

30 Hour Broker Post-License/Transition Courses

1) 15 Hour Classroom/Distance Learning Course

2) 15 Hour Interactive Course

15 Hour Broker Post License Topics	
15 Hours - License Law, State/Federal Laws, Agency, and Real Estate Transactions	
3 Hours - License Law, Local, State & Federal Laws	
License Law Review	1 Hour
Requirements	
Disclosures	
Dual Agency Consent	
Minimum Services	
Disciplines	
Real Property	1 Hour
Zoning	
Home Inspection Issues	
Environmental Issues	
Well & Septic Issues	
Seller's Disclosure Report	
Material Defects / Stigmatized Property	
Risk Management Issues	1 Hour
Fair Housing	
Anti Trust	
Marketing Restrictions (Radon, Lead Based Paint, Etc.)	
Unauthorized Practice of Law / Referral to Experts	
5 Hours - Agency	
Agency Issues	1 Hour
Designated Agency	
Dual Agency	
Non-Agency Disclosure	
Ministerial Acts	
Minimum Services	
Compensation	
Confidentiality	
Seller Counseling	2 Hours
Listing Background Activities	
Seller Net Sheet	
Distressed Properties	
Advertising / Misrepresentation	
Buyer Counseling	2 Hours
Qualifying Activities	
Buying Process	
Closing Costs	
7 Hours - Real Estate Transactions	
Market Analysis	1 Hour
Pricing Issues	
Market Conditions	
Property Conditions	
Comparables / Distressed Sales	
Financing	2 Hours
Lending Process	
Short Sale Process	
Foreclosure Process	
Contracts & Conveyances	3 Hours
Brokerage Agreements / Property Management Agreements	
Presentation of Offers (incl. Multiple & Contemporaneous)	
Roles of Agents	
Contingencies / Addendums	
Earnest Money / Escrow Issues	
Cancelling a Contract	
Closing Transactions	1 Hour
RESPA & Disclosures & HUD 1	
Mortgage Fraud	

15 Credit Hour Interactive Course
15 Hours - Applied Real Estate Practices (Interactive)
Practicum - Review All Learning Objectives
Role Play / Situational / Case Studies / Demonstration of RE Activities
Listing Activities - Disclosure Situations
Buyer Representation - Disclosure Situations
Designated Agency / Dual Agency - Disclosure Situations
Minimum Services Situations
Marketing with Teams / Assistants
Topical Emphasis
Short Sales
Foreclosures
Internet Advertising
Social Media
Risk Management - RESPA, Disclosures

*The entire 30 hour Salesperson to Broker Transition Course may be distance education. The course content should reflect the curriculum on this page. For more information see Section 1105(h) of the Administrative Rule