join us for this efficient and effective learning experience.

Please see our website for course offerings, dates and times!

NEW! 7/1/20-6/30/21 SALESPERSON & BROKER REQUIRED MODULE: Minnesota Disclosure Laws

3.75 Credits **Live Online \$59** | **OnDemand \$34**

Fulfill your 2020-2021 Required Module credit!

As a licensee, you are expected to understand numerous laws and regulations on top of having an awareness of unique issues in your market. This course will enhance your real estate knowledge and professionalism in the critical matters of real estate licensee disclosure requirement issues, seller material fact disclosure requirements, and more.

Throughout this course, you will better your understanding of real estate licensee disclosure requirements, review seller material fact disclosure requirements including waiver conditions and cautions, and learn about special disclosure requirements such as environmental, predatory offender, and other disclosure considerations.

This is the required module effective July 1, 2020, through June 30, 2021.

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.

2021

DATE(S)	TIME
JANUARY	
22	8:30-12:15 pm
FEBRUARY	
3	8:30-12:15 pm
18	1:15-5:00 pm
MARCH	
3	1:15-5:00 pm
15	8:30-12:15 pm
APRIL	
7	8:00-11:45 am
16	1:15-5:00 pm
21	8:00-11:45 am
MAY	
5	8:00-11:45 am
10	1:15-5:00 pm
19	8:00-11:45 am
27	1:15-5:00 pm
JUNE	
1	8:30-12:15 pm
10	1:15-5:00 pm
14	1:15-5:00 pm
24	8:30-12:15 pm

DATES & TIMES

Dates, time, and locations are subject to change and **additional class dates are being added regularly**. To ensure you get the most accurate and up-to-date class dates and times, please visit www.KapRE.com/MNCE.

NEW! Where America is Moving4 Credits **Live Online \$59**

Do you really know today's America? Take into consideration population demographics, best places to live, housing options, costs, and homeowner preferences. Most Americans are aware of what's going on in their backyard, but they may not be aware of the bigger picture of America. In this class, we'll take a deep dive into analyzing the factors contributing to population shifts in America and discover what specific elements impact housing decisions. Please join us for this exciting and valuable experience as it will make you more knowledgeable and inevitably more valuable to your clients.

This course has been approved by the Minnesota Commissioner of Commerce for 4 hours of real estate continuing education.

NEW! Sustainable Building Practices7.5 Credits **Live Online \$108**

This course encompasses the most current sustainable building practices, materials, applications, and more! Learn key sustainability factors and their impact on costs, value, long-term savings, and the planet. You'll hear from real estate professionals and contractors regarding what their clients want, including specifics on the most valued and sought-after sustainable building materials and practices...which may surprise you! This course takes you beyond the obvious and creates immediate value for you and your clients.

This course has been approved by the Minnesota Commissioner of Commerce for 7.5 hours of real estate continuing education.

NEW! Financing Update: New Rules for the New World4 Credits **Live Online \$59**

Stay up-to-date on the latest changes in real estate financing. Knowing and understanding today's mortgage and financing options is a critical part of the home buying and selling process for real estate professionals. This course guides you through the integral financing process of a real estate transaction and the complex choices in mortgage financing. You will learn how to thrive in this business by understanding the current trends, laws, and requirements in this industry. The course covers topics such as COVID-19, condominium association approvals, steps for a successful closing, credit scoring and FICO 10, and loan programs, as well as recent changes to the typical loan program choices and mortgage regulations.

This course has been approved by the Minnesota Commissioner of Commerce for 4 hours of real estate continuing education.

NEW! Millennials: The New Majority4 Credits **Live Online \$59**

This course examines the factors driving today's real estate market as millennial customers outpace baby boomers (previously, the largest real estate customer group). You will learn about millennial preferences in housing, living, and communicating. By understanding the wants, needs, and trends of this growing population segment, you can better serve millennials as both buyers and sellers. And you can use this knowledge to the advantage of your non-millennial clients by positioning their properties to appeal to the millennial market.

This course has been approved by the Minnesota Commissioner of Commerce for 4 hours of real estate continuing education.

NEW! 2021 Tax Update4 Credits **Live Online \$59**

The pandemic of 2020 brought many new challenges in tax planning that affected your clients and real estate. One of the changes that had a significant impact was the passing of the CARES ACT. This course discusses the important tax law changes you should be aware of to effectively represent your clients. Additionally, The Tax Cuts and Jobs Act (TCJA) continues to provide many planning opportunities in 2021. This course also illustrates how your business and personal income has been influenced by the 2020 pandemic.

This course has been approved by the Minnesota Commissioner of Commerce for 4 hours of real estate continuing education.

NEW! Credit in Uncertain Economic Times2 Credits **Live Online \$29**

Understanding the credit scoring system is essential for today's real estate professional. Your clients and customers need to know who to go to for credit information. This course guides you through the many FICO scoring methods and the purposes of each model. It also illustrates the different parts of the debt collection process, how the process works, and how it may apply to your customers.

This course has been approved by the Minnesota Commissioner of Commerce for 2 hours of real estate continuing education.

Minnesota Landlord Tenant Act: Protecting Yourself and Your Client3.75 Credits **Live Online \$59**

Save money and time, and limit your exposure by learning the law! If your tenants know more about the law than you do, you are already in trouble. From screening potential tenants to handling evictions, nearly every aspect of the landlord-tenant relationship is covered by law or regulation. This course provides a fresh perspective of the Minnesota Landlord-Tenant Act, delivered by an experienced attorney in this field. You will also learn the impact of the domestic abuse act, tenant remedies action (TRA), and eviction actions.

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.

Tax Write-Off Essentials for the Self-Employed4 Credits **Live Online \$59**

Get the latest facts regarding all you need to know concerning indispensable tax write-offs available for the self-employed. Are you certain you are utilizing all of the tax deductions entitled to you being self-employed? Join Paul Miller, resident tax expert, in a fast-paced session on what you need to know concerning your business and how to maximize your efforts. Being self-employed opens the door to a whole world of tax deductions. However, understanding what is tax-deductible and what limitations exist is crucial. A review of the most recent tax law changes and how to maximize all of the benefits will be included in the discussion.

This course has been approved by the Minnesota Commissioner of Commerce for 4 hours of real estate continuing education.

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

— Katherine T.

Biggest Tax Problems and Issues for the Self-Employed

4 Credits **Live Online \$59**

In this course, expert Paul Miller shares the most compelling tax problems and prepares you to effectively address them. Being self-employed can have its rewards, but there are challenges too. Join our resident tax expert for an informative session addressing the problems and issues that are most common for the self-employed. You may know the basics, but this course delves into the more complex tax issues, too. The discussion includes real-world examples and solutions you will be able to take back and implement immediately in your business.

This course has been approved by the Minnesota Commissioner of Commerce for 4 hours of real estate continuing education.

iBuyers and the Future of Real Estate

3.75 Credits **Live Online \$59**

Prepare yourself to help clients navigate the new landscape of real estate and make an educated decision in their next real estate transaction. iBuyers are emerging across the country and marketing to sellers as a quick, easy, hassle-free sale. This class breaks down the advantages, disadvantages, and potential warnings, and delves into the impact of iBuyers on the future of real estate. This course will position you to serve your clients by providing them knowledge and representation as well as answer all these questions and more!

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.

Navigating Minefields: Preventing Real Estate Disaster

3.75 Credits **Live Online \$59**

No two transactions are the same. Licensees need essential knowledge to troubleshoot everyday and not-so-everyday circumstances. In this class, 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 for you. By identifying the potential minefields and possible remedies in various situations, you'll be prepared to guide your clients to a smooth and memorable real estate experience.

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.

The CIC Paper Chase

2 Credits **Live Online \$29**

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. Many potential real estate buyers are intrigued about owning a property with shared amenities and services they would not be able to afford on their own, but they should be knowledgeable about the fees and limitations associated with these properties. You'll also learn what to spot in those documents to help your clients determine whether the properties they are considering are sound investments.

This course has been approved by the Minnesota Commissioner of Commerce for 2 hours of real estate continuing education.

Water: How It Affects Property

3.75 Credits **Live Online \$59 | OnDemand \$29**

In this course, you will learn how to effectively guide your clients in making appropriate decisions concerning buying, selling, and assessing properties in which water is involved. By the end of this course, you will be able to answer the following questions and more: "What are the risks of a pond on the property?" "Does a rain garden increase the value of a property?" "Can those cattails be cleared for a better view of the lake?" Our expert instructor will inform you of essential facts and critical knowledge that can save you and your clients from making costly real estate decisions.

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.

Real Estate Green 101

4 Credits **Live Online \$59**

Green is not a stagnant definition. Rather, it is practices—a philosophy of interconnected ideas and choices—resulting in reduced environmental impact. Green building techniques have been used for centuries. The modern green building movement began in the 1970s as a result of both oil price increases and the rise of the environmental movement. 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 has been approved by the Minnesota Commissioner of Commerce for 4 hours of real estate continuing education.

Avoiding Deceptive Practices

3.75 Credits **Live Online \$59 | OnDemand \$29**

Advances in marketing and advertising technology and methodology are great for business, but can be worrisome for regulators who are tasked with ensuring consumers aren't being deceived through ads and testimonials. 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.

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.

Commercial Real Estate Property Management

2 Credits **Live Online \$29**

Property management is a very prominent aspect in the field of commercial real estate. This category of commercial real estate can be heavily regulated dependent on locale, and in most areas it is typically overseen at the municipal level by specific commissions or licensure boards. The law of a particular region will help shape the framework, but the elementary principles that are involved in the actual day-to-day tasks of property management remain the same. 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 has been approved by the Minnesota Commissioner of Commerce for 2 hours of real estate continuing education.

Commercial Real Estate Fundamentals

2 Credits **Live Online \$29**

To get a quick refresher, or a simple breakdown of how commercial real estate works, this course can help! Forming an essential, necessary, base or core, one of central importance. This is the description of the term fundamental. In the practice of commercial real estate, there exist many categories, types, and specialties. In each case, the fundamentals behind the vocation are utilized to help form the essential core of principles. Commercial real estate itself generally refers to property that is intended to generate a profit. This typically takes the form of capital gains, sales, or some other type of rental income that utilizes the real estate itself.

This course has been approved by the Minnesota Commissioner of Commerce for 2 hours of real estate continuing education.

Appraisal Inspection: It's Black and White and Shades of Gray

7.5 Credits **OnDemand \$99**

The appraiser's ability to gather facts essential to the property has a direct correlation to the integrity of valuation results. To complicate matters, appraisers, real estate agents, and clients all have misconceptions and false expectations of the appraiser's role and responsibilities during the appraisal inspection. This class sets the record straight and details the inspection from many points in the process, such as preparing for the inspection, neighborhood observations, expectations while at the property, comparable observations, and so much more. In this course, the instructor clearly articulates what an appraiser does and doesn't do during the inspection of a property when developing an appraisal.

This course has been approved by the Minnesota Commissioner of Commerce for 7.5 hours of real estate continuing education.

Buying Within Your Budget

3.75 Credits **OnDemand \$29**

Learn how big changes come from small steps. In this course, you'll learn how to create a plan and follow through with it to achieve financial freedom. Many people want to save more money, but don't know where to start or lack restraint to stop spending. Just because your clients qualify for a certain loan amount doesn't mean they can afford it. Clients that understand how to budget correctly can make effective and smart decisions when making any purchase, including home buying. Learn how to live on what you earn—to the penny!

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.

Good, Better, Best: When Price, Quality, and Value All Matter

7.5 Credits **OnDemand \$59**

Learn what does and does not have monetary value in an appraiser's eyes with a snapshot of the essential tools and assessment methods used to establish the ultimate value of a property. Also, learn where value lies from a cost approach, so you can help your clients identify poor quality in spite of acceptable appearance. Find out what the six surprising low-cost, high-value materials are, what type of siding lasts the longest, and which foundation type will save you the most money in the long run.

This course has been approved by the Minnesota Commissioner of Commerce for 7.5 hours of real estate continuing education.

Guiding Customer Energy Decisions (Includes Energy)

1 Credit **OnDemand \$19**

Learn how to make good energy decisions for your projects and clients. There are many energy-based decisions you and your customer must consider when making renovations or building a new home. With the long list of choices to make, where do you start? This course will instruct you on how to prioritize and attack these questions. National and state energy codes will play a role in deciding energy-efficient features. This course will illustrate how to interpret these energy codes and show you how to apply them to building projects.

This course has been approved by the Minnesota Commissioner of Commerce for 1 hour of real estate continuing education.

DATES & TIMES

Dates, time, and locations are subject to change and **additional class dates are being added regularly**. To ensure you get the most accurate and up-to-date class dates and times, please visit www.KapRE.com/MNCE.

Houses: Buy...Fix...SELL!

7.5 Credits **OnDemand \$59**

Learn the process of buying a distressed property, fixing it up, and selling it for profit. You'll first look at ways to structure the acquisition. Next, you'll determine how to analyze the property's needs and costs. Comparing the costs and returns from renovating bedrooms to baths to kitchens and more will help you put your money in the right place. Also learn how to put together pricing models, accurate construction timelines, and a profitable exit strategy.

This course has been approved by the Minnesota Commissioner of Commerce for 7.5 hours of real estate continuing education.

Houses: From the Ground Up

7.5 Credits **OnDemand \$59**

There are many challenges to helping others find suitable housing. One of the biggest is to effectively answer simple questions about housing structure and condition. That's why we've put together this special on-demand video course. In it, you'll learn the language of houses and how they are built—plain and simple. Our dynamic instructors take you from the classroom right into the structural workings of a house. This highly visual instruction helps you gain the answers to the questions about the product you sell. From the foundation to the rooftop, you will explore everything in-between.

This course has been approved by the Minnesota Commissioner of Commerce for 7.5 hours of real estate continuing education.

Houses: Why Bad Things Happen to Good Houses

7.5 Credits **OnDemand \$59**

We will take you on a building physics adventure! We'll explain in easy-to-understand terms how houses work and, more importantly, why perfectly good houses sometimes go bad. You will learn the critical role new construction materials play in reduced building tolerances and why that creates huge problems. No more dealing with individualized parts of the house—this class provides the whole picture. Get the answers to help your clients make decisions and the information to help you compete in the current market.

This course has been approved by the Minnesota Commissioner of Commerce for 7.5 hours of real estate continuing education.

How to Measure Real Property

2.75 Credits **OnDemand \$19**

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. You'll also learn the proper terminology and definitions that even the playing field between agents, appraisers, and lenders who use this value-laden information for many of the decisions made concerning a property. Learn to talk the same talk while more accurately representing the home, as well as enhancing the value you bring to your client with this knowledge.

This course has been approved by the Minnesota Commissioner of Commerce for 2.75 hours of real estate continuing education.

Introduction to Real Estate Investments

7.5 Credits **OnDemand \$59**

Learn the fundamentals essential to proper preparation and success. Income-producing real estate is a time-tested investment. Agents who understand the fundamentals can earn commissions helping investors and build their own investment property portfolio. This course provides a step-by-step introduction to the understanding of the fundamentals of investment real estate: markets, timing, leverage, cash flows, tax benefits, principal reduction, and appreciation.

This course has been approved by the Minnesota Commissioner of Commerce for 7.5 hours of real estate continuing education.

Liars, Cheaters, and Thieves: Averting Client Catastrophe

3.75 Credits **OnDemand \$29**

Protect your clients, and safeguard your real estate business and career! 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. This course covers the issues that create problems in real estate transactions. You'll sharpen your understanding of what happens when a client makes a Breach of Contract claim and how to avoid misleading statements that can have disastrous ramifications for you, your client, and your business.

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.

Making Adjustments in an Appreciating Market: 12 Proven Strategies

7.5 Credits **OnDemand \$99**

The sales comparison approach to value is essential to the real estate appraisal process, yet it has often been a source of uncertainty for many appraisers. The adjustment calculation process leads many appraisers to just throw their hands up in frustration. Trying to prove, or even offer support for, an adjustment can be a daunting task. And for the readers of the report, it can be even more frustrating because there may not be enough information available to understand how the appraisers arrived at their adjustment conclusion. This course will unlock the mystery behind making adjustments and give you a fundamental understanding of how to make adjustments for the sales comparison approach to value.

This course has been approved by the Minnesota Commissioner of Commerce for 7.5 hours of real estate continuing education.

Mediate–Litigate–Arbitrate: Be Informed

2 Credits **OnDemand \$19**

Learn 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 and often tense decision making junctures. Each of the three dispute resolution types are examined and explained in simple yet comprehensive terms to enable your understanding and increase your confidence. Explore the difference between binding and non-binding arbitration, the defining elements and consequences of both, as well as the potential for an arbitration appeal.

This course has been approved by the Minnesota Commissioner of Commerce for 2 hours of real estate continuing education.

Millennials: Challenging the Norm

2 Credits **OnDemand \$19**

This course examines the factors driving today's real estate market. The instructor takes you beyond the newspaper headlines to illustrate how the former driving factors of real estate no longer apply as millennial buyers outpace baby boomers (previously the largest real estate buyer group). You will explore essential expectations and patterns so you can refine and re-tool your knowledge and practices, as well as your branding and image, to reflect an understanding of the new real estate model. This course focuses on increasing your ability to work effectively and productively with millennials to achieve their real estate goals, as well as yours.

This course has been approved by the Minnesota Commissioner of Commerce for 2 hours of real estate continuing education.

Millennials: Challenging the Traditional Real Estate Model

3.75 Credits **OnDemand \$29**

Facts, trends, and hard data illustrate how the leading factors for Baby Boomers no longer apply. This course examines the factors driving today's real estate market, beyond the newspaper headlines. You will learn how Millennials, today's largest real estate client group, prefer to buy, sell, rent, strategize, and communicate with you. After this course, you will have a better understanding of how to represent these clients.

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.

Personal Safety in Real Estate

1 Credit **OnDemand \$19**

Personal Safety in Real Estate is a practical one-hour video course that includes six short video segments. These short segments allow you to complete the course in small pieces or all at once. This course focuses on being aware of your surroundings and discusses different methods for fostering this awareness, such as the NAR Ten-Second Rule. The topics covered in this course are beneficial to all real estate professionals.

This course has been approved by the Minnesota Commissioner of Commerce for 1 hour of real estate continuing education.

Protecting Elders from Real Estate Scams

3.75 Credits **OnDemand \$29**

The law recognizes that elders are susceptible to financial abuse and fraud. Real estate licensees are uniquely positioned to help protect these vulnerable individuals from being preyed upon. This online video course gives you the knowledge of the most common types of elder scams and how you can help elders take steps to prevent abuse. Through education, knowledge, and awareness, you can contribute to safeguarding the interests of your clients and other consumers in the marketplace.

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.

Real Estate Math

3.75 Credits **OnDemand \$29**

In this essential course, we'll review the calculations to determine a commission under different circumstances. Additionally, you'll understand how to determine the seller's net from sale and price based on a specified seller's net. You'll review the calculations necessary to establish the amount a property has appreciated or depreciated. Building on this calculation, you will then review how to ascertain the rate of return on a property and verify formulas necessary for property managers. Loan calculations will be reviewed, and you'll develop a greater understanding of loan-to-value ratio and equity, discount points and origination fees, amortization and qualifying a buyer, area calculations, legal descriptions, and much more.

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.

Solving the Downpayment Dilemma

3.75 Credits **OnDemand \$29**

How can you help more people realize the dream of owning a home? By solving the down payment dilemma. In this course, you will explore the concepts and innovative programs that make that dream come true. This course explores how to crowdfund a down payment, how to qualify for state and federal low down payment programs, as well as how to find and reach customers—whether millennials with high student loan debt or newlyweds looking to improve their credit scores—who need down payment assistance.

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.

Twenty Cost-Effective Home Improvements

3.75 Credits **OnDemand \$29**

Learn where to put the money for the highest return. In this information packed course, we will discuss what home improvements give the best immediate return on investment and which ones will add value over time. We will review energy efficient appliances and calculate whether upgrading to higher efficiency makes sense. You'll understand the difference between a properly maintained property and one suffering from deferred maintenance, including what that can mean in value.

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.

This course has been approved by the Minnesota Department of Labor and Industry for 3.75 hours for contractor continuing education.

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of appraisal continuing education.

The Tiny House: Is it a Phase or Craze?

3.75 Credits **OnDemand \$29**

Witness the emerging market segment as you learn about the new world of tiny house living. In this course, you'll learn the origin of the tiny house, the different types, the structural elements, costs and considerations, valuation of property, and when a tiny house is considered real property. We'll also identify financing options specific to the tiny house and introduce you to tiny house communities developing across the country.

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.

Your Client's Financing: Dos and Don'ts

2 Credits **OnDemand \$19**

From initial contact through the closing, real estate agents must move with the market. You'll learn how economic conditions, such as rising interest rates and employment indicators, along with many other factors, affect every client decision. This course will guide you step-by-step so you can help buyers choose the right type of funding. In addition, you'll be able to ensure buyers and sellers are getting the best possible price, all while providing a smooth transaction.

This course has been approved by the Minnesota Commissioner of Commerce for 2 hours of real estate continuing education.

COURSE SCHEDULES ON PAGES 17-19

Visit www.KapRE.com/MNCE for the most **up-to-date** course offerings!



Live Online \$399

You've built a solid foundation for your new career by successfully completing your comprehensive licensing education. Now, you're ready to move to the next phase of your professional development. How do you build on what you've achieved? How do you start earning commissions as quickly as possible? Real Estate Accelerator has the answers.

This eight-hour, 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 to be successful in real estate.

DEVELOP YOUR:

- Business Plan
- Marketing Plan
- Economic Plan

COURSE INCLUDES:

- 8 hours of intensive training
- 8 weeks of continued coaching
- 6-month CRM subscription
- 8 weeks of access to goal tracking software

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All times are 10:00 am–2:00 pm, and all classes are **Live Online**.

LIVE ONLINE COURSES

February 5 & 6

March 13 & 14

April 30 & May 1

June 5 & 6

July 23 & 24

Please see website for additional course dates.

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.

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DAY 1

NEW! 7/1/20–6/30/21 SALESPERSON & BROKER REQUIRED MODULE: Minnesota Disclosure Laws (3.75 hours)

This is the required module effective July 1, 2020, through June 30, 2021.

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education.

&

Where America is Moving (4.0 hours)

This course has been approved by the Minnesota Commissioner of Commerce for 4 hours of real estate continuing education.

This course has been approved by the Minnesota Department of Labor and Industry for 4 hours for contractor continuing education.

DAY 2

Sustainable Building Practices (7.5 hours)

This course has been approved by the Minnesota Commissioner of Commerce for 7.5 hours of real estate continuing education.

This course has been approved by the Minnesota Department of Labor and Industry for 7.5 hours for contractor continuing education and includes 1 hour of energy.

See pages 5-6 for complete course descriptions and course times.

2021 SPRING EDUCATION TOUR LIVE ONLINE

Take all classes over two days or schedule classes when it's convenient for you!

LIVE ONLINE COURSES

April 7 & 8

April 21 & 22

May 5 & 6

May 19 & 20

DATE(S)	COURSE	TIME	CREDITS
JANUARY			
6	7/1/20—6/30/21 SALESPERSON & BROKER REQUIRED MODULE: Minnesota Disclosure Laws	1:15–5:00 pm	3.75
8	Where America is Moving	10:00–2:00 pm	4
14	Biggest Tax Problems and Issues for the Self-Employed	8:30–12:15 pm	3.75
14	Tax Write-Off Essentials for the Self-Employed	1:15–5:00 pm	3.75
20	Sustainable Building Practices	8:30–12:15 pm, 1:15–5:00 pm	7.5
21	The CIC Paper Chase	10:00–12:00 pm	2
22	7/1/20—6/30/21 SALESPERSON & BROKER REQUIRED MODULE: Minnesota Disclosure Laws	8:30–12:15 pm	3.75
FEBRUARY			
3	7/1/20—6/30/21 SALESPERSON & BROKER REQUIRED MODULE: Minnesota Disclosure Laws	8:30–12:15 pm	3.75
9	Where America is Moving	1:00–5:00 pm	4
11	Water: How it Affects Property	10:00–2:00 pm	4
12	Sustainable Building Practices	8:30–12:15 pm, 1:15–5:00 pm	7.5
18	7/1/20—6/30/21 SALESPERSON & BROKER REQUIRED MODULE: Minnesota Disclosure Laws	1:15–5:00 pm	3.75
MARCH			
1	Sustainable Building Practices	8:30–12:15 pm, 1:15–5:00 pm	7.5
3	Credit in Uncertain Economic Times	10:00–12:00 pm	2
3	7/1/20—6/30/21 SALESPERSON & BROKER REQUIRED MODULE: Minnesota Disclosure Laws	1:15–5:00 pm	3.75
4	Financing Update: New Rules for the New World	10:00–2:00 pm	4
5	Water: How it Affects Property	1:00–5:00 pm	4
10	Tax Write-Off Essentials for the Self-Employed	8:00–12:00 pm	4
10	Biggest Tax Problems and Issues for the Self-Employed	1:00–5:00 pm	4
12	Navigating Minefields: Preventing Real Estate Disaster	10:00–2:00 pm	3.75
15	7/1/20—6/30/21 SALESPERSON & BROKER REQUIRED MODULE: Minnesota Disclosure Laws	8:30–12:15 pm	3.75
15	Where America is Moving	1:00–5:00 pm	4
16	iBuyers and the Future of Real Estate	8:00–12:00 pm	3.75
16	2021 Tax Update	1:00–5:00 pm	4
24	Commercial Real Estate Fundamentals	10:00–12:00 pm	2
24	Commercial Real Estate Property Management	12:15–2:15 pm	2
25	Millennials: The New Majority	10:00–2:00 pm	4

APRIL

6	Credit in Uncertain Economic Times	3:00–5:00 pm	2
7	7/1/20—6/30/21 SALESPERSON & BROKER REQUIRED MODULE: Minnesota Disclosure Laws	8:00–11:45 am	3.75
7	Where America is Moving	1:00–5:00 pm	4
8	Sustainable Building Practices	8:00–11:45 am, 1:00–5:00 pm	7.5
9	2021 Tax Update	10:00–2:00 pm	4
12	Financing Update: New Rules for the New World	10:00–2:00 pm	4
14	iBuyers and the Future of Real Estate	9:00–1:00 pm	3.75
15	Millennials: The New Majority	10:00–2:00 pm	4
16	7/1/20—6/30/21 SALESPERSON & BROKER REQUIRED MODULE: Minnesota Disclosure Laws	1:15–5:00 pm	3.75
21	7/1/20—6/30/21 SALESPERSON & BROKER REQUIRED MODULE: Minnesota Disclosure Laws	8:00–11:45 am	3.75
21	Where America is Moving	1:00–5:00 pm	4
22	Sustainable Building Practices	8:00–11:45 am, 1:00–5:00 pm	7.5
22	Real Estate Green 101	10:00–2:00 pm	4

MAY

3	Avoiding Deceptive Practices	10:00–2:00 pm	3.75
5	7/1/20—6/30/21 SALESPERSON & BROKER REQUIRED MODULE: Minnesota Disclosure Laws	8:00–11:45 am	3.75
5	Where America is Moving	1:00–5:00 pm	4
6	Sustainable Building Practices	8:00–11:45 am, 1:00–5:00 pm	7.5
7	Millennials: The New Majority	10:00–2:00 pm	4
10	Minnesota Landlord Tenant Act: Protecting Yourself and Your Client	8:30–12:15 pm	3.75
10	7/1/20—6/30/21 SALESPERSON & BROKER REQUIRED MODULE: Minnesota Disclosure Laws	1:15–5:00 pm	3.75
12	Credit in Uncertain Economic Times	3:00–5:00 pm	2
13	iBuyers and the Future of Real Estate	1:00–5:00 pm	3.75
19	7/1/20—6/30/21 SALESPERSON & BROKER REQUIRED MODULE: Minnesota Disclosure Laws	8:00–11:45 am	3.75
19	Where America is Moving	1:00–5:00 pm	4
20	Sustainable Building Practices	8:00–11:45 am, 1:00–5:00 pm	7.5
21	2021 Tax Update	1:00–5:00 pm	4
25	Financing Update: New Rules for the New World	10:00–2:00 pm	4
26	Water: How it Affects Property	1:00–5:00 pm	4
27	7/1/20—6/30/21 SALESPERSON & BROKER REQUIRED MODULE: Minnesota Disclosure Laws	1:15–5:00 pm	3.75

JUNE

1	7/1/20—6/30/21 SALESPERSON & BROKER REQUIRED MODULE: Minnesota Disclosure Laws	8:30–12:15 pm	3.75
7	Biggest Tax Problems and Issues for the Self-Employed	8:00–5:00 pm	4
7	Tax Write-Off Essentials for the Self-Employed	1:00–5:00 pm	4
8	Sustainable Building Practices	8:30–12:15 pm, 1:15–5:00 pm	7.5
10	7/1/20—6/30/21 SALESPERSON & BROKER REQUIRED MODULE: Minnesota Disclosure Laws	1:15–5:00 pm	3.75
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25	Financing Update: New Rules for the New World	10:00–2:00 pm	4
28	The CIC Paper Chase	10:00–12:00 pm	2
28	Commercial Real Estate Property Management	12:15–2:15 pm	4

DATES & TIMES

Dates, time, and locations are subject to change and **additional class dates are being added regularly**. To ensure you get the most accurate and up-to-date class dates and times, please visit www.KapRE.com/MNCE.

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