

# MINNESOTA

## Real Estate Continuing Education

Many NEW  
courses and  
dates!



***Guiding You to Success***

**NEW! 2021–2022 Required Module**

7/1/21–6/30/22 Salesperson & Broker Required Module:  
The History of Diversity in Homeownership

See page 5.

# 2022

**MARCH–JUNE**

# 4 WAYS

## to complete your education!

We know everyone learns differently. That's why we offer multiple options to not only help you meet your educational requirements but also allow you to take your classes when it works best for your schedule. All learning options offer the same **high-quality curriculum and outstanding instructors** to help you succeed throughout every stage of your career. **The choice is yours!**

## Live Online

Attend live classes from the comfort of your home or office! Live Online courses make it more convenient than ever to 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!\*

## OnDemand Video

Looking for a more flexible schedule? Try our industry-leading OnDemand Video lecture format. Access professional instruction on your schedule!

- Our expert instructors go in-studio to create a dynamic learning experience.
- Our OnDemand courses educate, engage, and entertain with studio and "in-the-field" videos.
- Start, stop, pause, and rewind each video lesson or segment as often as you like.\*

## Live 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/MNCE](http://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.

## Online

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

\*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!

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6 **NEW!** Property Management for Real Estate Professionals

7 **NEW!** New Construction for Buyer Agents

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# BUILD-YOUR-OWN

CE packages

## OPTION 1 | \$159

ANY COMBINATION:

Live Online | OnDemand | Online

Purchase 15 credit hours, and receive the CE-Advantage Package discount.\*

More than a 25% discount.

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

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## OPTION 2 | \$99

OnDemand | Online

***Call now, and reserve your courses!***

These specials may only be requested when you call **888.523.1092** to place your order.

## 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! 7/1/21–6/30/22 Salesperson & Broker Required Module: The History of Diversity in Homeownership**

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

**Satisfy your 2021–2022 Minnesota required module CE requirement, as well as one hour of fair housing training!**

In this course, you will come to understand the history of real estate and the government practices that institutionalized racism in real estate. You will learn to identify Minnesota organizations that currently work toward eradicating racism in real estate, as well as the real estate professional's role in ensuring fair housing for all. You will also examine individual bias that interferes in the effective and fair practice of real estate. The course will wrap by teaching you how to create a diverse business model and help you understand the benefits of diversity.

This course also satisfies the 1-hour broker module requirement.

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of real estate continuing education, including 1 hour of fair housing credit.

IMPORTANT NOTE: This course does NOT include 1 hour of Agency.

**2022**

DATE(S)	TIME
<b>MARCH</b>	
16	8:30 am–12:15 pm
<b>APRIL</b>	
14	8:30 am–12:15 pm
27	1:15 pm–5:00 pm
<b>MAY</b>	
11	8:30 am–12:15 pm
23	1:15 pm–5:00 pm
<b>JUNE</b>	
6	8:30 am–12:15 pm
23	1:15 pm–5:00 pm

**DATES & TIMES**

Dates, times, 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](http://www.KapRE.com/MNCE).

## **NEW! Real Estate Bloopers: Preventing Client Horror Stories (Includes Agency)**

4 Credits **Live Online \$59**

Use the knowledge gained from client horror stories to implement best practices and provide a positive client experience.

As humans, we are bound to make mistakes, and each mistake is an opportunity to learn. In this course, you will learn about mistakes other licensees have made, so you can avoid making the same mistakes that can negatively impact your clients. This course explains the impact of negative client experiences, licensees' fiduciary duties, and representation relationships. It also covers 11 different real-world examples of mistakes made by licensees, the legal and ethical issues present, and the best practices for each scenario.

This course has been approved by the Minnesota Commissioner of Commerce for 4 hours of real estate continuing education, including 1 hour of agency credit.

## **NEW! Outside the Box Land Development**

2 Credits **Live Online \$29**

When it comes to being a landowner, options vary based on the seller's involvement, risk, and reward. This course defines and outlines three different options a landowner can choose from. All sellers and situations are different; therefore, adapting and modifying solutions and strategies to best suit each selling scenario ensures everyone's goals and needs are addressed. When a development company and a real estate brokerage work alongside one another, they help to vertically integrate the fees and services of each entity, enhancing communication while providing a model of flexibility that becomes a benefit for all parties.

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

## **NEW! Teams Serving Clients for Optimized Service**

2 Credits **Live Online \$29**

This course examines the team model for real estate and how it can optimize service for your clients. You will learn about the history of the team model, how the model has evolved, how teams function, how it differs from the individual agent model, when a team is appropriate, and legal issues teams face. The knowledge gained in this course will help you understand and assess which model is right for you and your clients.

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

## **NEW! Property Management for Real Estate Professionals**

2 Credits **Live Online \$29**

This 2-hour class serves as an excellent refresher for experienced property managers and identifies important considerations for people who are new to the industry. It is helpful whether a real estate professional acts as a property manager/landlord or represents buyers, sellers, landlords, or tenants. It covers need-to-know topics to comply with law and to protect consumers in real estate transactions as well as nice-to-know topics based on standard practices in the property management profession.

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

**NEW! New Construction for Buyer Agents**4 Credits **Live Online \$59**

An often-overlooked source of inventory in the real estate marketplace, new construction expertise will help students broaden their range of potential clients. You will learn how to explain clearly and concisely the features, benefits, roadblocks, and deficits your clients can expect from building a new construction home. From working with the builder's sales center to preparing your clients for all the decisions they will need to make, to protecting your client through all the builder meetings, this course will prepare you to competently represent new construction buyers.

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

**NEW! Real Estate and the Civic Equation**4 Credits **Live Online \$69**

This course has been developed as an easy to follow and concise referral source to aid in deciphering the ever-evolving complexities existing with real estate transactions, usage, development, and management and the symbiotic relationship with civic laws and their scope of reach.

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

**NEW! Commercial Real Estate and Municipal Planning: Government Domain**4 Credits **Live Online \$69**

Do not be overwhelmed by the rules and regulations that sometimes bog down other brokers... understand how civic laws play into real estate! Cities all over the United States utilize "Planning and Zoning Departments," or variations thereof, to multiple degrees, dependent on local statutes, to carry out the directive of the law. Designed for comprehensive coverage of how the various functions of government interplay, and hold domain, or jurisdiction, when crossing over into the field of commercial real estate.

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

**NEW! Unconscious Bias: Barrier to Service? (Includes Fair Housing)**2 Credits **Live Online \$29** | 2 Credits **OnDemand \$19**

What you don't know CAN hurt you...and your customers, too!

This course examines unconscious bias and helps you to address it in your life and in your real estate practice. Eliminating both conscious and unconscious bias is not only the right thing to do for your clients and customers, but it also can open a new world of opportunity. In this class, you will look at how you can create a bias-proof process that will lead to numerous benefits.

This course has been approved by the Minnesota Commissioner of Commerce for 2 hours of real estate continuing education, including 1 hour fair housing credit.

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

— Katherine T.

## **NEW! 2022 Tax Update**

**Join us for this year's compelling and informative Tax Update with all the essential updates pertaining to you, your business, and your clients.**

The Pandemic of 2020 brought many new challenges in tax planning affecting your clients and real estate. The passing of the CARES ACT had a significant impact. This course will discuss 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 2022. This course will also illustrate how your business and personal income has been influenced by the 2020 pandemic. Join our tax expert Paul Miller to learn what's new and necessary for your success!

This course is pending approval by the Minnesota Commissioner of Commerce for real estate continuing education.

## **NEW! Real Estate Market Pulse (Includes Agency)**

7.5 Credits **Live Online \$108**

Over the last year, society has gone through tremendous changes in real estate and in many other aspects: the way people make decisions, the way they live their lives, how they interact, and how and where they spend their money. This Live Online course discusses current trends and how professionals in the real estate industry can navigate these changes. Get the answers and keep up with the current state of the real estate market, all from the comfort of your home or office. Experience the benefits of a classroom setting while learning from instructors who understand the market and know what it takes to succeed!

This course has been approved by the Minnesota Commissioner of Commerce for 7.5 hours of real estate continuing education, including 1 hour agency credit.

## **Minnesota Landlord Tenant Act: Protecting Yourself and Your Client**

3.75 Credits **Live Online \$59**

Save money and time, and limit your exposure by learning the law! When your tenants know more about the law than you do, you may already be 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.

## **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** | 2 hours **OnDemand \$19**

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

4 Credits **Live Online \$69** | **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.

## Millennials: The New Majority

4 Credits **Live Online \$69**

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/trends of this population segment, you can better serve millennials as buyers and sellers, and you can also use this knowledge to the advantage of your non-millennial clients by positioning their properties to appeal to the millennial market. The information in this course can be used to understand and assess the market of a particular area to focus on increasing your ability to work effectively and productively with millennials to achieve their real estate goals.

This course has been approved by the Minnesota Commissioner of Commerce for 4 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 who 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.

## 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.

## 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: 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.

## 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 downpayment 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 downpayment, how to qualify for state and federal low downpayment 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.

## 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.

## More courses and dates available on our website [kapre.com/MNCE](http://kapre.com/MNCE):

-Commercial Real Estate & Municipal Planning: Zoning

## COURSE SCHEDULES **ON PAGES 17-19**

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Visit [www.KapRE.com/MNCE](http://www.KapRE.com/MNCE) for the most **up-to-date** course offerings!



REAL ESTATE  
**ACCELERATOR**  
THE *FAST TRACK* TO YOUR SUCCESS

## 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

# ACCELERATE YOUR CAREER TODAY!

**NEW LIVE ONLINE FORMAT!** See website for details: [www.KapRE.com/accel](http://www.KapRE.com/accel)

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

## LIVE ONLINE COURSES

March 24 & 31

April 22 & 29

June 18 & 25

July 18 & 25

Please see website for additional course dates.

## GET 15 HOURS OF THE BEST IN MINNESOTA REAL ESTATE CONTINUING EDUCATION IN JUST 2 DAYS!

This year, we're offering you live online courses to make it easier than ever to complete your 15 hours of continuing education, including your annual required module. We'll also bring you your favorite instructors...directly to your home or office!

### JOIN US FOR **BOTH** DAYS, AND GET 15 CREDITS FOR **ONLY \$159.**

Schedule your courses over two consecutive days or when it's most convenient for you!

Purchase the 15-hour package, and save money. Mix and match three dates of your choice for these three new course titles that suit your needs.

Single courses may be purchased individually: half day for \$59 or full day for \$108.

## DAY 1

### **NEW!** 7/1/21–6/30/22 Salesperson & Broker Required Module: The History of Diversity in Homeownership (3.75 hours)

This is the required module effective July 1, 2021 through June 30, 2022.

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

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### **Real Estate Bloopers: Preventing Client Horror Stories (4 Hours)**

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

Note: Completion of this course will also satisfy 1-hour of Agency Law credit.

## DAY 2

### **REAL ESTATE MARKET PULSE (7.5 HOURS)**

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

Note: Completion of this course will also satisfy 1-hour of Fair Housing Credit.

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

## 2022 RECE COMPLETE SOLUTION

15 hours of everything you need prior to June 30, 2022. Take all classes over two days, or schedule classes when it's convenient for you!

### LIVE ONLINE COURSES

March 16 & 17

April 14 & 15

May 11 & 12

June 6 & 7



DATE(S)	COURSE	TIME	CREDITS
<b>MARCH</b>			
7	Millennials: The New Majority	8:00 am–12:00 pm	4
7	Financing Update: New Rules for the New World	1:00 pm–5:00 pm	4
10	Commercial Real Estate Fundamentals	10:00am–12:00pm	2
10	Commercial Real Estate Property Management	12:15pm–2:15pm	2
16	7/1/21–6/30/22 SALESPERSON & BROKER REQUIRED MODULE: The History of Diversity in Homeownership	8:30 am–12:15 pm	3.75
16	Real Estate Bloopers: Preventing Client Horror Stories	1:00 pm–5:00 pm	4
17	Real Estate Market Pulse	8:30 am–5:00 pm	7.5
23	New Construction for Buyer Agents	10:00 am–2:00 pm	4
23	Avoiding Deceptive Practices	10:15am–2:00pm	3.75
30	2022 Tax Update	1:00–5:00 pm	4
<b>APRIL</b>			
4	Sustainable Building Practices	8:30 am–5:00 pm	7.5
6	Unconscious Bias: Barrier to Service?	10:00 am–12:00 pm	2
12	Property Management for Real Estate Professionals	12:00 pm–2:00 pm	2
14	7/1/21–6/30/22 SALESPERSON & BROKER REQUIRED MODULE: The History of Diversity in Homeownership	8:30 am–12:15 pm	3.75
14	Real Estate Bloopers: Preventing Client Horror Stories	1:00 pm–5:00 pm	4
15	Real Estate Market Pulse	8:30 am–5:00 pm	7.5
21	Outside the Box Land Development	3:00 pm–5:00 pm	2
25	Teams Serving Clients for Optimized Service	10:00 am–12:00 pm	2
27	Navigating Minefields: Preventing Real Estate Disaster	8:00 am–12:00 pm	3.75
27	7/1/21–6/30/22 SALESPERSON & BROKER REQUIRED MODULE: The History of Diversity in Homeownership	1:15 pm–5:00 pm	3.75

# COURSE SCHEDULES

DATE(S)	COURSE	TIME	CREDITS
<b>MAY</b>			
6	Millennials: The New Majority	1:00 pm–5:00 pm	4
9	Minnesota Landlord Tenant Act: Protecting Yourself and Your Client	8:00 am–12:00 pm	3.75
9	Where America is Moving	1:00 pm–5:00 pm	4
11	7/1/21–6/30/22 SALESPERSON & BROKER REQUIRED MODULE: The History of Diversity in Homeownership	8:30 am–12:15 pm	3.75
11	Real Estate Bloopers: Preventing Client Horror Stories	1:00 pm–5:00 pm	4
12	Real Estate Market Pulse	8:30 am–5:00 pm	7.5
12	Commercial Real Estate and Municipal Planning: Government Domain	10:00am–2:00pm	4
17	Financing Update: New Rules for the New World	10:00 am–2:00 pm	4
18	Commercial Real Estate and Municipal Planning: Zoning	10:00 am–2:00 pm	4
19	New Construction for Buyer Agents	1:00 pm–5:00 pm	4
23	2022 Tax Update	8:00– am–12:00 pm	4
23	7/1/21–6/30/22 SALESPERSON & BROKER REQUIRED MODULE: The History of Diversity in Homeownership	1:15 pm–5:00 pm	3.75
24	Water: How it Affects Property	1:00 pm–5:00 pm	4
26	Property Management for Real Estate Professionals	10:00 am–12:00 pm	2
26	Unconscious Bias: Barrier to Service?	3:00 pm–5:00 pm	2
<b>JUNE</b>			
2	Teams Serving Clients for Optimized Service	3:00 pm–5:00 pm	2
6	7/1/21–6/30/22 SALESPERSON & BROKER REQUIRED MODULE: The History of Diversity in Homeownership	8:30 am–12:15 pm	3.75
6	Real Estate Bloopers: Preventing Client Horror Stories	1:00 pm–5:00 pm	4

DATE(S)	COURSE	TIME	CREDITS
7	Real Estate Market Pulse	8:30 am–5:00 pm	7.5
10	2022 Tax Update	10:00 am–2:00 pm	4
14	Minnesota Landlord Tenant Act: Protecting Yourself and Your Client	1:00 pm–5:00 pm	3.75
23	Financing Update: New Rules for the New World	8:00 am–12:00 pm	4
23	7/1/21-6/30/22 SALESPERSON & BROKER REQUIRED MODULE: The History of Diversity in Homeownership	1:15 pm–5:00 pm	3.75
29	Property Management for Real Estate Professionals	1:00 pm–3:00 pm	2

## DATES & TIMES

Dates, times, 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](http://www.KapRE.com/MNCE).

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

—Laurie G.



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