

# 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

A - Appraisal (Limited to one appraisal course per renewal period)

Locations reflect where the course takes place:

Classroom -students are not physically separated from the instructor

Distance - Asynchronous learning, students are physically separated from the instructor for all or a portion of the course

Virtual - Synchronous learning, students are physically separated from the instructor but instruction occurs in real-time via video

## 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

Phone: (877) 724-6150

Fax: () -

Website: www.ayporealestate.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17617	Equality and Money in Real Estate	6.00	Distance
E17621	Trust Account & Brokerage Mgmt	3.00	Distance
E17916	Broker Supervision and Escrow Account Management	3.00	Distance
E18026	Making the Sale	9.00	Distance
E18086	Fair Housing, Financing, and Legal Agreements	9.00	Distance
E20020	NAR Code of Ethics	3.00	Distance
M20050	Kansas Required Core	3.00	Distance

## 360Training.com

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

Samantha Montalbano

School Code: ED0055

### Coordinator Information

Samantha Montalbano  
accreditation@360training.com

Email: accreditation@360training.com

Phone: (877) 881-2235

Fax: () -

Website: 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>
E17844	Finance Basics "Know your Numbers"	3.00 Distance
E17846	Multiple Offers, Escalation Clauses, and Hot Markets	3.00 Distance
E17847	Recognizing Discrimination in Fair Housing	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
E20012	Common Mistakes Made by Real Estate Rookies and tl	3.00 Distance
E20013	Safety for Brokers While Showing Properties and Stagi	3.00 Distance

**Better Homes & Gardens KC Homes (Training)**

8300 College Blvd  
Suite 130  
Overland Park KS 66210

School Code: ED0128

Coordinator Information  
Christian Barnes  
training@kansascityhomes.com

Email: training@kansascityhomes.com  
Phone: (913) 661-8500  
Fax: (913) 981-8451  
Website: kansascityhomes.com

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
E20056	Behave Yourself: Code of Ethics	3.00 Classroom

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

1617 N Waterfront Parkway  
 Ste 110  
 Wichita KS 67206

School Code: ED0057

Coordinator Information  
 Christine Lunsford  
 christinel@penfedrealty.com

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

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17465	Common Violations	3.00	Classroom
E17466	NAR Code of Ethics	4.00	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
E17482	Nailing it All Together	3.00	Classroom
E17722	Science of Remodeling	3.00	Classroom
E17974	Agents Guide to Mortgage Lending	3.00	Classroom
E20043	Understanding 1031 Exchanges and the Agent's Role	3.00	Classroom
E20073	Listing and Selling HUD Homes	3.00	Distance
E20074	Principles of Commercial Real Estate	3.00	Distance
E20075	Property Valuation: Sales Comparison Approach	3.00	Distance
M20077	Kansas Required Core	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
E17034	Managing Your Brokerage	3.00	Classroom
E17035	Experienced Agent Issues	3.00	Classroom
E17036	Experienced Agents: Handling Complex Issues	3.00	Distance
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 Sc	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
E17556	Experienced Commercial Agents: Handling Complex I:	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
M20052	Kansas Required Core	3.00	Classroom

**CCIM Institute**

430 N Michigan Ave, S700  
Chicago IL 60611

Email: [cecredit@ccim.com](mailto:cecredit@ccim.com)  
Phone: (312) 321-4460 Ext 4498  
Fax: (312) 373-8212  
Website: [www.ccim.com](http://www.ccim.com)

School Code: ED0116

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

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
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 Invest	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

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

School Code: ED0118

Coordinator Information  
Mark Barker  
mark@ceskc.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
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
E18036	Experienced Agent Issues	3.00	Distance
E18037	Code of Ethics	3.00	Distance
M20058	Kansas Required Core	3.00	Distance

---

**CMPS Institute, LLC.**

3000 Old Alabama Road  
Suite 119-477  
Alpharetta GA 30022

Email: juliana@cmepsinstitute.org  
Phone: (734) 606-0202  
Fax: () -  
Website: www.cmepsinstitute.org

School Code: ED0126

Coordinator Information  
Julianna Nicholas  
julianna@cmepsinstitute.org

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E20015	Mortgage & Real Estate Taxation	3.00	Classroom
E20016	Cash Flow Planning for Real Estate Investors	3.00	Classroom
E20017	Mortgage Math Camp	3.00	Classroom

---

**Crystal Clear Academy**

1453 Briarwood Ln  
McPherson KS 67460

Email: crmiller@primeres.com  
Phone: (620) 200-0840  
Fax: () -  
Website:

School Code: ED0121

Coordinator Information  
Crystal Miller  
620-200-0840  
crmiller@primeres.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E18092	How to Overcome Objections on Outdated and Fixer U	3.00	Classroom

---

**Dennis Walsh & Associates**

1102 Colony Plaza  
Newport Beach CA 92660

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

Jenny Vita

School Code: ED0063

Coordinator Information  
Jenny Vita  
[jvita@sellnewhomes.com](mailto:jvita@sellnewhomes.com)

<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

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

Tim Knutson

School Code: ED0042

Coordinator Information  
Tim Knutson  
[timothy.knutson@va.gov](mailto:timothy.knutson@va.gov)

<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

Email: [zeblowe@corp.openmtg.com](mailto:zeblowe@corp.openmtg.com)  
Phone: (512) 893-6679  
Fax: (512) 893-6679  
Website: [www.dexterityce.com](http://www.dexterityce.com)

Coordinator Information  
Zebulon Lowe  
[zeblowe@corp.openmtg.com](mailto:zeblowe@corp.openmtg.com)

School Code: ED0109

<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
E18139	H4P- A REALTOR's Guide to Utilizing the HECM for	3.00	Virtual
E18149	Green Real Estate	3.00	Classroom

**dotloop**

700 W Pete Rose Way #446  
Cincinnati OH 45203

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

Coordinator Information  
Cody Topola  
(216) 212-2339  
[ctopola@dotloop.com](mailto:ctopola@dotloop.com)

School Code: ED0093

<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

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

School Code: ED0114

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

---

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

---

**Finance of America**

8023 E 63rd Place  
Ste 700  
Tulsa OK 74133

Email: cdanish@fareverse.com  
Phone: (330) 807-8948  
Fax: () -  
Website: www.fareverse.com

School Code: ED0125

Coordinator Information  
Christina Danish  
cdanish@fareverse.com

---

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E20011	Unlock Purchasing Power - In Reverse	3.00	Classroom

---

**Garden City Board of REALTORS**

2606 N Fleming St  
Ste 8  
Garden City KS 67846

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

School Code: ED0120

Coordinator Information  
Donna Wilkerson  
6207852698  
gcboardrealtors@gmail.com

---

<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

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

School Code: ED0081

Christopher Gaughan  
Coordinator Information  
Christopher Gaughan  
Chris@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
E18137	Listing Homes for Disabled or Deceased Clients	3.00	Virtual

---



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

School Code: ED0091

Coordinator Information  
Dena McDonald  
dena@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  
Coordinator Information  
Rod McIntyre  
rmcintyre@kansasrealtor.com

School Code: ED0007

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
E17184	Salesperson Supervision, RESPA and Common Violati	4.00	Classroom
E17185	Common Violations: Identify and Avoid Mistakes	4.00	Classroom
E17186	Common Violations	3.00	Classroom

E17187	Common Violations: Identify and Avoid Mistakes	4.00	Distance
E17188	Brokerage Management and Common Violations	4.00	Classroom
E17189	Procedure Manual and Common Violations	4.00	Classroom
E17190	It's the Law: Common Violations	3.00	Classroom
E17191	Broker Supervision and Common Violations	4.00	Distance
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
E17504	Supervision & Common Violations	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
E17829	Salesperson Supervision & Common Violations	4.00	Distance
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 Ti	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
E18114	Prison Orange Isn't My Color	3.00	Classroom
E18115	Beyond the Transaction	3.00	Classroom
E18116	The Ethical and Lawful Use of Media	3.00	Classroom
E18135	Broker Supervision & Common Violations	4.00	Virtual
E18136	Legal Environment of Real Estate	4.00	Virtual
E20018	NAR Code of Ethics and KS Real Estate License Law	3.00	Virtual
E20031	Ethics	3.00	Virtual
E20078	Kansas License Law and NAR Code of Ethics	4.00	Virtual
M20049	Kansas Required Core	4.00	Distance

### 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
E18102	The Ninja Auctioneer: Taking Your Sales to the Next L	3.00	Classroom
E20081	Auction Verdicts	3.00	Virtual

### Kansas City Regional Association of Realtors

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

Coordinator Information

Alison Trevor

(913) 661-1600

alisont@kcrar.com

School Code: ED0033

Email: alisont@kcrar.com

Phone: (913) 661-1600

Fax: (913) 266-5967

Website: www.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
E17601	Brokerage Management and Supervision	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
E17744	Real Estate Law: Regulations and Practices	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
E18088	Agents and Home Inspections	3.00	Classroom
E18093	Code of Ethics: Our Promise of Professionalism	3.00	Distance
E18105	Condos 101	3.00	Classroom
E18107	The Commercial Experience	9.00	Classroom
E20006	At Home with Diversity Certification	6.00	Distance
E20076	Behave Yourself: Code of Ethics	3.00	Classroom

**Kansas Mortgage CE Institute (Open Mortgage)**

3566 N Lake Ridge CT  
Wichita KS 67205

School Code: ED0086

Coordinator Information  
Tammy Gonzales  
tamaragonzales@openmtg.com

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

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
E17748 HECM for Purchase	3.00	Classroom
E18138 HECM for Purchase	3.00	Virtual

**Kansas Real Estate Commission**

700 SW Jackson St  
Suite 404  
Topeka KS 66603

Email: [krec@ks.gov](mailto:krec@ks.gov)  
Phone: (785) 296-3411  
Fax: (785) 296-1771  
Website: [krec.ks.gov](http://krec.ks.gov)

School Code: ED0037

## Coordinator Information

**Course Offerings**

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
E20000 Commission Meeting (one meeting per renewal period)	3.00	Classroom

**KSU Agricultural Economics Extension**

342 Waters Hall  
Manhattan KS 66506

Email: [mtaylor@ksu.edu](mailto:mtaylor@ksu.edu)  
Phone: (785) 532-6702  
Fax: () -  
Website: <http://www.agmanager.info>

Mykel Taylor

School Code: ED0009

Coordinator Information  
Mykel Taylor  
[mtaylor@ksu.edu](mailto:mtaylor@ksu.edu)

**Course Offerings**

<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

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

Bruce Snead

School Code: ED0011

Coordinator Information  
Bruce Snead  
[bsnead@ksu.edu](mailto:bsnead@ksu.edu)

**Course Offerings**

<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
E20055 Radon for Real Estate Professionals	4.00	Virtual

**Lowry School of Real Estate**

3636 Alpaca Road  
Joplin MO 64804

Email: [nancy@lowryschoolofrealestate.com](mailto:nancy@lowryschoolofrealestate.com)  
Phone: (417) 624-5596  
Fax: () -  
Website: [www.lowryschoolofrealestate.com](http://www.lowryschoolofrealestate.com)

Nancy Lowry

School Code: ED0013

Coordinator Information  
Nancy Lowry  
[nancy@lowryschoolofrealestate.com](mailto:nancy@lowryschoolofrealestate.com)

**Course Offerings**

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
E17001 Issues Facing Real Estate Licensees	3.00	Classroom
E17288 Broker Management	4.00	Classroom
E17289 Broker Management	4.00	Distance

E17290	Broker Management	3.00	Classroom
E17291	Broker Management	3.00	Distance
E17292	Introduction to Commercial Real Estate	6.00	Classroom
E17293	Introduction to Commercial Real Estate	6.00	Distance
E17294	Introduction to Commercial Real Estate	4.00	Classroom
E17295	Introduction to Commercial Real Estate	4.00	Distance
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
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
E17655	Contracts & Audits	3.00	Classroom
E17659	Contracts & Audits	4.00	Classroom
M20069	Kansas Required Core	3.00	Distance
M20070	Kansas Required Core	3.00	Classroom
M20071	Kansas Required Core	4.00	Distance
M20072	Kansas Required Core	4.00	Classroom

---

**Mbition Learn Real Estate**

18500 W Corporate Drive  
 Ste 250  
 Brookfield WI 53045

School Code: ED0096

**Coordinator Information**

Heather Abrahms  
 heather.abrahms@mbitiontolearn.com

Email: realestate@mbitiontolearn.com

Phone: (800) 532-7649

Fax: (770) 919-9979

Website: www.mbitiontolearn.com

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
A17961 Concepts in Appraising Green Residential Buildings	3.00	Distance
E17112 Business Management in a Real Estate Office	6.00	Distance
E17113 Commercial Finance and Investment Analysis	6.00	Distance
E17114 Commercial Leases	6.00	Distance
E17115 Commercial Sales and Exchanges	6.00	Distance
E17116 Principles of Commercial Real Estate	3.00	Distance
E17117 Structuring Ownership in Commercial Real Estate	6.00	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
E17971 People Management in Real Estate	3.00	Distance
E17972 Minimizing Risk with Effective Practices	3.00	Distance

**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

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
E17327	Kansas Trust Fund Handling	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
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 l	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
E20032	Commercial Real Estate 101	3.00 Distance
E20033	NAR: May the Code Be With You	3.00 Distance
E20034	JMan's Tech Tools	3.00 Distance
E20042	Ethics in the Age of Disruption	3.00 Distance
M20057	Kansas Required Core	3.00 Distance



**Military Mortgage Bootcamp**

56849 Grand River Ave  
 Ste 6  
 New Hudson MI 48165

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

School Code: ED0089

Coordinator Information  
 Grace Ragan  
[militarymortgagebootcamp@gmail.com](mailto:militarymortgagebootcamp@gmail.com)

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

**Paul Davis Restoration, Inc.**

7251 Salisbury Road  
 Suite 6  
 Jacksonville FL 32258

Email: [julie.peck@pauldavis.com](mailto:julie.peck@pauldavis.com)  
 Phone: (904) 899-6134  
 Fax: () -  
 Website:

School Code: ED0127

Coordinator Information  
 Julie Peck  
[Julie.Peck@Pauldavis.com](mailto:Julie.Peck@Pauldavis.com)

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E20023	Before the Disaster	3.00	Classroom
E20024	After the Disaster	3.00	Classroom
E20025	Claims - Policy and Practice	3.00	Classroom
E20026	Fixing Bad - The Clean Up of Meth Labs	3.00	Classroom
E20027	Inventory and Evaluation of Property Losses	3.00	Classroom
E20028	Mold and Water Claims	3.00	Classroom
E20029	Smoke and Odor Damage Mitigation	3.00	Classroom

**PDH Academy**

P O Box 449  
 Pewaukee WI 53072

Email: [pdhacademy@gmail.com](mailto:pdhacademy@gmail.com)  
 Phone: (888) 564-9098  
 Fax: (888) 564-9098  
 Website: <http://pdhrealstate.com>

Chloe Lorenz  
 Coordinator Information  
 Chloe Lorenz  
[lorenz.pdhacademy@gmail.com](mailto:lorenz.pdhacademy@gmail.com)

School Code: ED0067

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17686	Green Housing Essentials	3.00	Distance
E17687	Successfully Managing Your Brokerage	3.00	Distance
E17700	Fair Housing Made Easy	3.00	Distance
E17701	Double Trouble Antitrust and Misrepresentation	3.00	Distance
E17702	Management: Analyzing the Financial Aspects	4.00	Distance
E17853	Real Estate Agent Safety	3.00	Distance
E17854	Real Estate Finance	3.00	Distance

**Pinnacle Real Estate School**

415 E Iron Ave  
Salina KS 67401

School Code: ED0108

Coordinator Information  
Phyllis Ross  
pinnaclesterschool@gmail.com

Email: pinnaclesterschool@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
E18103	Brokerage Management (CE)	3.00	Classroom
E20046	Code of Ethics: Standards and Practice	3.00	Virtual
E20047	Fair Housing	3.00	Virtual
E20048	Broker Management (CE)	3.00	Virtual

**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
E18095	The Basics of Heating Systems: For Real Estate Agents	3.00	Classroom
E18096	Going Green: For Real Estate Agents	3.00	Classroom
E18097	Lead Safety: What Real Estate Agents Need to Know	3.00	Classroom
E18098	Mold: What You Need to Know About Mold & How to	3.00	Classroom
E18099	Understanding Residential Electrical Inspections	3.00	Classroom
E20082	Avoiding the Aggravations of Home Inspections	3.00	Virtual
E20083	Grow Houses	3.00	Virtual
E20084	Grow Houses	3.00	In-Person
E20085	Managing the Home Inspection	3.00	Virtual

**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
E17821	Practical Brokerage	3.00	Distance
E17822	Taxes	3.00	Distance
E17823	Risk Management	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.rlikansaschapter.com](http://www.rlikansaschapter.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
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
E18025	Drones in Real Estate	3.00	Classroom
E18100	Industrial Hemp - Impacts to Real Estate	4.00	Classroom

**Realty School of Kansas**

3241 E Douglas  
Wichita KS 67218

Email: [ldr685@cox.net](mailto:ldr685@cox.net)

Phone: (316) 685-3652

Fax: (316) 682-4152

Website: [www.rsk.net](http://www.rsk.net)

Larry Rickard

**Coordinator Information**

Larry Rickard  
[ldr685@cox.net](mailto:ldr685@cox.net)

School Code: ED0021

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17365	Money and Interest Rates and Brokerage Management	4.00	Distance



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 (CAI	6.00	Classroom
E17804	Marketing & Communication Strategies for Aging & A	6.00	Classroom
E17870	Practically Legal	3.00	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
E18122	Code of Ethics	3.00	Virtual
E18123	Negotiate This!	3.00	Virtual
E18130	Successfully Selling HUD Homes	3.00	Virtual
E18131	Federal Fair Housing	3.00	Virtual
E18132	Agents and Home Inspections	3.00	Virtual
E18133	SOLD! The Revised Resale Contract of KCRAR	3.00	Virtual
E18144	Practically Legal	3.00	Virtual
M20051	Kansas Required Core	3.00	Distance

---

**REMI School of Real Estate LLC (Digital Learning)**

9830 Mayland Drive  
Ste C  
Henrico VA 23233

Email: [jc@remiteam.com](mailto:jc@remiteam.com)  
Phone: (808) 230-8200  
Fax: () -  
Website: [remiteam.com](http://remiteam.com)

Jean or David Catanzaro  
Coordinator Information  
Jean or David Catanzaro  
808-230-8200  
[jc@remiteam.com](mailto:jc@remiteam.com)

School Code: ED0129

**Course Offerings**

		<b><u>Hours</u></b>	<b><u>Location</u></b>
E20059	Applied Ethics in Practice Case Studies	3.00	Distance
E20060	Basic Steps to Analyze Investment Property	3.00	Distance
E20061	Benefits of 1031 Exchange for Investment Clients	3.00	Distance
E20062	Code of Ethics - Pathways to Professionalism (NAR)	3.00	Distance
E20063	Fair Housing Real World Examples and Liability	3.00	Distance
E20064	Green Homes - Benefits to Buyers and Sellers	3.00	Distance
E20065	Market Analysis and BPO	3.00	Distance
E20066	Policies to Reduce Risk	3.00	Distance
E20067	Real Estate Math Made Easy	3.00	Distance
E20068	Using Home Inspections to Protect Your Clients	3.00	Distance

**Renovation Lending School**

15835 Switzer Rd  
Overland Park KS 66221

Email: [troy@renosmadeeasy.com](mailto:troy@renosmadeeasy.com)  
Phone: (785) 691-7969  
Fax:  
Website: <http://renosmadeeasy.com>

Troy Fairchild  
Coordinator Information  
Troy Fairchild  
[troy@renosmadeeasy.com](mailto:troy@renosmadeeasy.com)

School Code: ED0087

**Course Offerings**

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

**Residential Real Estate Council**

430 N Michigan Ave  
Ste 300  
Chicago IL 60611

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

Coordinator Information  
Regina Harvey  
[rharvey@crs.com](mailto:rharvey@crs.com)

School Code: ED0064

**Course Offerings**

		<b><u>Hours</u></b>	<b><u>Location</u></b>
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 - 136	8.00	Classroom
E18008	RS 183 - Silver Bullet Solutions: Helping Buyers Buy a	8.00	Classroom
E18109	Generational Marketing: Innovative Strategies Across A	8.00	Classroom
E18111	Power Up on Smart Home Technology	8.00	Virtual
E18112	Generational Marketing: Innovative Strategies Across A	8.00	Virtual
E20038	Digital Marketing: Establishing A Social Media Brand	3.00	Classroom

---

**RSCK School of Real Estate**

170 W Dewey St  
Wichita KS 67202

Cindi Siggs

School Code: ED0069

Coordinator Information  
Cindi Siggs  
cindi@sckrealtors.com

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
E17753	Agency Toolbox Essentials	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
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
E17960	Financeopoly: Real Estate Finance Basics	3.00	Classroom
E18005	REALTOR Court -You've Been Summoned	3.00	Classroom
E18009	Leadership - Work Smarter, Not Harder	3.00	Classroom
E18028	What Would You Do? Code of Ethics	3.00	Classroom
E18042	e-PRO	9.00	Classroom
E18091	Designing and Sustaining Successful Teams	6.00	Classroom
E18124	What Would You Do? Code of Ethics	3.00	Virtual
E18125	REALTOR Court - You've Been Summoned	3.00	Virtual
E18126	Work Smarter, Not Harder	3.00	Virtual
E18127	Financeopoly: Real Estate Finance Basics	3.00	Virtual
E18128	Making the Grade: Advanced Contracts Course	3.00	Virtual
E18145	Detours & Dead Ends: Navigating Your Way to a Succ	3.00	Virtual
E18146	Nailing It All Together: Bringing the Nuts & Bolts Tog	3.00	Classroom
E18147	Health & Fitness of Your Business: Prospecting for the	3.00	Virtual
E18152	Safety Matters: Safe Business = Smart Business	3.00	Classroom
E20010	Methods of Effective Marketing	6.00	Classroom
E20014	Building the Dream: Creating the Foundations and Inte	3.00	Classroom
E20041	ABCs and 123s of the Purchase Contract	3.00	Virtual
E20053	Auction 101: Going Once...Going Twice...	3.00	Virtual
E20054	Mechanics of the Mechanical Inspection	3.00	Virtual
M20079	Kansas Required Core: Don't Put Your Business in Jeop	3.00	Virtual
M20080	Kansas Required Core: Don't Put Your Business in Jeop	3.00	Classroom

### Salina Community Relations

300 W Ash  
Salina KS 67401

Email: [evelyn.nelson@salina.org](mailto:evelyn.nelson@salina.org)  
Phone: (785) 309-5745  
Fax: () -  
Website: <http://salina-ks.gov/communityrelations>

Coordinator Information  
Evelyn Nelson  
7853095747  
[evelyn.nelson@salina.org](mailto:evelyn.nelson@salina.org)

School Code: ED0122

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
E18106 Fair Housing Seminar 2020	3.00	Classroom

### Sirmon Training and Consulting Group, LLC

292 E Ridge Dr  
Boone NC 28607

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

Coordinator Information  
Jason Sirmon  
[jason@jasonsirmon.com](mailto:jason@jasonsirmon.com)

School Code: ED0110

<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

Email: staciakolbeck@yahoo.com

Phone: (316) 655-3505

Fax: () -

Website: www.advancedradontechnologies.com

Amy Anderson

School Code: ED0058

Coordinator Information

Stacia Kolbeck

staciakolbeck@yahoo.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

Email: llokken@sior.com

Phone: (202) 449-8200

Fax: () -

Website: www.sior.com

Coordinator Information

Lizzy Lokken

llokken@sior.com

School Code: ED0117

<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
E18108	2020 TransACT 360	4.00	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

Coordinator Information

Linda Briden

785-267-3215

linda@sunflowerrealtors.com

School Code: ED0119

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

**The CE Shop, LLC**

5670 Greenwood Plaza Blvd  
Ste 420  
Greenwood Village CO 80111

Email: compliance@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>
E17018	Advocating for Short Sale Clients	3.00	Distance
E17137	Diversity: Your Kaleidoscope of Clients	3.00	Distance
E17140	Keeping it Honest: Understanding RE and Mortgage Fr	3.00	Distance
E17141	Title and Escrow: Two Families, One Transaction	3.00	Distance
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
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
E17590	Leadership Safari: Brokerage to Next Level	3.00	Distance
E17599	Discovering Commercial Real Estate	3.00	Distance
E17604	Short Sales & Foreclosures: What Pros Need to Know	6.00	Distance
E17605	New Home Construction & Buyer Rep: Pros, Product, 1	6.00	Distance
E17606	Resort & Second-Home Specialist (RSPS) Certification	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
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 Resor	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
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
E18140	Accredited Buyer's Representative Designation	12.00	Distance
E18141	Corporate Relocation: The Next Move	6.00	Distance
E18142	Document Excellence for Smoother Transactions	3.00	Distance
E18143	Property Inspection Issues	3.00	Distance
E18148	Section 1031 - Tax Deferred Exchanges	3.00	Distance
E20005	Buyers by Generation	6.00	Distance
E20035	At Home with Diversity	6.00	Distance
E20036	First Time Home Buyers: A Niche to Grow On	3.00	Distance

E20037	Serving the Unique Needs of the Senior Market	3.00	Distance
M20030	Kansas Required Core: Staying in Step with KREC	3.00	Distance

**TheVAloan.org**

16803 N Swirling Cloud CT  
Cypress TX 77433

School Code: ED0124

Coordinator Information  
David Smith  
davidsmith@mutualmortgage.com

Email: davidsmith@mutualmortgage.com  
Phone: (281) 745-0147  
Fax: () -  
Website: www.thevaloan.org

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E20007	The VA Mortgage for Real Estate Professionals	3.00	Classroom

**Training Cove**

14301 N 87th  
Ste 106  
Scottsdale AZ 85260

Steven Jordan  
Coordinator Information  
Steven Jordan  
steve@trainingcove.com

School Code: ED0084

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

<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
E17750	Kansas Broker Essentials	3.00	Distance
E17912	Clarifying the Code of Ethics	3.00	Distance
E18006	Establishing Broker Policies and Procedures	3.00	Distance
E18039	Why Does It Matter Who I Represent?	3.00	Distance
M20004	Kansas Required Core	3.00	Distance

**TRAINING PARTNERS**

6850 College Blvd  
Overland Park KS 66211

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

School Code: ED0061

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

<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

School Code: ED0104

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

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

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17983	2019 Kansas City Real Estate Forum	7.00	Classroom
E18094	2020 UMKC Real Estate Symposium	6.00	Classroom

**Van Education**

5345 Arapahoe Ave  
 Ste 7  
 Boulder CO 80303

Caroline Litwinski  
 Coordinator Information  
 Caroline Litwinski  
 caroline@vaned.com

School Code: ED0060

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

<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

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

School Code: ED0062

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

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17642	Management and Common Violations	3.00	Distance
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
E17728	Kansas Required Core	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
E20009	Cybersecurity Best Practices for Real Estate Profession	3.00	Distance
E20040	Who Represents Whom? Agency Uncloaked	3.00	Distance
M20003	Kansas Required Core	3.00	Distance

**Western Specialty Contractors**

7401 Alabama Ave  
St. Louis MO 63122

School Code: ED0095

Coordinator Information  
Emily Sarvies  
EmilyS@WesternGroup.com

Email: kourtneyg@westerngroup.com

Phone: (314) 497-8307

Fax: () -

Website: www.westernspecialtycontractors.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17811	Restoration and Waterproofing of Commercial Building	3.00	Classroom
E18121	Restoration and Waterproofing of Commercial Building	3.00	Virtual

**Wichita Area Builders Association**

730 N Main  
Wichita KS 67203

Wesley E. Galyon  
Coordinator Information  
Debra Moore  
debra@wabahome.com

School Code: ED0025

Email: debra@wabahome.com

Phone: (316) 265-4226

Fax:

Website:

<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/Tr	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

Dr. Stanley Longhofer  
Coordinator Information  
Dr. Stanley Longhofer  
realestate@wichita.edu

School Code: ED0026

Email: realestate@wichita.edu

Phone: (316) 978-7163

Fax: (316) 978-3263

Website:

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17777	Land Development Due Diligence	3.00	Classroom
E17871	Commercial Building Fundamentals 1: Electrical Syste	3.00	Classroom

E17872	Commercial Building Fundamentals 2: Roofing and HV	3.00	Classroom
E17973	Commercial Lease Essentials	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

---

**X Factor Communications, LLC**

PO Box 984  
Lehi UT 84043

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

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

School Code: ED0113

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

---