

**REAL ESTATE LICENSEE CONTINUING EDUCATION COURSES**  
Date of Approval – September 25, 2019.

COURSE DESCRIPTION	SOURCE	REFERENCE	CREDIT HOURS
Show Me The Money Compensation Planning	WEB CE	CRB	6
Creating A Profitable Real Estate Company	WEB CE	CRB	6
Building A Business Plan That Gets Results	WEB CE	CRB	6
Managing A Multi-Generational Business	WEB CE	CRB	6
Performance Leadership: Coach, Manage, & Mentor	WEB CE	CRB	6
The Firm Rules: Policies To Mitigate Risk	WEB CE	CRB	6
Designing & Sustaining Successful Teams	WEB CE	C-RETS	6
Position Your Team For Profit	WEB CE	C-RETS	6
Team Leadership For Maximum Performance	WEB CE	C-RETS	6
Discovering Commercial Real Estate	WEB CE	REBAC	3
Successful Relocation Representation	WEB CE	REBAC	6
Real Estate Safety Matters: Safe Business = Smart Business	WEB CE	Realtor Safety Program	3
Real Estate Negotiation Expert Certification Course	WEB CE	RENE	6

**Notes:**

- CRB: Certified Real Estate Brokerage
- CCIM: CCIM Institute (Certified Commercial Investment Member)
- C-RETS: Certified Real Estate Team Specialist
- REBAC: Real Estate Buyers Agent Council
- RENE: Real Estate Negotiation Expert

This is real estate continuing education (CE) courses approved by the Real Estate Commissioner on September 25, 2019.