

# KREC Approved Continuing Education Providers

Schools are listed alphabetically and include contact information to request enrollment and cost information. Provide your license number and name as licensed. Courses are available in person or by distance education and may be completed throughout the two-year renewal period.

To search by topic: Click the keys "Ctrl-F" to open a Find box. Then type a keyword (e.g., Commercial, Core).

Course codes reflect the type of course:

- E - Elective
- M - Mandatory for both salespersons and brokers
- MB - Mandatory for brokers (elective for salespersons)
- A - Appraisal (Limited to one appraisal course per renewal period)

## 1st Attempt (At Your Pace Online)

1383 2nd Ave  
Gold Hill OR 97525

School Code: ED0059

Coordinator Information  
Tony Bowers  
programs@atyourpaceonline.com

Email: [contact@atyourpaceonline.com](mailto:contact@atyourpaceonline.com)

Phone: (877) 724-6150

Fax: () -

Website: [www.ayporealestate.com](http://www.ayporealestate.com)

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17617	Equality and Money in Real Estate	6.00	Distance
E17618	Fair Housing, Financing & Legal Agreements	9.00	Distance
E18026	Making the Sale	9.00	Distance
M17624	Required Salesperson & Broker Core	3.00	Distance
MB7621	Required Broker Core: Trust Account & Brokerage Mg	3.00	Distance
MB7916	Required Broker Core: Broker Supervision and Escrow	3.00	Distance

## 360Training.com

6801 N Capital of TX Hwy  
Building 1, Ste 250  
Austin TX 78731

Mohammed Itratullah

School Code: ED0055

Coordinator Information  
Mohammed Itratullah  
[mohammed.itratullah@360training.com](mailto:mohammed.itratullah@360training.com)

Email: [mohammed.itratullah@360training.com](mailto:mohammed.itratullah@360training.com)

Phone: (877) 881-2235

Fax: () -

Website: [www.360training.com](http://www.360training.com)

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
A17457	Estimating the Gross Living Area	3.00	Distance
A17460	Real Estate Appraisal	3.00	Distance
E17454	1031 Real Estate Exchange	3.00	Distance
E17455	Asset Management	3.00	Distance
E17456	Deeds	3.00	Distance
E17458	Home Inspection	3.00	Distance

E17459	Liens, Taxes and Foreclosures	3.00	Distance
E17461	Real Estate Math	3.00	Distance
E17462	Real Property Ownership and Land Use	3.00	Distance
E17463	Titles and Records	3.00	Distance

**American Dream Real Estate School**

795 Midland Street  
Brighton CO 80601

School Code: ED0106

Coordinator Information  
Todd Cordrey  
todd@americandreamreschool.com

Email: states@americandreamreschool.com  
Phone: (844) 223-7326  
Fax: () -  
Website: www.americandreamreschool.com

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
E17841	Advanced CFPB: How to Avoid Being Embarrassed at	3.00 Distance
E17842	Common Mistakes Made by Real Estate Rookies and tl	3.00 Distance
E17843	Contracts and Risk Management	3.00 Distance
E17844	Finance Basics "Know your Numbers"	3.00 Distance
E17845	Listing Agreements That Work	3.00 Distance
E17846	Multiple Offers, Escalation Clauses, and Hot Markets	3.00 Distance
E17847	Recognizing Discrimination in Fair Housing	3.00 Distance
E17848	Safety for Brokers While Showing Properties and Stagi	3.00 Distance
E17849	Short Sales for Success	3.00 Distance
E17850	Sound Practices for the Preparation and Presentation of	3.00 Distance
E17851	Valuation, Marketing, Negotiations, & Closing the Sale	3.00 Distance
E17852	Working with Fix and Flip Real Estate Investors	3.00 Distance

**Career Academy of Real Estate - Penfed Realty**

12021 E 13th  
Bldg 100  
Wichita KS 67206

School Code: ED0057

Coordinator Information  
Patrick Kelly  
patrick.kelly@penfedrealty.com

Email: patrick.kelly@penfedrealty.com  
Phone: (316) 425-2841  
Fax: (316) 636-2744  
Website: www.penfedks.com

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
E17466	NAR Code of Ethics	4.00 Classroom
E17467	Short Sale and the Consumer	3.00 Classroom
E17468	Helping the Consumer Negotiate the Deal	3.00 Classroom
E17469	Lawsuits and the Real Estate Transaction	3.00 Classroom
E17470	Title Insurance and Closing: How to Protect and Better	3.00 Classroom
E17471	Property Inspections, What a Consumer Should Know	3.00 Classroom
E17472	Informing Customers on Radon Issues	3.00 Classroom
E17482	Nailing it All Together	3.00 Classroom
E17593	Understanding Flooring Related Issues for HomeOwne	3.00 Classroom

E17722	Science of Remodeling	3.00	Classroom
E17974	Agents Guide to Mortgage Lending	3.00	Classroom
M17464	Required Salesperson & Broker Core	3.00	Classroom
MB7465	Required Broker Core: Common Violations	3.00	Classroom

**Career Education Systems**

8600 Ward Pkwy  
Ste 2080  
Kansas City MO 64114

Mark Barker  
Coordinator Information  
Mark Barker  
mark@ceskc.com

School Code: ED0002

Email:  
Phone: (800) 748-7715  
Fax: () -  
Website: www.ceskc.com

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
A17106	Appraisal Essentials	3.00 Classroom
E17037	Selling New Homes in the 2000s	3.00 Classroom
E17038	Showing Homes: Selling Without Misrepresentation	3.00 Classroom
E17039	Organizational Skills for the Fiduciary	3.00 Classroom
E17040	Making Contracts and People Understandable	3.00 Classroom
E17041	Monopoly - It's Not Just a Game Anymore	3.00 Classroom
E17042	Prospecting: Educating the Public About Real Estate Se	3.00 Classroom
E17043	Financing in the 2000s	3.00 Classroom
E17044	Lawsuits	3.00 Classroom
E17045	Examining Offer: Changing "For Sale" to "Sold"	3.00 Classroom
E17046	Fair Housing - The Issue Isn't Black and White	3.00 Classroom
E17047	Home Styles and Design: What's Old, What's New	3.00 Classroom
E17048	Priced to Sell: It Can Be Done	3.00 Classroom
E17049	The Marketing Process: List to Sell	3.00 Classroom
E17050	New Home Construction	3.00 Classroom
E17051	New Home Construction	3.00 Distance
E17052	Demonstrating Commercial Property with Power	3.00 Classroom
E17053	Pricing Commercial Property with Power	3.00 Classroom
E17054	Building a Real Estate Team	3.00 Classroom
E17055	Understanding Environmental Issues	3.00 Classroom
E17056	Contract for Deed: How to Use Effectively	3.00 Classroom
E17057	Lease Option/Purchase	3.00 Classroom
E17058	Getting Started in Office Property	3.00 Classroom
E17059	Understanding Agency I - Theory and Practice	3.00 Classroom
E17060	Understanding Agency II - Service Delivery (REBAC)	3.00 Classroom
E17061	Understanding Agency III - Marketing and Promotion (	3.00 Classroom
E17062	Understanding Agency IV - Relocation/Office Policy (I	3.00 Classroom
E17063	Commercial Lawsuits: Be Careful Out There	3.00 Classroom
E17064	Commercial Leasing: Plugging Loopholes	3.00 Classroom
E17065	1031 Exchanges	3.00 Classroom

E17066	1031 Exchanges	3.00	Distance
E17067	Contracts	3.00	Classroom
E17068	Home Inspections: Slaying the Deal Killer	3.00	Classroom
E17069	Scruples - A Guide to Ethical Decision Making	3.00	Classroom
E17070	Negotiating	3.00	Classroom
E17071	Real Estate Confronts Reality	3.00	Classroom
E17072	Service Power	3.00	Classroom
E17073	Listing Presentations That Sizzle	3.00	Classroom
E17074	Using Technology to Serve Real Estate Consumers	3.00	Classroom
E17075	Anatomy of a House	3.00	Classroom
E17076	Title Work: Avoiding Problems and Getting Deals Clos	3.00	Classroom
E17077	The Code of Ethics	3.00	Classroom
E17078	The Code of Ethics	3.00	Distance
E17079	Missouri Core Curriculum: Real Property Law	3.00	Classroom
E17080	Missouri Core	3.00	Distance
E17081	Non-Risky Business	3.00	Classroom
E17082	Property Management	3.00	Classroom
E17083	Commercial Code of Ethics	3.00	Classroom
E17084	Commercial Missouri Core	3.00	Classroom
E17085	Effective Negotiating for Real Estate Professionals - Pa	3.00	Classroom
E17086	Effective Negotiating for Real Estate Professionals - Pa	3.00	Classroom
E17087	Creating Wealth Through Residential Investing	3.00	Classroom
E17088	FHA Today	3.00	Classroom
E17089	Closing the Deal	3.00	Classroom
E17090	Survive and Thrive in a Declining Market	3.00	Classroom
E17091	Meth: What Every Agent Should Know	3.00	Classroom
E17092	Meth: What Every Agent Should Know	3.00	Distance
E17093	Short Sales and Foreclosures	3.00	Classroom
E17094	Mortgage Fraud and RESPA	3.00	Classroom
E17095	Real Estate Law	4.00	Classroom
E17096	Effective Negotiating	3.00	Distance
E17097	Foreclosures and Short Sales	3.00	Distance
E17098	Creating Wealth Through Residential Investing	3.00	Distance
E17099	Missouri Core: Representation Options	3.00	Classroom
E17100	How to Attract More Buyers and Create More Sales	3.00	Classroom
E17101	Shopping Center Leasing: Going Green and Lease Neg	3.00	Classroom
E17102	Missouri Core: Representation Options	3.00	Distance
E17103	Credit Scores	3.00	Classroom
E17104	Short Sales and Foreclosures: What Real Estate Profess	6.00	Classroom
E17105	Fair Housing	3.00	Distance
E17107	Mortgage Fraud	3.00	Classroom
E17108	Broker Price Opinion Resource	6.00	Classroom
E17109	Networking and Real Estate	3.00	Classroom

E17110	Staging a Home: Benefitting Clients and Customers Ali	3.00	Classroom
E17111	Economic Development Financing	3.00	Classroom
E17477	Certified Negotiation Expert	9.00	Classroom
E17551	Identity Theft	3.00	Classroom
E17552	Representation Options in the Commercial Spotlight	3.00	Distance
E17566	Virtual World: Protecting and Promoting Client Interes	3.00	Classroom
E17703	Why Do You Do What You Do?	3.00	Classroom
E17838	Why Do You Do What You Do?	3.00	Distance
M17032	Required Salesperson & Broker Core	3.00	Classroom
M17033	Required Salesperson & Broker Core	3.00	Distance
M17557	Required Salesperson & Broker Core: Commercial Spo	3.00	Distance
MB7034	Required Broker Core: Managing Your Brokerage	3.00	Classroom
MB7035	Required Broker Core: Experienced Agent Issues	3.00	Classroom
MB7036	Required Broker Core	3.00	Distance
MB7556	Required Broker Core: Commercial Spotlight	3.00	Distance

**CCIM Institute**

430 N Michigan Ave, S700  
Chicago IL 60611

School Code: ED0116

Email: [cecredit@ccim.com](mailto:cecredit@ccim.com)  
Phone: (312) 321-4504  
Fax: (312) 373-8212  
Website: [www.ccim.com](http://www.ccim.com)

Coordinator Information  
Madeline Williams  
3123214504  
[mwilliams@ccim.com](mailto:mwilliams@ccim.com)

**Course Offerings**

		<b><u>Hours</u></b>	<b><u>Location</u></b>
E17998	CI 101: Financial Analysis for Commercial Investment	9.00	Classroom
E17999	CI 102: Market Analysis for Commercial Investment R	9.00	Classroom
E18000	CI 103: User Decision Analysis for Commercial Investi	9.00	Classroom
E18001	CI 104: Investment Decision Analysis for Commercial	9.00	Classroom
E18002	Foundations for Success in Commercial Real Estate	9.00	Classroom
E18003	Commercial Real Estate Negotiations	7.00	Classroom

**CECheap.com**

8600 Ward Pkwy  
Ste 2080  
Kansas City MO 64114

School Code: ED0118

Email: [mark@ceskc.com](mailto:mark@ceskc.com)  
Phone: (800) 748-7715  
Fax: () -  
Website: [www.cecheap.com](http://www.cecheap.com)

Coordinator Information  
Mark Barker  
[mark@ceskc.com](mailto:mark@ceskc.com)

**Course Offerings**

		<b><u>Hours</u></b>	<b><u>Location</u></b>
E18029	New Home Construction	3.00	Distance
E18030	1031 Exchanges	3.00	Distance
E18031	Meth: What Every Agent & Client Should Know	3.00	Distance
E18032	Effective Negotiating	3.00	Distance

E18033	Foreclosure & Short Sales	3.00	Distance
E18034	Creating Wealth Through Residential Investing	3.00	Distance
E18037	Code of Ethics	3.00	Distance
M18035	Required Salesperson & Broker Core	3.00	Distance
MB8036	Required Broker Core	3.00	Distance

**Dennis Walsh & Associates**

1102 Colony Plaza  
Newport Beach CA 92660

Jenny Vita  
Coordinator Information  
Jenny Vita  
jvita@sellnewhomes.com

School Code: ED0063

Email: jvita@sellnewhomes.com  
Phone: (949) 734-4252  
Fax: (949) 706-3502  
Website:

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17627	Certified New Home Specialist - Part One	3.00	Classroom
E17628	Certified New Home Specialist	9.00	Distance
E17629	Residential Construction Certified	9.00	Distance

**Dept of Veterans Affairs**

One Federal Dr  
St Paul MN 55111

Tim Knutson  
Coordinator Information  
Tim Knutson  
timothy.knutson@va.gov

School Code: ED0042

Email: timothy.knutson@va.gov  
Phone: (800) 827-0611  
Fax: (612) 970-5496  
Website:

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17174	VA Home Loans Educational Seminar	4.00	Classroom

**Dexterity CE, LLC**

14101 W Hwy 290  
Ste 1400B  
Austin TX 78737

Coordinator Information  
Zebulon Lowe  
zeblowe@corp.openmtg.com

School Code: ED0109

Email: zeblowe@corp.openmtg.com  
Phone: (512) 893-6679  
Fax: (512) 893-6679  
Website: www.dexterityce.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17910	H4P- A Realtor's Guide for Utilizing the HECM for Pu	3.00	Classroom
E17984	Qualifying the Buyer Under New Regulations	3.00	Classroom

**dotloop**  
700 W Pete Rose Way #446  
Cincinnati OH 45203

School Code: ED0093

Coordinator Information  
Cody Topola  
(216) 212-2339  
ctopola@dotloop.com

Email: ctopola@dotloop.com  
Phone: (513) 739-5397  
Fax: () -  
Website:

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17797	Managing Online Transactions	3.00	Classroom

**Fairway MC**  
9393 W 110 St  
Ste 250  
Overland Park KS 66210

School Code: ED0114

Coordinator Information  
Lee Smith  
913-317-5626  
Lee.Smith@Fairwaymc.com

Email: Lee.Smith@Fairwaymc.com  
Phone: (913) 317-5626  
Fax: (866) 728-4326  
Website:

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17985	Reverse Mortgage for Purchase (H4P)	3.00	Classroom

**Garden City Board of REALTORS**  
2606 N Fleming St  
Ste 8  
Garden City KS 67846

School Code: ED0120

Coordinator Information  
Donna Wilkerson  
6207852698  
gcboardrealtors@gmail.com

Email: gcboardrealtors@gmail.com  
Phone: (620) 275-2698  
Fax: () -  
Website:

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E18058	Seven Deadly Sins of Sales	3.00	Classroom

**Gaughan & Connealy**  
4400 College Blvd  
Ste 190  
Overland Park KS 66211

Christopher Gaughan  
Coordinator Information  
Christopher Gaughan  
Chris@MidwestEstatePlan.com

School Code: ED0081

Email: Chris@MidwestEstatePlan.com  
Phone: (913) 262-2000  
Fax: (913) 904-1348  
Website: www.MidwestEstatePlan.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17689	Listing Homes for Disabled or Deceased Clients	3.00	Classroom
E17924	How to Get Real Estate Through Probate	3.00	Classroom

**Home Warranty, Inc**  
PO Box 1  
Rock Rapids IA 51246

School Code: ED0091

Coordinator Information  
Amy Hartter  
amyh@homewarrantyinc.com

Email: amyh@homewarrantyinc.com  
Phone: (877) 977-4949  
Fax: (866) 977-4949  
Website: www.homewarrantyinc.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17776	The Insider's Guide to Home Warranties	3.00	Classroom

**InterNACHI**

1750 30th St  
Ste 301  
Boulder CO 80301

School Code: ED0088

Coordinator Information  
Benjamin Gromicko  
education@internachi.org

Email: education@internachi.org  
Phone: (720) 735-7125  
Fax: () -  
Website: www.nachi.org

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17762	Home Energy Efficiency for Real Estate Professionals	4.00	Distance
E17763	Saving Home Energy for Real Estate Professionals	3.00	Distance

**International Council of Shopping Centers**

1221 Ave of the Americas  
FL 41  
New York NY 10020

School Code: ED0105

Coordinator Information  
Paula Camacho  
pcamacho@ICSC.org

Email: pcamacho@ICSC.org  
Phone: (646) 728-3597  
Fax: () -  
Website: www.icsc.org

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17839	ICSC 2018 Heartland States Idea Exchange	3.00	Classroom
E17986	ICSC 2019 Heartland States Idea Exchange	3.00	Classroom

**Kansas Association of Realtors**

3644 SW Burlingame Rd  
Topeka KS 66611

Rod McIntyre

School Code: ED0007

Coordinator Information  
Jackie Hovey  
(785) 267-3610 Ext 2129  
jhovey@kansasrealtor.com

Email: rmcintyre@kansasrealtor.com  
Phone: (800) 366-0069  
Fax: () -  
Website: www.kansasrealtoreducation.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17019	Negotiation	3.00	Classroom
E17020	Stellar Seller Services	3.00	Classroom



E17193	Understanding the Residential Structure (GRI 102R)	9.00	Classroom
E17194	Legal Environment of Real Estate (part of GRI 103R)	4.00	Classroom
E17195	Legal Environment of Real Estate	4.00	Distance
E17196	Contract Law (part of GRI 103R)	4.00	Classroom
E17197	NAR Code of Ethics and Kansas RE License Law - RE	4.00	Classroom
E17198	Real Estate Investment and Management (GRI 105R)	9.00	Classroom
E17204	Uncovering Mold in Real Estate	4.00	Distance
E17205	Legal Consideration for the Real Estate Professional (G	8.00	Classroom
E17207	Taxation and the Real Estate Professional (GRI 107E)	6.00	Classroom
E17208	Fundamentals of Investment Real Estate	4.00	Distance
E17211	Relocation is a Team Sport	3.00	Classroom
E17212	Code of Ethics "Behave Yourself"	3.00	Classroom
E17215	Fair Housing for the Residential Real Estate Profession	3.00	Classroom
E17216	Client Service: A meeting of the Minds (GRI 108)	4.00	Classroom
E17217	Contract Law and Formation	4.00	Classroom
E17218	Contract Law and Formation	3.00	Classroom
E17219	NAR Code of Ethics and the Kansas Real Estate Licens	4.00	Classroom
E17223	Smart Business - Smart Money	4.00	Classroom
E17224	How to Work with Real Estate Investment - Sellers	4.00	Classroom
E17225	Real Estate Investing Made Easy	4.00	Classroom
E17226	Price it Right: How to Determine What a Rental Proper	4.00	Classroom
E17227	Exchanging Made Easy: How to do a Real Estate Exch	4.00	Classroom
E17228	Surefire Buyer Strategies	4.00	Classroom
E17229	Foundations: How They Work and How to Keep Them	4.00	Classroom
E17230	Structural Concepts: Walls and Roofs	4.00	Classroom
E17231	Understanding the Energy Envelope: Windows, Doors :	4.00	Classroom
E17232	Finishes: Understanding Houses Inside and Out	4.00	Classroom
E17234	Doing it Right: Smoothing the Process for Buyer and S	3.00	Classroom
E17236	The Code of Ethics: Our Promise of Professionalism	4.00	Distance
E17237	Customer Driven Service	3.00	Classroom
E17238	KCRAR Forms - Mastering the Changes	3.00	Classroom
E17243	KS Real Estate License Law and NAR Code of Ethics	4.00	Distance
E17500	Skills to Serve Today's Savvy Consumer	3.00	Classroom
E17564	Mastering Real Estate Negotiating	4.00	Distance
E17579	Tax Considerations for Home Owners	4.00	Distance
E17580	Contract Law for Real Estate Professionals	4.00	Distance
E17613	Successful Buyer Client Systems	4.00	Classroom
E17622	Successful Seller Client Systems	4.00	Distance
E17623	Real Estate Investing Made Clear	4.00	Distance
E17723	Beneath the Surface: Understanding the Anatomy of a l	6.00	Distance
E17741	Meeting the Needs of Buyers and Sellers	4.00	Distance
E17755	Fair Housing and Beyond	4.00	Classroom
E17783	The Power of Metricity	3.00	Classroom

E17812	Using RPR to Better Serve Buyers and Sellers with Dat	3.00	Classroom
E17941	Real Estate Issues, Tax Write-offs, and Tax Planning	3.00	Classroom
E18015	Water, Water Everywhere	3.00	Classroom
E18016	Good, Better, Best	3.00	Classroom
E18018	Seeing Double: Making the Most of a Multiple Offer M	3.00	Classroom
E18019	"Rightsizing" the Downsizing Generation!	3.00	Classroom
E18020	Real Estate Teams: Meeting Consumer Needs	4.00	Classroom
E18021	Resolving Property Condition Issues in a Real Estate T	4.00	Classroom
E18022	Extreme Disclosure 2019: When to Speak, When to Sh	3.00	Classroom
E18023	The Yelp Effect: Reputation Management	3.00	Classroom
E18024	Avoiding Data Security Roadkill	3.00	Classroom
M17175	Required Salesperson & Broker Core	4.00	Classroom
M17176	Required Salesperson & Broker Core (part of GRI 103	4.00	Classroom
M17177	Required Salesperson and Broker Core	4.00	Distance
M17178	Required Salesperson & Broker Core	3.00	Classroom
M17179	Required Salesperson & Broker Core	3.00	Distance
M17180	Required Salesperson & Broker Core - Commercial	3.00	Classroom
M17181	Required Salesperson & Broker Core: Agency Options	3.00	Classroom
M17182	Required Salesperson & Broker Core HS-QS	4.00	Classroom
MB7184	Required Broker Core: Salesperson Supervision, RESP	4.00	Classroom
MB7185	Required Broker Core - Common Violations: Identify a	4.00	Classroom
MB7186	Required Broker Core - Common Violations	3.00	Classroom
MB7187	Required Broker Core - Common Violations: Identify a	4.00	Distance
MB7188	Required Broker Core: Brokerage Management and Co	4.00	Classroom
MB7189	Required Broker Core: Procedure Manual and Commor	4.00	Classroom
MB7190	Required Broker Core: It's the Law: Common Violator	3.00	Classroom
MB7191	Required Broker Core: Broker Supervision and Commc	4.00	Distance
MB7504	Required Broker Core: Supervision & Common Violati	3.00	Classroom
MB7829	Required Broker Core: Salesperson Supervision & Con	4.00	Distance

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**Kansas Auctioneers Association**

11345 W Carr Ct  
Wichita KS 67209

Cindi Ferguson

School Code: ED0066

Coordinator Information

Cindi Ferguson

cindi@kansasauctioneers.com

Email: cindi@kansasauctioneers.com

Phone: (316) 208-6151

Fax:

Website: www.kansasauctioneers.com

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
E17978	Negotiating Strategies for Real Estate	3.00 Classroom

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**Kansas City Regional Association of Realtors**

One Hallbrook Place, 11150 Overbrook Rd  
 Ste 100  
 Leawood KS 66211

Email: [alisont@kcrar.com](mailto:alisont@kcrar.com)  
 Phone: (913) 498-1100  
 Fax: (913) 498-1110  
 Website: [www.kcrar.com](http://www.kcrar.com)

School Code: ED0033

Coordinator Information  
 Alison Trevor  
 (913) 498-1100  
[alisont@kcrar.com](mailto:alisont@kcrar.com)

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>	
E17248	Selling Real Estate Using Income Taxes	3.00	Classroom
E17252	Behave Yourself! Mandatory Code of Ethics	3.00	Classroom
E17260	Radon for the Real Estate Transaction	3.00	Classroom
E17261	Real Estate Auctions 101	3.00	Classroom
E17262	Selling Foreclosures and REOs	3.00	Classroom
E17263	Inspection Insights II	3.00	Classroom
E17273	Understanding Appraisers	3.00	Classroom
E17277	That Doggone Mold	3.00	Classroom
E17491	Stellar Seller Services	3.00	Classroom
E17492	At Home with Diversity	6.00	Classroom
E17510	New Home Construction	3.00	Classroom
E17531	Renovation Lending	3.00	Classroom
E17554	RPR: Showing Consumers the Truth	3.00	Classroom
E17581	Historic Properties	3.00	Classroom
E17602	KCRAR Resale Contracts	3.00	Classroom
E17646	Legislation Affecting Homeownership	3.00	Classroom
E17647	Safety Matters	3.00	Classroom
E17678	RPR Advanced: The Pricing Bullseye	3.00	Classroom
E17726	The Hispanic/Latino Market	3.00	Classroom
E17828	Managing Online Transactions	3.00	Classroom
E17915	Fair Housing	3.00	Classroom
E17934	Accredited Buyer's Representative Designation Course	9.00	Classroom
E17962	Making a Splash with the ICE Strategy: Incredible Clie	3.00	Classroom
E17963	Pricing Strategies: Mastering the CMA	6.00	Classroom
E17997	Smart Growth	3.00	Classroom
E18038	e-PRO Certification Course	9.00	Classroom
M17744	Required Salesperson and Broker Core	3.00	Classroom
M17987	Required Salesperson and Broker Core: Kansas Core	3.00	Classroom
MB7601	Kansas Required Broker Core	3.00	Classroom

**KSU Agricultural Economics Extension**

KSU Waters Hall  
 Manhattan KS 665064023

Mykel Taylor

School Code: ED0009

Coordinator Information  
 Mykel Taylor  
 mtaylor@ksu.edu

Email: mtaylor@ksu.edu  
 Phone: (785) 532-6702  
 Fax:  
 Website:

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
A17279	Managers and Appraisers Winter Meeting	3.00	Classroom
A17280	Managers and Appraisers Summer Meeting	3.00	Classroom
E17281	Kansas Income Tax Institute	6.00	Classroom

**KSU Engineering Extension**

2323 Anderson Ave  
 Ste 300  
 Manhattan KS 66502

Bruce Snead

School Code: ED0011

Coordinator Information  
 Bruce Snead  
 bsnead@ksu.edu

Email: bsnead@ksu.edu  
 Phone: (785) 532-6026  
 Fax: () -  
 Website:

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17282	Radon for Real Estate Professionals	3.00	Classroom
E17283	Radon for Real Estate Professionals	4.00	Classroom

**Lowry School of Real Estate**

3636 Alpaca Road  
 Joplin MO 64804

Nancy Lowry

School Code: ED0013

Coordinator Information  
 Nancy Lowry  
 nancy@lowryschoolofrealestate.com

Email: nancy@lowryschoolofrealestate.com  
 Phone: (417) 624-5596  
 Fax: () -  
 Website: www.lowryschoolofrealestate.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17001	Issues Facing Real Estate Licensees	3.00	Classroom
E17296	Listing Presentation	4.00	Classroom
E17297	Listing Presentation	4.00	Distance
E17298	Listing Presentation	3.00	Classroom
E17299	Listing Presentation	3.00	Distance
E17300	Representing the Buyer Client	4.00	Classroom
E17301	Representing the Buyer Client	4.00	Distance
E17302	Representing the Buyer Client	3.00	Classroom
E17303	Representing the Buyer Client	3.00	Distance
E17304	Fair Housing	4.00	Classroom
E17305	Fair Housing	4.00	Distance

E17306	Fair Housing	3.00	Classroom
E17307	Fair Housing	3.00	Distance
E17308	New Home Construction	4.00	Classroom
E17309	New Home Construction	4.00	Distance
E17310	New Home Construction	3.00	Classroom
E17311	New Home Construction	3.00	Distance
E17312	Code of Ethics	4.00	Classroom
E17313	Code of Ethics	4.00	Distance
E17314	Code of Ethics	3.00	Classroom
E17315	Code of Ethics	3.00	Distance
E17316	Environmental Issues: Mold, Radon and Lead	4.00	Classroom
E17317	Environmental Issues: Mold, Radon and Lead	4.00	Distance
E17318	Environmental Issues: Mold, Radon and Lead	3.00	Classroom
E17319	Environmental Issues: Mold, Radon and Lead	3.00	Distance
E17320	FHA Financing	4.00	Classroom
E17321	Lawsuits	3.00	Classroom
E17322	Representation Options	3.00	Distance
E17323	Representation Options	3.00	Classroom
E17324	Contract Issues	3.00	Classroom
E17325	Negotiating	3.00	Classroom
M17284	Required Salesperson and Broker Core	4.00	Classroom
M17285	Required Salesperson and Broker Core	4.00	Distance
M17286	Required Salesperson and Broker Core	3.00	Classroom
M17287	Required Salesperson and Broker Core	3.00	Distance
MB7288	Required Broker Core: Management	4.00	Classroom
MB7289	Required Broker Core: Management	4.00	Distance
MB7290	Required Broker Core: Management	3.00	Classroom
MB7291	Required Broker Core: Management	3.00	Distance
MB7292	Required Broker Core: Introduction to Commercial Re:	6.00	Classroom
MB7293	Required Broker Core: Introduction to Commercial Re:	6.00	Distance
MB7294	Required Broker Core: Introduction to Commercial Re:	4.00	Classroom
MB7295	Required Broker Core: Introduction to Commercial Re:	4.00	Distance
MB7655	Required Broker Core: Management/Audits - Contract	3.00	Classroom
MB7659	Required Broker Core: Mgmt & Audits: Contracts	4.00	Classroom

**McKissock LP**  
218 Liberty Street  
Warren PA 16365

School Code: ED0052

Coordinator Information  
Jackie Vincent  
jackie.vincent@mckissock.com

Email: jackie.vincent@mckissock.com  
Phone: (800) 328-2008  
Fax: (814) 723-3016  
Website: www.mckissock.com

**Course Offerings**

**Hours**

**Location**

E17335	Basics of Green Building for Real Estate	3.00	Distance
E17527	A New Look at Contract Law	3.00	Distance
E17571	How to Work with RE Investors-Part 1	3.00	Distance
E17572	How to Work with RE Investors-Part 2	3.00	Distance
E17594	It's High Tide You Got the Facts About Flood Insuranc	3.00	Distance
E17595	The End of the Paper Trail:How to Conduct Paperless 1	3.00	Distance
E17653	Know the Code: Your Guide to the Code of Ethics	3.00	Distance
E17660	The Basics of Land Management	3.00	Distance
E17708	Real Estate Investing: Beyond the Basics	3.00	Distance
E17709	Using Retirement Assets to Purchase Real Estate	3.00	Distance
E17711	Millennials are Changing Real Estate: Are You Ready?	3.00	Distance
E17713	Americans with Disabilities Act ADA	3.00	Distance
E17715	Uncovering the Facts About Mortgage Financing	3.00	Distance
E17729	Real Estate Safety: Protect Yourself and Your Client	3.00	Distance
E17735	Basics of Green Building for Real Estate	3.00	Distance
E17766	Finding Your Focus: Niche Marketing for Real Estate	3.00	Distance
E17771	Going Green: Elements of an Eco-Friendly Home	3.00	Distance
E17830	Policy Issues Facing Brokerages Today	3.00	Distance
E17832	The Doctor is In: Diagnosing Your Risk Management	3.00	Distance
E17874	Online Correspondence: Americans with Disabilities A	3.00	Distance
E17875	Online Correspondence: Finding Your Focus: Niche M	3.00	Distance
E17876	Online Correspondence: Going Green: Elements of an I	3.00	Distance
E17911	Video is the Bomb	3.00	Distance
E17913	The Roadmap to Building a Modern Real Estate Comp:	3.00	Distance
E17958	Drama and the Code of Ethics	3.00	Distance
E17959	Online Correspondence: Drama and the Code of Ethics	3.00	Distance
E17988	Educating Homebuyers	3.00	Distance
E17989	Real Estate Taxes	3.00	Distance
E18059	Managing Online Transactions (Demonstrated with Do	3.00	Distance
M17326	Required Salesperson and Broker Core: KS BRRETA	3.00	Distance
MB7327	Required Broker Core: Kansas Trust Fund Handling	3.00	Distance

### Military Mortgage Bootcamp

56849 Grand River Ave  
Ste 6  
New Hudson MI 48165

School Code: ED0089

Coordinator Information  
Grace Ragan  
militarymortgagebootcamp@gmail.com

Email: militarymortgagebootcamp@gmail.com  
Phone: (734) 395-7797  
Fax: () -  
Website:

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
E17767 Presenting a VA Offer Sellers Will Accept	3.00	Classroom

**OnCourse Learning Real Estate (Career Webschoo**

20225 Water Tower Boulevard  
 4th Floor  
 Brookfield WI 53045

School Code: ED0096

Coordinator Information  
 Bridget Mangan  
 bmangan@oncourselearning.com

Email: realestate@careerwebschool.com

Phone: (800) 532-7649

Fax: (770) 919-9979

Website: www.careerwebschool.com

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
A17961	Concepts in Appraising Green Residential Buildings	3.00 Distance
E17118	Pricing Property to Sell	6.00 Distance
E17119	Basic Real Estate Finance	6.00 Distance
E17120	Methods of Residential Finance	6.00 Distance
E17121	Tax Advantages of Home Ownership	6.00 Distance
E17122	Tax Free Exchanges	3.00 Distance
E17123	Ethics in Real Estate	3.00 Distance
E17124	ADA and Fair Housing	3.00 Distance
E17125	Real Estate Math	3.00 Distance
E17126	Federal Law and Commercial Real Estate	3.00 Distance
E17128	Income Capitalization Overview	3.00 Distance
E17129	Sales Comparison Approach	3.00 Distance
E17130	Cost Approach Overview	3.00 Distance
E17131	Green Home Features	3.00 Distance
E17132	Green Home Construction	6.00 Distance
E17836	Technology Trends in Real Estate	3.00 Distance
E17928	Safety First: Crime Prevention and Self Defense for Re	3.00 Distance
E17964	Anti-Discrimination Laws	3.00 Distance
E17965	Ethics: Disclosure and Cooperation	3.00 Distance
E17966	Ethics: Pricing, Offers, and Advertising	3.00 Distance
E17967	Financing Residential Real Estate	6.00 Distance
E17968	Introduction to Brokerage Management	3.00 Distance
E17969	Leading and Communicating Effectively	3.00 Distance
E17970	Listing and Selling HUD Homes	3.00 Distance
MB7112	Required Broker Core - Business Management in a Rea	6.00 Distance
MB7113	Required Broker Core - Commercial Finance and Inves	6.00 Distance
MB7114	Required Broker Core - Commercial Leases	6.00 Distance
MB7115	Required Broker Core - Commercial Sales and Exchang	6.00 Distance
MB7116	Required Broker Core - Principles of Commercial Real	3.00 Distance
MB7117	Required Broker Core - Structuring Ownership in Com	6.00 Distance
MB7971	People Management in Real Estate	3.00 Distance
MB7972	Minimizing Risk with Effective Practices	3.00 Distance

**Open Mortgage**

3566 N Lake Ridge CT  
Wichita KS 67205

School Code: ED0086

Coordinator Information  
Tammy Gonzalez  
tammy@mtgfamilymortgage.com

Email: tammy@mtgfamilymortgage.com  
Phone: (316) 262-7766  
Fax: (866) 265-1046  
Website: www.mysmarterfinancing.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17748	HECM for Purchase	3.00	Classroom

**PDH Academy**

P O Box 449  
Pewaukee WI 53072

Chloe Lorenz  
School Code: ED0067  
Coordinator Information  
Chloe Lorenz  
lorenz.pdhacademy@gmail.com

Email: pdhacademy@gmail.com  
Phone: (888) 564-9098  
Fax: (888) 564-9098  
Website: www.pdhacademy.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17686	Green Housing Essentials	3.00	Distance
E17700	Fair Housing Made Easy	3.00	Distance
E17701	Double Trouble Antitrust and Misrepresentation	3.00	Distance
E17853	Real Estate Agent Safety	3.00	Distance
E17854	Real Estate Finance	3.00	Distance
M17688	Required Salesperson and Broker Core	3.00	Distance
MB7687	Required Broker Core: Successfully Managing Your Bi	3.00	Distance
MB7702	Required Broker Core - Management: Analyzing the Fi	4.00	Distance

**Pinnacle Real Estate School**

415 E Iron Ave  
Salina KS 67401

School Code: ED0108

Coordinator Information  
Phyllis Ross  
pinnaclereschool@gmail.com

Email: pinnaclereschool@gmail.com  
Phone: (785) 825-5200  
Fax: (785) 825-5675  
Website:

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17954	Code of Ethics: Standards and Practice	3.00	Classroom
E18040	Fair Housing	3.00	Classroom
M17867	Required Kansas Salesperson and Broker Core	3.00	Classroom
M17868	Required Kansas Salesperson and Broker Core - Corres	3.00	Distance



**Preferred Systems, Inc.**

3504 State Street  
 Erie PA 16508

School Code: ED0094

Coordinator Information  
 Joseph Lewandowski  
 joe@preferrededucation.com

Email: joe@preferrededucation.com  
 Phone: (888) 455-7437  
 Fax: (814) 455-7026  
 Website: www.preferrededucation.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17805	Avoiding the Aggravations of Home Inspections	3.00	Classroom
E17806	Managing the Home Inspection	3.00	Classroom
E17807	Radon and Real Estate Transactions	3.00	Classroom
E17808	Kitchen and Bath Appliances: What Real Estate Agents	3.00	Classroom
E17809	Residential Structural Inspections: For Real Estate Age	3.00	Classroom
E17877	VA Loan Certified	4.00	Distance
E18043	Luxury Listings	3.00	Classroom
E18056	50 Homestaging Tips by the Book	3.00	Classroom

**Real Estate Prep School Inc**

8113-A N Oak Trfwy  
 Kansas City MO 64118

School Code: ED0034

Coordinator Information  
 Ron Levin  
 realestateprepschool77@gmail.com

Email: realestateprepschool77@gmail.com  
 Phone: (816) 455-2087  
 Fax: (816) 455-2097  
 Website: www.realestateprepschool.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17358	1031 Exchanges	3.00	Classroom
E17359	1031 Tax-Free/Tax-Deferred Exchanges	3.00	Distance
E17361	Ethics and the Practice of Real Estate	3.00	Distance
E17521	MO Laws Governing the Transfer of Real Property	3.00	Classroom
E17609	Code of Ethics & Standards of Practice	3.00	Classroom
E17656	Sales Contract Key Issues & Red Flags	3.00	Classroom
E17657	Fair Housing	3.00	Classroom
E17676	Credit Score & Identity Theft	3.00	Classroom
E17859	Generational Contract Negotiating	3.00	Classroom
E17860	Title Insurance and Closing the Transaction	3.00	Classroom
E17861	Protecting Yourself, Your Client and Your Listing - Re	3.00	Classroom
M17346	Required Salesperson and Broker Core: Brokerage Rel	3.00	Classroom
M17347	Required Salesperson and Broker Core: Brokerage Rel	3.00	Distance
MB7348	Required Broker Core: Procedure Manual and Commor	3.00	Classroom
MB7349	Required Broker Core: Procedure Manual and Commor	3.00	Distance
MB7651	Required Broker Core: Broker Supervision & Escrow	3.00	Classroom

**Real Estate Training Institute**

3135 Logan Valley Rd  
Traverse City, MI 49684

Email: [jenny@onlinecti.com](mailto:jenny@onlinecti.com)

Phone: (231) 943-2966

Fax: (517) 827-4901

Website: [www.realestatetraininginstitute.com](http://www.realestatetraininginstitute.com)

School Code: ED0099

**Coordinator Information**

Jenny MacDowell

[jenny@onlinecti.com](mailto:jenny@onlinecti.com)

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17813	Code of Ethics	3.00	Distance
E17814	Real Estate Contracts	4.00	Distance
E17815	Real Estate Disclosure Laws	3.00	Distance
E17816	Environmental Issues	3.00	Distance
E17817	Finance	3.00	Distance
E17818	Fair Housing	3.00	Distance
E17819	Lead Paint Awareness	4.00	Distance
E17820	Personal Safety & Self Defense	4.00	Distance
E17822	Taxes	3.00	Distance
E17823	Risk Management	3.00	Distance
M17831	Required Salesperson & Broker Core: Agency & Broke	3.00	Distance
MB7821	Required Broker Core: Practical Brokerage	3.00	Distance

**Realtors Land Institute-KS Chapter**

9457 S UNIVERSITY BLVD #125  
HIGHLANDS RANCH CO 80126

Email: [rlikansaschapter@gmail.com](mailto:rlikansaschapter@gmail.com)

Phone: (303) 506-8805

Fax: () -

Website: [www.ksrli.com](http://www.ksrli.com)

School Code: ED0068

**Coordinator Information**

Maggie Thomas

[rlikansaschapter@gmail.com](mailto:rlikansaschapter@gmail.com)

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17677	Land Investment Analysis	9.00	Classroom
E17781	Mastering Real Estate Negotiations	9.00	Classroom
E17782	Real Estate Mapping Technologies & Techniques	8.00	Classroom
E17792	Land 101 - Fundamentals of Land Brokerage	9.00	Classroom
E17793	Tax Deferred 1031 Exchanges	8.00	Classroom
E17794	Site Selection	9.00	Classroom
E17795	Land Real Estate Development	9.00	Classroom
E18025	Drones in Real Estate	3.00	Classroom

**Realty School of Kansas**

3241 E Douglas  
Wichita KS 67218

Email: ldr685@cox.net  
Phone: (316) 685-3652  
Fax: (316) 682-4152  
Website: www.rsk.net

Larry Rickard  
Coordinator Information  
Larry Rickard  
ldr685@cox.net

School Code: ED0021

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17933	Contracts (Contract Fundamental & Provisions)	4.00	Distance
M17927	Required Salesperson & Broker Core	4.00	Distance
MB7365	Required Broker Core - Money and Interest Rates and I	4.00	Distance
MB7367	Required Broker Core - The Settlement Process: Debits	4.00	Distance

**ReeceNichols Training**

11601 Granada  
Leawood KS 66211

Email: kathymccarty@reeceandnichols.com  
Phone: (913) 266-5635  
Fax: (913) 981-6897  
Website: www.training.reeceandnichols.com

Kathy McCarty  
Coordinator Information  
Kathy McCarty  
kathymccarty@ReeceNichols.com

School Code: ED0035

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17384	Ninja Selling CRS	6.00	Classroom
E17385	Fair Housing, Antitrust and Agency	3.00	Classroom
E17386	Mold Education and Detection	3.00	Classroom
E17387	The Code and the Law	3.00	Classroom
E17388	Federal Fair Housing	3.00	Classroom
E17389	Introduction to New Homes I	3.00	Classroom
E17390	Introduction to New Homes II	3.00	Classroom
E17391	Negotiating Strategies for Real Estate	3.00	Classroom
E17392	Environmental Concerns Associated with Real Estate T	3.00	Classroom
E17393	Minimizing Risk to Environmental Health Hazard	3.00	Classroom
E17394	MO Core: General Issues Regarding Real Estate Practic	3.00	Classroom
E17395	Sold! The Revised Resale Contract of KCRAR	3.00	Classroom
E17396	Code of Ethics	3.00	Classroom
E17397	Agents and Home Inspections	3.00	Classroom
E17398	Introduction to FHA	3.00	Classroom
E17399	Keeping it Legal	3.00	Classroom
E17400	SFR Designation Course - Short Sales and Foreclosures:	6.00	Classroom
E17401	Negotiate This!	3.00	Classroom
E17402	Accredited Buyer Representative	9.00	Classroom
E17403	Commercial Real Estate Law and Disorder	3.00	Classroom
E17404	Renovation Lending	3.00	Classroom

E17405	Selling HUD Homes	3.00	Classroom
E17406	Successfully Selling HUD Homes	3.00	Classroom
E17407	Generation Buy	6.00	Classroom
E17408	Green 100: Real Estate for a Sustainable Future	6.00	Classroom
E17409	BPOs: The Agent's Role in Valuation Process Course	6.00	Classroom
E17410	Green 200: The Science of Green Building	6.00	Classroom
E17411	Price-Valued and the Money Game	3.00	Classroom
E17412	Pitfalls of Developing Real Estate	3.00	Classroom
E17413	Green 300: Greening Your Real Estate Business	6.00	Classroom
E17453	SRES: Seniors Real Estate Specialist Designation Cour	9.00	Classroom
E17474	Advanced Short Sales: Closing the Deal	3.00	Classroom
E17576	CRS 201 Listing Strategies for the Residential Speciali:	9.00	Classroom
E17631	TILLA-RESPA Integrated Disclosures	3.00	Classroom
E17632	CRS 202: Effective Buyer Sales Strategies	9.00	Classroom
E17752	Real Estate Investing: Build Wealth Representing Inves	6.00	Classroom
E17768	Safety and Defense	3.00	Classroom
E17769	House Construction as a Selling Tool	9.00	Classroom
E17772	Certified New Home Sales Professional (CSP)	9.00	Classroom
E17802	Managing Online Transactions	3.00	Classroom
E17803	Design/Build Solutions for Aging & Accessibility (CA)	6.00	Classroom
E17804	Marketing & Communication Strategies for Aging & A	6.00	Classroom
E18004	CRS Converting Leads Into Closings	8.00	Classroom
E18062	Advocating for Short Sale Clients	3.00	Distance
E18063	Affordable Housing: Solutions for Homes and Financin	3.00	Distance
E18064	Assistance Animals and Fair Housing	3.00	Distance
E18065	Code of Ethics: Good for Your Clients and Your Busin	3.00	Distance
E18066	Code of Ethics in Action: Real Life Applications	3.00	Distance
E18067	Current Issues and Trends in Real Estate	3.00	Distance
E18068	Did You Serve? Identifying Homebuying Advantages f	3.00	Distance
E18069	Diversity: Your Kaleidoscope of Clients	3.00	Distance
E18070	Fundamentals of Commercial Real Estate	3.00	Distance
E18071	Going Green: The Environmental Movement in Real E:	3.00	Distance
E18072	Keeping it Honest: Understanding Real Estate and Mor	3.00	Distance
E18073	Marijuana in Real Estate	3.00	Distance
E18074	Marketing, Advertising, and Social Media Compliance	3.00	Distance
E18075	Personal Safety	3.00	Distance
E18076	Preparing a Market Analysis - Best Practices	3.00	Distance
E18077	Roadmap to Success: Business Planning for Real Estate	3.00	Distance
E18078	Sex and Real Estate: Sexual Harassment, Sexual Discri	3.00	Distance
E18079	Taxes and Real Estate: What You Need to Know	3.00	Distance
E18080	Technology Tools, Trends, and Risk Management	3.00	Distance
E18081	Working with Real Estate Investors: Understanding Inv	3.00	Distance
M17381	Required Salesperson and Broker Core	3.00	Classroom

M17382	Required Salesperson and Broker Core: Examples of A	3.00	Classroom
M18061	Required Salesperson and Broker Core: Taking the My	3.00	Distance
MB7383	Required Broker Core - Brokerage Relationships, Misr	3.00	Classroom
MB7870	Required Broker Core: Practically Legal	3.00	Classroom

**Renovation Lending School**

15835 Switzer Rd  
Overland Park KS 66221

Troy Fairchild  
Coordinator Information  
Troy Fairchild  
troy@renosmadeeasy.com

School Code: ED0087

Email: troy@renosmadeeasy.com  
Phone: (785) 691-7969  
Fax:  
Website: http://renosmadeeasy.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17757	Renovation Loan Programs	3.00	Classroom

**Residential Real Estate Council**

430 N Michigan Ave  
Ste 300  
Chicago IL 60611

Coordinator Information  
Regina Harvey  
rharvey@crs.com

School Code: ED0064

Email: rharvey@crs.com  
Phone: (800) 462-8841  
Fax: (312) 321-4440  
Website: www.crs.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17665	CRS 120 Converting Leads Into Closings	8.00	Classroom
E17666	CRS 121 Win-Win Negotiation Techniques	8.00	Classroom
E17667	CRS 122 Building a Team to Grow Your Business	3.00	Classroom
E17668	CRS 200 Business Planning and Marketing for Residen	9.00	Classroom
E17669	CRS 201 Listing Strategies for the Residential Speciali	9.00	Classroom
E17670	CRS 202 Effective Buyer Sales Strategies	9.00	Classroom
E17671	CRS 204 Buying and Selling Income Properties	9.00	Classroom
E17672	CRS 205 Financing Solutions to Close the Deal	9.00	Classroom
E17673	CRS 206 Technologies to Advance Your Business	9.00	Classroom
E17674	CRS 210 Building an Exceptional Customer Service Re	9.00	Classroom
E17745	CRS 123 Mastering Relevant, Consumer-Focused Marl	8.00	Classroom
E17746	CRS 124 Turning New Homes Into Ongoing Revenue	8.00	Classroom
E17917	CRS 125 - Zero to 60 Home Sales A Year (and Beyond	8.00	Classroom
E17918	CRS 126 - 7 Things Successful Agents Do Differently:	8.00	Classroom
E17919	CRS 127 - Succession Planning: Building, Valuing, an	8.00	Classroom
E17920	CRS 128 - Succeeding in the Luxury Home Market	8.00	Classroom
E17921	CRS 130 -How Technology Can Ruin Your Real Estate	8.00	Classroom
E17922	CRS 133 -Top of Mind Techniques to Boost Your Brar	8.00	Classroom
E17923	CRS 135 -Transforming Difficult Situations Into Profit	8.00	Classroom
E17943	Power Up On Smart Home Technologies - RS 134	8.00	Classroom

E17944	Tax Strategies for the Real Estate Professional RS - 13t	8.00	Classroom
E18008	RS 183 - Silver Bullet Solutions: Helping Buyers Buy ε	8.00	Classroom

**RSCK School of Real Estate**

170 W Dewey St  
Wichita KS 67202

Cindi Ferguson  
Coordinator Information  
Cindi Ferguson  
cindi@sckrealtors.com

School Code: ED0069

Email: cindi@sckrealtors.com  
Phone: (316) 263-3167  
Fax: (316) 263-2832  
Website: www.sckrealtors.com

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
E17428	ABC's & 123's of the Purchase Contract	3.00 Classroom
E17436	Boomers and Beyond: Working with an Aging Populati	3.00 Classroom
E17515	Military Relocation Professional	6.00 Classroom
E17615	Financial Roundtable	3.00 Classroom
E17684	Pricing Strategies: Mastering the CMA	6.00 Classroom
E17698	Commercial Code of Ethics	3.00 Classroom
E17759	Health & Fitness of Your Business: Prospecting for the	3.00 Classroom
E17760	Mechanics of a Mechanical Inspection	3.00 Classroom
E17761	Detours & Dead Ends: Navigating Your Way to a Succ	3.00 Classroom
E17764	REALTOR CSI: Code of Ethics	3.00 Classroom
E17770	Psychology of Listings: It's All About the Consultation	3.00 Classroom
E17778	Real Estate Negotiation Expert	9.00 Classroom
E17779	Senior Real Estate Specialist	9.00 Classroom
E17790	Making the Grade: Advanced Contracts Course	3.00 Classroom
E17791	Buyers Aren't Liars: Focusing on a Consumer Driven E	3.00 Classroom
E17798	Real Estate Investing: Build Wealth Representing Inves	6.00 Classroom
E17799	Getting to the Why: Strategic Negotiations	3.00 Classroom
E17833	Accredited Buyer's Representative	9.00 Classroom
E17834	Millenials Are People Too	3.00 Classroom
E17840	Auction 101: Going Once...Going Twice...	3.00 Classroom
E17855	Inside Edition: The Reverse Mortgage & Celebrities	3.00 Classroom
E17873	Nailing It All Together: New Home Construction	3.00 Classroom
E17929	Creating Powerful Transactions That Close	6.00 Classroom
E17960	Financeopoly: Real Estate Finance Basics	3.00 Classroom
E17976	Solutions to Today's Toughest Listing Objections	3.00 Classroom
E17977	Converting Open Houses into Closed Transactions	3.00 Classroom
E18010	The Seven Deadly Sins of Equity Marketing	6.00 Classroom
E18028	What Would You Do? Code of Ethics	3.00 Classroom
E18042	e-PRO	9.00 Classroom
E18047	Exchange Magic	6.00 Classroom
M17753	Required Salesperson/Broker Core: Agency Toolbox E	3.00 Classroom
M18005	Required Salesperson/Broker Core: REALTOR Court -	3.00 Classroom

MB7754	Required Broker Core - RISK: Your Business is NOT a	3.00	Classroom
MB7835	Required Broker Core: Managing a Multi-Generational	6.00	Classroom
MB8009	Required Broker Core: Leadership - Work Smarter, Nc	3.00	Classroom

**Sirmon Training and Consulting Group, LLC**

292 E Ridge Dr  
Boone NC 28607

School Code: ED0110

Coordinator Information  
Jason Sirmon  
jason@jasonsirmon.com

Email: jason@jasonsirmon.com  
Phone: (704) 458-5292  
Fax: () -  
Website:

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17914	American Warrior Real Estate Professional	4.00	Classroom

**SLK Strategies (Advanced Radon Technologies)**

12302 E Troon St  
Wichita KS 67206

Amy Anderson  
Coordinator Information  
Stacia Kolbeck  
staciakolbeck@yahoo.com

School Code: ED0058

Email: staciakolbeck@yahoo.com  
Phone: (316) 655-3505  
Fax: () -  
Website: www.advancedradontechnologies.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17592	Radon Education in Real Estate	3.00	Classroom

**Society of Industrial and Office REALTORS (SIOF)**

1201 New York Ave NW  
Ste 350  
Washington DC 20005

Coordinator Information  
Lizzy Lokken  
llokken@sior.com

School Code: ED0117

Email: llokken@sior.com  
Phone: (202) 449-8200  
Fax: () -  
Website: www.sior.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E18007	2019 SIOR Spring World Conference	4.00	Classroom
E18060	2019 SIOR Fall World Conference	6.00	Classroom

**Sunflower Association of REALTORS**

2130 SW 37th  
Topeka KS 66611

Email: linda@sunflowerrealtors.com  
Phone: (785) 267-3215  
Fax: (785) 267-4993  
Website: www.sunflowerrealtors.com

School Code: ED0119

Coordinator Information  
Linda Briden  
785-267-3215  
linda@sunflowerrealtors.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E18041	Real Estate for the Generations	3.00	Classroom

**The CE Shop, Inc.**

5670 Greenwood Plaza Blvd  
Ste 420  
Greenwood Village CO 80111

Email: support@theceshop.com  
Phone: (888) 827-0777  
Fax: (888) 708-8212  
Website: www.theceshop.com

Rebecca Piltingsrud

School Code: ED0048

Coordinator Information  
Rebecca Piltingsrud  
(720) 390-3805  
rebecca.piltingsrud@theceshop.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17017	Sign Here: Contract Law on E-Signatures	3.00	Distance
E17018	Advocating for Short Sale Clients	3.00	Distance
E17137	Diversity: Your Kaleidoscope of Clients	3.00	Distance
E17139	From Contract to Keys: The Mortgage Process	6.00	Distance
E17140	Keeping it Honest: Understanding RE and Mortgage Fr	3.00	Distance
E17141	Title and Escrow: Two Families, One Transaction	3.00	Distance
E17147	Today's MLS: New Paradigms, Better Results	3.00	Distance
E17148	Going Green: The Environmental Movement in Real E:	3.00	Distance
E17149	Roadmap to Success: Business Planning for Real Estate	3.00	Distance
E17154	Seniors Real Estate Specialist (SRES designation cours	9.00	Distance
E17157	At Home with Diversity	6.00	Distance
E17158	Real Estate Marketing Reboot: Innovate>Relate>Differ	6.00	Distance
E17160	Generation Buy	6.00	Distance
E17494	Anatomy of Commercial Building	3.00	Distance
E17506	Client Advocacy in Commercial Real Estate	3.00	Distance
E17507	Investment Strategies in Commercial Real Estate	3.00	Distance
E17583	Protect Your Clients with Data Privacy & Security	3.00	Distance
E17584	Did You Serve - Identifying Homebuying Advantages 1	3.00	Distance
E17585	Code of Ethics: Good for Your Clients & Your Busines	3.00	Distance
E17586	Military Relocation Professional Certification	6.00	Distance
E17591	Commercial Ethics	3.00	Distance
E17599	Discovering Commercial Real Estate	3.00	Distance
E17603	Expanding Housing Opportunities	3.00	Distance
E17604	Short Sales & Foreclosures: What Pros Need to Know	6.00	Distance



E17605	New Home Construction & Buyer Rep: Pros, Product, l	6.00	Distance
E17606	Home Sweet 2nd Home: Vacation, Inv, Luxury Propert	6.00	Distance
E17608	Seller Representative Specialist (SRS) Designation Cou	9.00	Distance
E17614	Personal Safety	3.00	Distance
E17663	REALTOR Code of Ethics Training	3.00	Distance
E17704	Pricing Strategies: Mastering the CMA	6.00	Distance
E17705	Real Estate Safety Matters: Safe Business=Smart Busin	3.00	Distance
E17706	Attracting Online Consumers: Listings and Syndication	3.00	Distance
E17773	Marketing, Advertising, and Social Media Compliance	3.00	Distance
E17774	Green Day 1: Resource-Efficient Homes: Retrofits, Ren	6.00	Distance
E17775	Green Day 2: Representing Buyers and Sellers of Resou	6.00	Distance
E17796	Code of Ethics in Action: Real-Life Applications	3.00	Distance
E17800	Marijuana in Real Estate	3.00	Distance
E17801	Working with Real Estate Investors: Understanding Inv	3.00	Distance
E17862	e-Pro Day 1	6.00	Distance
E17863	e-Pro Day 2	6.00	Distance
E17864	Generating Buyer and Seller Leads	6.00	Distance
E17865	Preparing a Market Analysis	3.00	Distance
E17869	The Fundamentals of Commercial Real Estate	3.00	Distance
E17931	Real Estate Investing: Build Wealth Representing Inves	6.00	Distance
E17932	Technology Tools, Trends, and Risk Management	3.00	Distance
E17935	Accredited Buyer's Representative Designation Course	9.00	Distance
E17975	Current Issues and Trends in Real Estate	3.00	Distance
E18011	Affordable Housing: Solutions for Homes and Financin	3.00	Distance
E18012	Assistance Animals and Fair Housing	4.00	Distance
E18013	Sex and Real Estate: Sexual Harassment, Sexual Discri	3.00	Distance
E18014	Taxes and Real Estate: What You Need To Know	3.00	Distance
E18048	Ethics at Work	3.00	Distance
E18050	e-PRO Certification	9.00	Distance
E18055	Hot Topics in Real Estate	3.00	Distance
M17589	Required Salesperson & Broker Core: Taking the Myst	3.00	Distance
M18057	Kansas SP/BR Core: You've Been Summoned: Applyir	3.00	Distance
MB7502	Required Broker Core: Commercial Landlord Represen	3.00	Distance
MB7503	Required Broker Core: Determining Value of Commerc	3.00	Distance
MB7590	Required Broker Core: Leadership Safari: Brokerage to	3.00	Distance

**Training Cove**

14301 N 87th  
Ste 106  
Scottsdale AZ 85260

Email: help@trainingcove.com  
Phone: (480) 517-1000  
Fax: () -  
Website: www.trainingcove.com

Steven Jordan  
Coordinator Information  
Steven Jordan  
steve@trainingcove.com

School Code: ED0084

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
A17721	Introduction to Property Appraisal	3.00	Distance
E17718	Building Green, Building Smart	3.00	Distance
E17719	Fair Housing for Real Estate Professionals	3.00	Distance
E17720	Drugs, Disasters and Other Disclosures	3.00	Distance
E17912	Clarifying the Code of Ethics	3.00	Distance
M17751	Required Salesperson and Broker Core	3.00	Distance
M18039	Required Salesperson and Broker Core: Why Does It M	3.00	Distance
MB7750	Required Broker Core	3.00	Distance
MB8006	Required Broker Core - Establishing Broker Policies ar	3.00	Distance

**TRAINING PARTNERS**

6850 College Blvd  
Overland Park KS 66211

Email: denise.martin@kw.com  
Phone: (913) 906-5488  
Fax: (913) 744-2688  
Website: www.realestateschoolkc.com

Denise Martin  
Coordinator Information  
Alicia Holmes  
913-530-0759  
aliciaj@kw.com

School Code: ED0061

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E18027	Military Residential Specialist	8.00	Classroom

**University of Missouri- Kansas City**

5100 Rockhill Road  
Kansas City MO 64110

Email: connelyc@umkc.edu  
Phone: (816) 235-5131  
Fax: () -  
Website: www.umkc.edu

Coordinator Information  
Charles C. Connely IV  
connelyc@umkc.edu

School Code: ED0104

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17837	2018 Real Estate Trends and Investment Criteria	7.00	Classroom
E17983	2019 Kansas City Real Estate Forum	7.00	Classroom

**Van Education**

5345 Arapahoe Ave  
Ste 7  
Boulder CO 80303

Email: ahughes@ndira.com  
Phone: (800) 455-8349  
Fax: () -  
Website: www.vaned.com

Caroline Litwinski  
Coordinator Information  
Caroline Litwinski  
caroline@vaned.com

School Code: ED0060

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17619	Broker's Guide to RE Purchases for IRAs & Qualified I	4.00	Classroom

**WebCE, Inc. (RealEstateCE.com)**

12222 Merit Dr  
Ste 500  
Dallas TX 75251

Email: compliance@webce.com  
Phone: (877) 488-9308  
Fax: (214) 570-0213  
Website: www.webce.com

Coordinator Information  
Eugene Barnes  
877-488-9308  
compliance@webce.com

School Code: ED0062

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17643	Building Green	3.00	Distance
E17644	Doing the Right Thing-The Code	3.00	Distance
E17645	Personal Safety	3.00	Distance
E17664	Avoiding Common Mistakes	3.00	Distance
E17737	Floods and other Natural Hazards	3.00	Distance
E17824	Fair Housing for the Real Estate Industry	3.00	Distance
E17825	Managing Conflicts with Tenants, Clients, and Employ	3.00	Distance
E17826	The Millennials are Changing Real Estate!	3.00	Distance
E17827	Tiny Homes and Other Alternative Properties	3.00	Distance
M17728	Required Salesperson & Broker Core	3.00	Distance
MB7642	Required Broker Core: Management and Common Vio	3.00	Distance

**Western Specialty Contractors**

7401 Alabama Ave  
St. Louis, MO 63122

Email: tanyas@westerngroup.com  
Phone: (636) 575-5044  
Fax:  
Website: www.westernspecialtycontractors.com

Coordinator Information  
Tanya Shepherd  
tanyas@westerngroup.com

School Code: ED0095

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17811	Restoration and Waterproofing of Commercial Building	3.00	Classroom

**Wichita Area Builders Association**

730 N Main  
Wichita KS 67203

Email: [debra@wabahome.com](mailto:debra@wabahome.com)  
Phone: (316) 265-4226  
Fax:  
Website:

Wesley E. Galyon  
Coordinator Information  
Debra Moore  
[debra@wabahome.com](mailto:debra@wabahome.com)

School Code: ED0025

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17438	Certified New Home Sales Professional	9.00	Classroom
E17439	IRM IV - New Home Sales Management/Strategies/Træ	9.00	Classroom
E17440	Advanced CSP I	9.00	Classroom
E17441	The Main Event(s) - Knock Out New Home Marketing	4.00	Classroom
E17442	The Answer to the Question Is... Now!	4.00	Classroom
E17443	10 Point Game Plan for Achieving Business Success in	4.00	Classroom
E17444	Closing the Sale	4.00	Classroom
E17445	Creative Marketing vs Selling	4.00	Classroom
E17446	25 Tough Market Home Selling Secrets	4.00	Classroom
E17447	Creating Urgency in a Non-Urgent Housing Market	4.00	Classroom
E17448	Effective Marketing on a Shoestring Budget	6.00	Classroom
E17449	Internet Marketing: Taking New Home Sales to the Ne:	3.00	Classroom
E17450	Low Cost Marketing Strategies	6.00	Classroom
E17577	Selling the Newly Constructed Home	4.00	Classroom
E17578	The New Home Buying Process	4.00	Classroom

**Wichita State University**

185 Fairmount  
Wichita KS 672060077

Email: [realestate@wichita.edu](mailto:realestate@wichita.edu)  
Phone: (316) 978-7163  
Fax: (316) 978-3263  
Website:

Dr. Stanley Longhofer  
Coordinator Information  
Dr. Stanley Longhofer  
[realestate@wichita.edu](mailto:realestate@wichita.edu)

School Code: ED0026

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17871	Commercial Building Fundamentals 1: Electrical Syste	3.00	Classroom
E17872	Commercial Building Fundamentals 2: Roofing and HV	3.00	Classroom
E17980	Increasing Value for Consumers through Authenticity	3.00	Classroom
E17981	Increasing Value for Consumers through Digital Comr	3.00	Classroom
E17982	Increasing Value for Consumers through Legitimacy ar	3.00	Classroom
MB7777	Required Broker Core: Land Development Due Diligen	3.00	Classroom
MB7973	Commercial Lease Essentials	3.00	Classroom

**X Factor Communications, LLC**

PO Box 984  
Lehi UT 84043

Email: eksayna@gmail.com  
Phone: (801) 669-2425  
Fax: () -  
Website:

School Code: ED0113

Coordinator Information  
EksAyn Anderson  
801-669-2425  
eksayna@gmail.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17979	Sales, Negotiation, and Integrity	6.00	Classroom

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