

Real Estate Courses

| Date Approved | Course Name | Hours |
|---------------------------|--|-------|
| 9/25/2019 | Show Me The Money Compensation Planning | 6 |
| | Creating A Profitable Real Estate Company | 6 |
| | Building A Business Plan That Gets Results | 6 |
| | Managing a Multi-Generational Business | 6 |
| | Performance Leadership: Coach, Manage, & Mentor | 6 |
| | The Firm Rules:Policies to Mitigate Risk | 6 |
| | Designing & Sustaining Successful Teams | 6 |
| | Position Your Team for Profit | 6 |
| | Team Leadership for Maximum Performance | 6 |
| | Discovering Commercial Real Estate | 3 |
| | Successful Relocation Representation | 6 |
| | Real Estate Safety Matters: Safe Business=Smart Business | 3 |
| | Real Estate Negotiation Expert Certification Course | 6 |
| 5/27/2020 | The Role of Demographics and Market Data in Commercial Real Estate | 1 |
| | Using Excel as Your Financial Calculator | 2.5 |
| | Splitting Profits in Commercial Real Estate | 1.5 |
| | Essential HP 10BII Financial Calculator Skills for CRE | 2.5 |
| | Leadership 100 on the Path to Leadership | 2 |
| | Realtors Excelling in Association Leadership | 3 |
| 5/27/2020 | Property Management-PM210 | 24 |
| 12/14/2020 | Social Media for Real Estate Licensees | 4 |
| | Protecting Your Clients Through Risk Management | 4 |
| | Using Home Inspections to Protect Your Clients | 3 |
| | Property Management Essentials | 3 |
| | Protecting Licensees and Clients During COVID-19 | 3 |
| | Pathways to Professionalism (NAR Ethics Course Credit) | 3 |
| | Understanding Affordability with Green Homes | 3 |
| | Comparative Market Analysis | 3 |
| | Seller and Buyer Representation | 6 |
| | Understanding Investment Property | 3 |
| | Real Estate Math Made Easy | 3 |
| Policies That Reduce Risk | 3 | |
| 1/13/2021 | Real Estate Money Matters: Managing Your Books Effectively | 2.5 |
| 1/13/2021 | Getting Started with Your Real Estate Business | 2.5 |
| 3/2/2021 | Stand Out from the Crowd: Develop Your Real Estate Brand | 2 |
| 3/2/2021 | Maximize Your Time and Money: Value Mapping Your Real Estate Business Part 1 | 2 |
| 3/2/2021 | Maximize Your Time and Money: Value Mapping Your Real Estate Business Part 2 | 2 |
| 7/12/2021 | Foundation of Real Estate Finance | 6 |