
SUGGESTED CLASSES FOR NEW REALTORS®

STAY OUT OF TROUBLE CLASSES FOR NEW MEMBERS

- UNDERSTANDING AGENCY (2 credits: RE91R14)

Understanding the basics of Agency & Disclosures can help you avoid some of the most common ways that agents can get themselves in trouble. This comprehensive class covers everything agents need to know to protect themselves.

- TRANSACTIONS START TO FINISH (2 credits: RE35RC03)

This informative class covers everything from the start of the transaction to the end - including forms, best practices and what not to do when working with a routine or complex real estate transaction.

- PATHWAYS TO PROFESSIONALISM (2 credits: RE97R15)

This interactive class puts you in real-life scenarios where you discuss with your peers the best way to handle challenging situations that you may encounter as an agent. Having the knowledge that will empower you to handle these situations well will increase your level of professionalism and help set you apart as a REALTOR®.

ANTITRUST (2 credits: RE11RC07)

Learn the ins and outs of real estate antitrust laws to help you steer clear of mistakes that could result in fines or other disciplinary action. Dues payment plans are available if you sign up before January 1st.

FAIR HOUSING (2 credits: RE19RC12)

Discover who falls under a protected class and how to comply with the Fair Housing Act in your day-to-day business.

LEAD PAINT - RESIDENTIAL SALES AND RENTAL (2 credits: RE20R13)

This class teaches you when and how to properly complete a Lead Paint Form. Mistakes on these forms can be costly!

OFFERS (2 credits: RE35RC03)

Understand how to write an offer as a Buyer's agent and what to look for if you are the Seller's agent.

CONDUCTING OPEN HOUSES AND DEVELOPING A SAFETY PLAN (2 credits: RE36R05)

Learn ways to protect yourself from potentially dangerous situations that can arise in the real estate industry.

COMMONLY USED FORMS: MANDATORY / OPTIONAL (2 credits: RE39C05)

Learn how to complete required real estate forms and discover which forms are helpful to your business and the benefits / protections they offer.

REAL ESTATE ADVERTISING COMPLIANCE AND THE LAW (2 credits: RE41R05)

OR TECHNOLOGY AND REAL ESTATE BROKERAGE (2 credits: RE32RC03)

The world of real estate marketing is quickly changing! Learn what you can and cannot do to promote yourself and your listings.

BROKERAGE RELATIONSHIPS (2 credits: RE57R07) OR DESIGNATED AGENCY (2 credits: RE90R14)

Learn the ins and outs of the type of agency you practice and learn about other brokerage business models.

DISCLOSURES... DISCLOSURES ... DISCLOSURES (2 credits: RE91R14)

Learn what you can and can't say and what you must disclose.