

## 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 Busines	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
	Realtorss Excelling in Association Leadership	3
5/27/2020	Property Management-PM210	24
12/14/2020	Social Media for Real Estate Licensees	4
	Protecting Yor Clients Through Risk Management	4
	Using Home Inspections to Protect Your Clients	3
	Property Management Essentials	3
	Protecting Licenseees 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
9/2/2021	Property Management Class	20
	Zoning & Subdivision Class	30
	Finanacial Class Flow Analysis	30
11/18/2021	My Future in Real Estate	1.5
	Hiring and Retaining Your Real Estate Staff	1.5
	Social Media marketng in Real Estate	1.5
6/15/2022	Escrow: The Art of Closing	2

Buyer's Counseling Session	3
Alternative Dispute Resolution through Ombudsman, Mediation, and Arbitration	2
Breaking Chains: The Fundamentals of Real Estate Research	2
Issues that Keep Brokers Up All Night	3

updated by:tsa6.17.22