

COLORADO

Real Estate Licensing & Continuing Education

New Live
Online Class
Dates!

Your Partner in Success

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

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

- You get access to the same great Kaplan Real Estate Education content and instructors.
- Our courses offer opportunities to engage with other students and live instructors.
- As an added bonus, you can learn anywhere you have internet access!*

OnDemand

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

- Watch and listen to our expert instructors as they guide you through real estate concepts that are essential to passing your Broker exams.
- Our OnDemand courses educate, engage, and share proven testing strategies to help you pass your exams.
- Start, stop, pause, and rewind each video lesson or segment as often as you like.*

Home Study

For those who prefer reading at their own pace, 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

STEP-BY-STEP GUIDE

to obtaining a real estate license

STEP 1: Complete Your Required Education

Register for our Broker Licensing Success Package

168 Credit Hours

Live Online \$899 | **OnDemand** \$799 | **Home Study** \$599

STEP 2: Fingerprinting & Background Check

The Colorado Bureau of Investigation (CBI) must receive your fingerprints and run a background check before the state grants you a license to sell real estate.

Schedule fingerprinting service through Colorado Fingerprinting at

<https://www.coloradofingerprinting.com/cabs/> (code 0800REEI) or Identogo (<https://uenroll.identogo.com/workflows/25YNY1>).

STEP 3: Pass Your Colorado Broker Licensing Exam

PSI is the current exam vendor for the Division of Real Estate. Contact PSI at

<https://home.psiexams.com/#/home> or 855.744.0313 to schedule your exam.

STEP 4: Prepare for the Exams

Whether you are fresh out of school or have been away for many years, our organized programs will get you on track to pass the National & Colorado Broker Licensing Exams.

Colorado & National Exam Prep

0 Credit Hours

Live Online or **OnDemand** \$199 (Included in packages on page 4)

STEP 5: Find an Employing Broker and Acquire Errors and Omissions (E&O) Insurance

You must have a current E&O insurance policy in place before obtaining an active license.

Many employing brokers will help you get your E&O insurance. Real Estate Broker insurance requirements can be found here: **<https://dre.colorado.gov/broker-insurance-requirements>**.

STEP 6: Apply for Your License with DORA

With the Colorado Broker Licensing Exam and course work completed, you will need to fill out some state-required paperwork. Applications are available after creating an account at

<https://apps.colorado.gov/dre/licensing/>.

Broker Licensing Packages

We offer a wide variety of broker prelicensing packages designed to not only meet the requirements to obtain your license but also help you start a successful career in real estate. Choose the delivery format that works best for you and your schedule. Kaplan Real Estate Education is here to be your partner in success and support you every step of the way.

	Career Launcher Package	Success Package
Delivery Options	Live Online \$1,099 OnDemand \$999 Home Study \$799	Live Online \$899 OnDemand \$799 Home Study \$599
168-Hour Required Education	✓	✓
Real Estate Resource Library	✓	✓
Interactive Study Group	✓	✓
Exam Prep	✓	✓
Complete Colorado Real Estate Drill and Practice QBank	✓	✓
Career Mentor Live Online Connect	✓	✓
Real Estate Accelerator	✓	

Real Estate Resource Library

Includes the following titles:

- Modern Real Estate Practice Textbook
- Modern Real Estate Practice Workbook
- National Exam Prep Workbook
- Colorado Exam Prep Workbook
- Colorado Real Estate Principles Volume 1 Textbook
- Colorado Real Estate Principles Volume 2 Textbook

Courses Included in Each Package

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

WHAT MAKES KAPLAN'S PACKAGES UNIQUE?

In addition to the outstanding education and first-rate **live instructors** that come with your Kaplan Real Estate Education courses, our packages include unique opportunities to not only help you prepare for your exam but also teach you how to be successful in your real estate career.

QBanks – National and Colorado

All licensing packages include two QBanks, one for National and one for Colorado content. When working through the courses, you can create custom quizzes on specific topics to test yourself. Create small quizzes (10–20 questions) on topics you've recently covered to solidify your understanding of the material. You can also take a simulated exam that contains the topics in the quantities you will see on the PSI exam. Our performance tracker will show weak and strong areas so you'll know what to focus on before exam day.

Interactive Study Groups

Weekly Live Study Session included with ALL Courses*

Your success on the licensing exam depends on your full understanding of key topics and concepts. That's why we developed **Interactive Study Groups** for our students!

Interactive Study Groups are 1-hour, instructor-led study sessions. These Q&A-style learning events are held weekly on Tuesday (National) and Thursday (state-specific) evenings. The sessions are interactive. You will need speakers or a headset to hear and interact with the presentation.

Career Mentor 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. Career Mentor Connect is your opportunity to learn how to be successful in your career from a real estate industry expert; ask questions, interact, and exchange ideas with your fellow classmates.

Real Estate Accelerator Live Online \$399



For schedules and additional information please check our website at www.kapre.com/real-estate-courses/colorado/professional-development.

This intensive boot camp includes eight weeks of coaching designed to teach you the specific activities an agent needs to perform on a daily, weekly, and monthly basis in order to operate a successful real estate business.

This program will arm you with business building skills and critical operating activities utilized by the nation's most successful real estate agents. You will leave the program prepared to implement the following plans and tools immediately in your real estate practice.

Identify and practice the most important sales activities needed in order to be successful in real estate.

DEVELOP YOUR:

- Business Plan
- Marketing Plan
- Income Plan

FREE RESOURCES:

- Intensive training
- Continued coaching
- 6-month CRM subscription

- Access to goal tracking software

*For additional information on supported devices, please visit www.KapRE.com/Company/system-requirements

Weekday Live Online Classes

DAYTIME 9:00 am–12:00 pm			
COURSE	AUG 17–SEP 26	SEP 28–NOV 4	NOV 9–DEC 20
Law & Practice	Aug 17*, 22–26, 29–Sep 1	Sep 28*, Oct 3–7, 10–13	Nov 9*, 10, 14–18, 21–23
Legal Issues	Sep 2	Oct 14	Nov 28
Contracts	Sep 6–9, 12–13	Oct 17–21, 24	Nov 29–Dec 2, 5–6
Practical Applications	Sep 14–15	Oct 25–26	Dec 7–8
Trust Accounts	Sep 16	Oct 27	Dec 9
Closing	Sep 19–21	Oct 28, 31–Nov 1	Dec 12–14
Exam Prep (9:00 am–1:00 pm)	Sep 22–23, 26	Nov 2–4	Dec 15, 19–20

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

Weeknight Live Online Classes

EVENING 5:30 pm–8:30 pm			
COURSE	JUL 27–SEP 13	SEP 14–OCT 31	NOV 2–DEC 21
Law & Practice	Jul 27*, Aug 1–4, 8–11, 15	Sep 14*, 19–22, 26–28, Oct 3	Nov 2*, 7–10, 14–17, 21
Legal Issues	Aug 16	Oct 4	Nov 22
Contracts	Aug 17–18, 22–25	Oct 5–6, 10–13	Nov 28–Dec 1, 5–6
Practical Applications	Aug 29–30	Oct 17–18	Dec 7–8
Trust Accounts	Aug 31	Oct 19	Dec 12
Closing	Sep 1, 6–7	Oct 20, 24–25	Dec 13–15
Exam Prep (5:30 pm–9:30 pm)	Sep 8, 12–13	Oct 26–27, 31	Dec 19–21

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

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/COLIC.



ADDITIONAL STUDY TOOLS

Real Estate Math

0 Credit Hours

OnDemand \$29

Taking the real estate licensing exam is hard enough, but when you add 10–15 math problems, your ability to pass can depend on solving these math computations. This OnDemand video course will take you through the basics of real estate math all the way to some fairly demanding multistep computational real estate math scenarios.

Complete Colorado Real Estate Drill and Practice QBank \$99

Included in our Licensing Packages on page 4.

Package Includes:

- National Real Estate Drill and Practice QBank
- Colorado Real Estate Drill and Practice QBank

Features:

- Simulated licensing exams
- Customized exams by topics and subtopics
- See explanations for the answers.

Real Estate Study Package \$49

To purchase, call 800.636.9517

Package Includes:

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

Exam Prep

Live Online \$199 | OnDemand \$199

Nobody prepares you for test day like we do!

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

“The QBank had many similar questions that I recognized on the PSI tests. It was an integral way for me to pass the PSI exams. Not only for me, but many of my friends said they used it to help them pass the tests too. If it worked for all of us, it'll work for you!”

—Matt H.



CAREER
toolbox

Please visit our **Career Toolbox**, the single-source for real estate related news and career information and register for our powerful webinar series, **RealXperts**. These free webinars feature industry experts discussing notable topics that are currently impacting the real estate industry. We are here to help you every step of the way.

www.KapRE.com/resources

LICENSE UPGRADE

Brokerage Administration 1

24 UPGRADE Credit Hours

Live Online \$199

For schedules and additional information please check our website at www.kapre.com/real-estate-courses/colorado/licensing/employing-broker/.

Upgrade your license to an **Employing Broker** with this course! You'll learn about the topics brokers must understand for trust accounting and broker supervision, including practical application of the law, rules, and sound business practices for the management, operation, and supervision of a real estate brokerage company. This course also provides an explanation of the functions and roles of the Real Estate Commission and the Division of Real Estate.

BONUS: Earn 12 hours of elective continuing education credit when you take this course!

- Complete a business plan to help prepare you to open your own business
- Understand and apply the requirements of record keeping and trust accounts
- Understand necessary components of an office policy
- Learn your responsibilities when supervising employed broker associates
- Learn the importance of independent contractor agreements

"Initially, I had signed up with a competitor and soon realized that they were too hands-off for my learning style. Because of that experience, I was more aware of what I needed from a learning company and the value that having an online instructor brought to that experience and comprehension.

I then found Kaplan Real Estate Education. Our instructor and administrative partner were truly amazing! They both went out of their way to make sure that we had anything and everything real estate license-related that we needed for success. They are readily available, have incredible knowledge, and give 110% to their students."

—Tracy

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

—Etta M.

Colorado Continuing Education

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

Note: A newly licensed broker's license will expire at midnight on December 31 of the year in which the license was issued. During this initial licensing period, a newly licensed broker will not have any continuing education requirements. After the initial licensing period, the broker licensee will begin the 24 hours of continuing education in the 3-year licensing cycle.

Three-Year License Cycle Continuing Education Requirements

Licensees must complete the following CE courses for a total of 24 hours over 3 years:

- 4 hours Annual Commission Update Course (1/year)
- 12 hours of elective courses

Alternative to the Annual Commission Update Course

If any Annual Commission Update Course is missed during a license period, the licensee may complete one of the following options:

- Take and pass the state portion of the licensing exam
- Take the 24-hour Broker Reactivation course. This option is only available to be taken every other licensing cycle
- Complete 48 hours of Colorado Contracts and Regulations and 24 hours of Real Estate Closings, equaling 72 hours

Inactive License Continuing Education Requirements

If a licensee has been inactive for longer than 3 years (36 months), then they **MUST** complete one of the following:

- Take and pass the state portion of the Broker licensing exam
- Complete 48 hours of Colorado Contracts and Regulations and 24 hours of Real Estate Closings, equaling 72 hours

Note: Licensees must retain proof of completion of continuing education courses for a minimum of 4 years in the event that the Real Estate Commission performs an audit.

IMPORTANT: To receive CE credit for attending a live online class, the Colorado Real Estate Commission requires students to have their webcam on and be in view during the duration of the session. Credit will be denied for students not following this rule.

"I love Kaplan! Always easy to find exactly what you need. Classes online are very user friendly and full of content and I love that you can work at your own pace."

—Lori J.

BEHIND ON CE?

Have an inactive or expired license?

Broker Reactivation Class

24 Credit Hours | **Live Online \$199**

The Colorado Real Estate Commission allows you to complete your CE requirements and renew/reactivate your license through successful completion of the Broker Reactivation course.

Complete all of your continuing education requirements for your 3-year renewal with this course. You'll review Colorado regulations and statutory relationships, brokerage relationship agreements, sales contracts, and issues in real estate contracting. This course is available to satisfy your complete CE requirement under the following conditions per the Colorado Real Estate Commission, if you fall into one of the following categories:

Active

Colorado real estate broker license and have fallen behind in CE requirements

A Broker is currently Active and did not use the Broker Reactivation Course to satisfy the continuing education requirement in the previous licensing cycle.

Inactive OR Expired

Colorado real estate broker license for up to 36 months

A Broker is Inactive or Expired for up to 36 months prior to activating an Inactive License or Reinstating an Expired License to Active status and unable to comply with the continuing education requirement set forth in subsections A.1 and A.2 of Rule 4.2.

With this package, students receive both required courses to reactivate their license: the Annual Commission Update course and the Broker Reactivation course.

Conveniently gain access to the same great Kaplan Real Estate Education content and instructors in this live online class. Engage with other students and your instructor anywhere you have internet access!*

IMPORTANT: To receive CE credit for attending a live online class, the Colorado Real Estate Commission requires students to have their webcam on and be in view during the duration of the session. Credit will be denied for students not following this rule.

*For additional information on supported devices, please visit www.kapre.com/company/system-requirements.

DATES & TIMES

Dates and times are subject to change. To ensure you get the **most accurate** and **up-to-date** class dates and times, check online!

Visit www.KapRE.com/COCE for the most recent information.

Colorado Contracts and Closings Package

72 Credit Hours | **Live Online \$399** | **OnDemand \$399** | **Textbook Home Study \$299**

Are you short on your continuing education hours? Did you miss one or more of the three required Annual Commission Update courses during your current license renewal cycle? If your license is active, inactive, or expired . . . we can help! These courses are part of our regularly scheduled broker licensing education programs.

This package includes the following courses: Learn the latest rules required by the Real Estate Commission:

- Colorado Contracts and Regulations
- Real Estate Closings

- Information on forms, contracts, rules, and regulations
- Review of how Settlement Statements and Closings work

Satisfy your CE requirement for:

- This license cycle
- A missed Annual Commission Update

8-HOUR Broker CE Packages

Live Online \$75

OnDemand \$55

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

Your Required Course Is Included in Every Package!

REQUIRED

Colorado 2022 Annual Commission Update

Live Online \$39 | OnDemand \$29

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

Choose Your Elective CE Course

Mix and match between two 2-hour courses or one 4-hour course to meet your annual CE requirement.

- Property Management for RE Professionals (2)
- Teams Serving Clients for Optimized Service (2)
- Real Estate and the Civic Equation (4)
- Commercial Transactions for Residential Brokers (4)

Looking for additional CE elective courses and class schedules?

Visit www.KapRE.com/COCE to view all CE courses and class schedules.

**PLEASE VISIT OUR WEBSITE FOR
THE MOST UP-TO-DATE CLASS
SCHEDULES AND ADDITIONAL CE
ELECTIVE COURSE OFFERINGS.**

www.KapRE.com/COCE



KAPLAN

REAL ESTATE EDUCATION
Official Prelicensing
Provider of the



colorado association of
REALTORS

We've committed over 60 years to educating real estate licensees in Colorado. In fact, **we're the official licensing education provider of the Colorado Association of REALTORS**®—the state's largest association of real estate professionals!

ENROLL TODAY

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