

# 90 Hour Broker Pre-License Courses

- 1) 75 Hour Classroom/Distance Learning Course
- 2) 15 Hour Interactive Course

75 Credit Hour Broker Pre-License Topics Course	
30 Hours - License Law, Real Property and Agency	30 Hours - State & Federal Laws / Real Estate Transactions
License Law - 30 Mins. History/Purpose Licensure Requirements License Law Act, Rules & Regulations	Illinois Law - 3 Hours State & Local Disclosures Unauthorized Practice of Law (Quinlan & Tyson) Licensed Activities vs. Unlicensed Activities Disciplinary Actions
Real Property - 5.5 Hours Ownership Types      Severalty / Co-Ownership Forms Zoning/Easements      Water Rights Land Use Controls Environmental Issues/Disclosures Material defects/Disclosures Fixtures/Personal Property Construction Measuring Sq. Footage/Room Count	Federal Laws - 3 Hours Fair Housing Anti trust Disclosures RESPA  Marketing & Advertising - 2 Hours Print & Electronic Mandates "Do Not Call" "Do Not Fax" / "Can Spam" "True Picture"
Structure of Agency - 6 Hours Agency Relationships Designated Agency Single Agency Dual Agency No Agency/Ministerial Acts Client vs Customer Statutory Responsibilities Confidentiality Requirements Disclosures required	Real Estate Transactions (22 Hours) Market Analysis & Appraisal - 6 Hours Establishing Fair Market Value Choosing & Adjusting Comparables Historical Sales & Expireds Market Conditions & Value Understanding & Communicating Statistics
Seller Relationships and Counseling - 10 Hours Agency Disclosure Duties to Seller Clients Dual Agency Consent/Denied Listing Appointment Gathering data      Proof of Title Qualifying Seller Determining seller Equity Property Condition (Distressed) Compensation Listing Agreement/Issues Disclosure Forms Ongoing Communications Email vs. Oral	Financing - 7 Hours Financing Options Conventional, VA, FHA (non-conforming) Mortgage Broker vs Mortgage Banker Buyer Closing Costs Estimate GFE & HUD 1 Foreclosure, Redemption, Bankruptcy Predatory Lending & Mortgage Fraud Credit Scores - FICO  Contract Knowledge - 9 Hours Sound Contract Writing Basics Listing Agreements Purchase Agreements Addendums, Contingencies & Effects Letters of Intent Earnest Money & Escrow Rules Presenting & Negotiating Offers Multiple Offers Contemporaneous Offers Terminating a Contract Closing Transactions Leases & Security Deposits
Buyer Relationships and Counseling - 8 Hours Agency Disclosure Buyer Representation Dual Agency Consent/Denied Buyer Representation Qualifying Motive Urgency Financial Capability Duties to Buyer Clients Statutory & Ethical Material Facts Disclosures The Buying Process Offers of Compensation Conduct Showing Properties Ongoing Communications Email vs. Oral	<b>15 Hours - Career Path Electives</b>  Independent Contractor / Employee Agreements - 3 Hours Sponsoring Broker / Managing Broker Relationship Brokerage Policies & Procedures Commission Schedules Errors & Omissions / Auto Insurance IRS Records & Tax Considerations Safety Issues - Appointments & Showings Business Planning  Occupational Disciplines - (any combination of 2 or more) 6 Hours - Residential w/ Emphasis on Marketing, Financing & Appraising 6 Hours - New Construction - (same as above) 6 Hours - Commercial & Industrial - (same as above) 6 Hours - Retail & Office - (same as above) 6 Hours - Property Managen - (same as above) 6 Hours - Farm & Land - (same as above)

15 Credit Hour Interactive Course
15 Hours - Applied Real Estate Principles (Interactive)
Practicum - Review All Learning Objectives Role Play / Situational / Case Study Examples Listing Presentation, Agreement, Disclosures Buyer Representation, Agency, Disclosures Designated Agency Disclosure /Dual Agency Request Writing Purchase Agreements/Offers Presenting, Negotiating, Countering Offers Handling Multiple Offers & Counter Offers Managing Assistants Demonstration Examples Market Analysis Seller Net Sheet Buyer Closing Costs "What If" Situation Examples Confronting Fair Housing Violations / Seller or Buyer Proper Handling of Failing Contracts Proper Handling / Disbursing Escrow Money Distressed Property Issues Fair Housing Questions Anti Trust Scenarios Inspection / Repairs Issues