KANSAS REQUIRED CORE
MANDATORY CONTINUING EDUCATION COURSE
TOPICAL OUTLINE APPROVED 2/17/2020
FOR COURSES TAUGHT ON/AFTER January 1, 2021

Effective July 1, 2020, all licensees must complete a mandatory continuing education course titled Kansas required core for at least three of the 12 hours required for license renewal per K.S.A. 58-3046a(f) and K.A.R. 86-1-11(f).

Brokerage Relationships in Real Estate Transaction Act (BRRETA)
- Brokerage relationships brochure
- Brokerage agreements between the broker and principal
- Brokerage relationship disclosure in the sales contract
- Minimum requirements of an agent for the seller, landlord, buyer, or tenant
- Designated Agency
- Transaction Brokerage (residential vs commercial) (K.S.A 58-30,113)
- Ministerial Acts and Activities of Unlicensed personnel
- Termination of relationships

Common Violations
- Purchase Contract Issues
  - Missing or incorrect disclosures (brokerage relationships, radon, offender)
  - Incorrect escrow agent
  - Earnest Money agreement and handling
  - Contract date before agency agreement is effective
- Agency/Transaction Brokerage Agreement Issues
  - No fixed date of expiration
  - Missing client, customer, broker, affiliated licensee signatures
  - Document not in broker’s file
- Misrepresentation
  - Did not protect buyer/seller
• Withheld information
  • Untruthful
• Offer not presented or not presented timely
• Failure to disclose material defects - Contradiction of information in a written report
• Inducement to break a contract
• Failure to supervise (reference requirements in K.A.R. 86-3-31)
• Fair Housing compliance

Advertising (K.S.A. 58-3086 and K.A.R. 86-3-7)
• Same requirements for all forms (social media, print, internet, radio, etc.)
• Broker approval
• Include broker’s trade name or business name and any other information the broker considers necessary
• Team names (K.A.R. 86-3-7 changes effective 7/1/2020)
  • Prohibited terminology
  • Font size
  • Adjacent
• Owner’s written consent for signage
• Must disclose license status when selling personal property

KREC Website and Online Services
• Check CE, license status and expiration date
• Renew a license
• Request a license change
  • Deactivation and Reactivation
  • Add or Remove an additional company affiliation
• Find Statutes, Rules & Regulations; Newsletters; FAQs

Reporting Requirements – K.A.R. 86-3-15

Commercial Real Estate; Sharing Commissions; Brokerage Cooperation Agreements (K.S.A. 58-3077)