

**DOCUMENT #2**  
**ASSOCIATE BROKER PRE-LICENSING PROGRAM**

<b>COURSE CODE</b>	<b>COURSE TITLE</b>	<b>HOURS</b>
REA	<p><b>ASSOCIATE BROKER'S PROGRAM - New Applicant - Never Licensed</b>            Effective January 1, 1997, Colorado eliminated any new <b>Salesperson</b> licenses. All new applicants must obtain an <b>Associate Broker</b> license.</p> <p>Our Broker Program is available as a 100% Internet course and includes a CD as additional reference material at NO ADDITIONAL COST!</p> <p>The Colorado Real Estate Manual is required for all students and can be purchased from Real Estate Training Center or many other sources.</p>	168
REALP	<p><b>REAL ESTATE LAW &amp; PRACTICE</b>            Covered subjects include (1) Real Property: Definitions &amp; Components, Transfer/ Alienation, Assurances of Title, Land Use Controls, and Encumbrances, (2) Government Controls &amp; Laws Affecting Real Estate: Real Property Tax Computations, Income Tax Considerations, Federal Fair Housing and Americans With Disabilities Act, (3) Valuation &amp; Appraisal: Concepts &amp; Purpose, Appraisal Techniques, Elements of Depreciation, Principles of Real Property Value, Approaches to Valuation, Economic Trends, Neighborhoods, Site Analysis &amp; Valuation, Gross Rent Multiplier, Principles of Capitalization, and the Appraisal Report, (4) Real Estate Finance: Financing Components, Lender Requirements, Truth in Lending, and other financing issues, (5) Settlement/Closing: Settlement Procedures, Documents, RESPA, and Closing Costs/Prorations, (6) Contracts/Agency: Types/Characteristics, Elements/Requirements, Listing Contracts, Purchase/Sales Contracts, Property Management Contracts, Agency Relationships &amp; Responsibilities, and Disclosures. The practical application of real estate mathematics is also included in the course content.</p>	48
REACR	<p><b>COLORADO REAL ESTATE CONTRACTS &amp; REGULATIONS</b>            Major topics include: Colorado license law, a review of contract law and contractual relationships, listing contracts and related forms and residential and nonresidential contractual forms and miscellaneous forms. This course is also required for out-of-state licensees.</p>	48
REARKTA	<p><b>RECORDKEEPING &amp; TRUST ACCOUNTS</b>            Topics covered include: Legal requirements of trust account and record keeping</p>	8
REACREC	<p><b>COLORADO REAL ESTATE CLOSINGS</b>            This course covers: Broker's responsibility and preparation of Colorado required closing documents</p>	24
REAPA	<p><b>PRACTICAL APPLICATIONS</b>            This workshop style course includes coverage of the following topics: Entering the Field, Developing Your Market, Establishing a Brokerage Relationship, Showing a Property, Preparing &amp; Presenting an Offer, The Bumpy Road to Closing, Failed Transactions, Closing the Transaction, Recordkeeping, Additional Education, and</p>	32

Technology.

REACLI	<b>CURRENT LEGAL ISSUES</b> An overview of Colorado Real Estate Rules, Regulations, Policies, Position Statements, and instructive Disciplinary Proceedings. Additional covered topics include recent and relevant Federal & State case and statutory law discussions.	8
READDGL	<b>EXAMSTUDY.NET ADVANCED TEST PREPARATION - GENERAL</b> An unlimited series of general information state exam type questions. Each test contains 80 random questions with approximately the same emphasis on each subject as the state exam. Each exam will be individually graded. Explanations are included.	N/A
READDCO	<b>EXAMSTUDY.NET ADVANCED TEST PREPARATION - COLORADO</b> These tests are designed to help pass the state specific portion of the Real Estate Brokers Exam. Each test contains 75 questions and unlimited tests. Each exam will be individually graded. Explanations are included.	N/A