

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:

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

360Training.com

5000 Plaza on the Lake
Ste 305
Austin TX 78746

Samantha Montalbano
Coordinator Information
Samantha Montalbano
accreditation@360training.com

School Code: ED0055

Email: accreditation@360training.com
Phone: (877) 881-2235
Fax: () -
Website: www.360training.com

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
10/19/21		

E17454	1031 Real Estate Exchange	3.00	Distance
E17455	Asset Management	3.00	Distance
E17456	Deeds	3.00	Distance
A17457	Estimating the Gross Living Area	3.00	Distance
E17458	Home Inspection	3.00	Distance
E17459	Liens, Taxes and Foreclosures	3.00	Distance
A17460	Real Estate Appraisal	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

School Code: ED0106

1510 Navajo Street
Cortez CO 81321

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>
E20012	Common Mistakes Made by Real Estate Rookies and tl	3.00	Distance
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
E20013	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

Better Homes & Gardens KC Homes (Training)

School Code: ED0128

8300 College Blvd
Suite 130
Overland Park KS 66210

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>
E20113	Agency Options	3.00	In-person
E20056	Behave Yourself: Code of Ethics	3.00	In-person
E20114	Customer Driven Service	3.00	In-person
E20115	Doing It Right	3.00	In-person
E20116	Fair Housing for the Residential Real Estate Profession	3.00	In-person
E20117	It's the Law	3.00	In-person
M20167	Kansas Required Core	3.00	In-Person
E20100	KCRAR Forms	3.00	In-person
E20118	Negotiations	3.00	In-person

E20119	Relocation is a Team Sport	3.00	In-person
E20120	Skills to Serve Today's Savvy Customers	3.00	In-person
E20121	Stellar Seller Service	3.00	In-person
E20122	Surefire Buyer Strategies	3.00	In-person

Career Academy of Real Estate - Penfed Realty

School Code: ED0057

1617 N Waterfront Parkway
Ste 110
Wichita KS 67206

Coordinator Information
Amanda Serrioz
316-358-2828
register@penfedrealty.com

Email: register@penfedrealty.com
Phone: (316) 440-2244
Fax: (316) 201-6351
Website: www.penfedks.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17974	Agents Guide to Mortgage Lending	3.00	In-person
E17465	Common Violations	3.00	In-person
E17468	Helping the Consumer Negotiate the Deal	3.00	In-person
M20077	Kansas Required Core	3.00	In-person
E20160	Lagoons, Septics, and Wells: Informed Dialogue for Ag	3.00	In-Person
E17469	Lawsuits and the Real Estate Transaction	3.00	In-person
E20073	Listing and Selling HUD Homes	3.00	Distance
E17482	Nailing it All Together	3.00	In-person
E17466	NAR Code of Ethics	4.00	In-person
E20074	Principles of Commercial Real Estate	3.00	Distance
E17471	Property Inspections, What a Consumer Should Know	3.00	In-person
E20075	Property Valuation: Sales Comparison Approach	3.00	Distance
E17722	Science of Remodeling	3.00	In-person
E17470	Title Insurance and Closing: How to Protect and Better	3.00	In-person
E20043	Understanding 1031 Exchanges and the Agent's Role	3.00	In-person

Career Education Systems

Mark Barker

School Code: ED0002

8600 Ward Pkwy
Ste 2080
Kansas City MO 64114

Coordinator Information
Mark Barker
mark@ceskc.com

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

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17065	1031 Exchanges	3.00	In-person
E17066	1031 Exchanges	3.00	Distance
E17075	Anatomy of a House	3.00	In-person
A17106	Appraisal Essentials	3.00	In-person
E17108	Broker Price Opinion Resource	6.00	In-person
E17054	Building a Real Estate Team	3.00	In-person
E17477	Certified Negotiation Expert	9.00	In-person
E17089	Closing the Deal	3.00	In-person
E17083	Commercial Code of Ethics	3.00	In-person

E17063	Commercial Lawsuits: Be Careful Out There	3.00	In-person
E17064	Commercial Leasing: Plugging Loopholes	3.00	In-person
E17084	Commercial Missouri Core	3.00	In-person
E17056	Contract for Deed: How to Use Effectively	3.00	In-person
E17067	Contracts	3.00	In-person
E17098	Creating Wealth Through Residential Investing	3.00	Distance
E17087	Creating Wealth Through Residential Investing	3.00	In-person
E17103	Credit Scores	3.00	In-person
E17052	Demonstrating Commercial Property with Power	3.00	In-person
E17111	Economic Development Financing	3.00	In-person
E17096	Effective Negotiating	3.00	Distance
E17085	Effective Negotiating for Real Estate Professionals - Pa	3.00	In-person
E17086	Effective Negotiating for Real Estate Professionals - Pa	3.00	In-person
E17045	Examining Offer: Changing "For Sale" to "Sold"	3.00	In-person
E17035	Experienced Agent Issues	3.00	In-person
E17036	Experienced Agents: Handling Complex Issues	3.00	Distance
E17556	Experienced Commercial Agents: Handling Complex I:	3.00	Distance
E17105	Fair Housing	3.00	Distance
E17046	Fair Housing - The Issue Isn't Black and White	3.00	In-person
E17088	FHA Today	3.00	In-person
E17043	Financing in the 2000s	3.00	In-person
E17097	Foreclosures and Short Sales	3.00	Distance
E17058	Getting Started in Office Property	3.00	In-person
E17068	Home Inspections: Slaying the Deal Killer	3.00	In-person
E17047	Home Styles and Design: What's Old, What's New	3.00	In-person
E17100	How to Attract More Buyers and Create More Sales	3.00	In-person
E17551	Identity Theft	3.00	In-person
M20052	Kansas Required Core	3.00	In-person
E17044	Lawsuits	3.00	In-person
E17057	Lease Option/Purchase	3.00	In-person
E17073	Listing Presentations That Sizzle	3.00	In-person
E17040	Making Contracts and People Understandable	3.00	In-person
E17034	Managing Your Brokerage	3.00	In-person
E17091	Meth: What Every Agent Should Know	3.00	In-person
E17092	Meth: What Every Agent Should Know	3.00	Distance
E17080	Missouri Core	3.00	Distance
E17079	Missouri Core Curriculum: Real Property Law	3.00	In-person
E17102	Missouri Core: Representation Options	3.00	Distance
E17099	Missouri Core: Representation Options	3.00	In-person
E17041	Monopoly - It's Not Just a Game Anymore	3.00	In-person
E17107	Mortgage Fraud	3.00	In-person
E17094	Mortgage Fraud and RESPA	3.00	In-person
E17070	Negotiating	3.00	In-person
E17109	Networking and Real Estate	3.00	In-person
E17050	New Home Construction	3.00	In-person
E17051	New Home Construction	3.00	Distance

E17081	Non-Risky Business	3.00	In-person
E17039	Organizational Skills for the Fiduciary	3.00	In-person
E17048	Priced to Sell: It Can Be Done	3.00	In-person
E17053	Pricing Commercial Property with Power	3.00	In-person
E17082	Property Management	3.00	In-person
E17042	Prospecting: Educating the Public About Real Estate Se	3.00	In-person
E17071	Real Estate Confronts Reality	3.00	In-person
E17095	Real Estate Law	4.00	In-person
E17552	Representation Options in the Commercial Spotlight	3.00	Distance
E17069	Scruples - A Guide to Ethical Decision Making	3.00	In-person
E17037	Selling New Homes in the 2000s	3.00	In-person
E17072	Service Power	3.00	In-person
E17101	Shopping Center Leasing: Going Green and Lease Neg	3.00	In-person
E17093	Short Sales and Foreclosures	3.00	In-person
E17104	Short Sales and Foreclosures: What Real Estate Profess	6.00	In-person
E17038	Showing Homes: Selling Without Misrepresentation	3.00	In-person
E17110	Staging a Home: Benefitting Clients and Customers Ali	3.00	In-person
E17090	Survive and Thrive in a Declining Market	3.00	In-person
E17078	The Code of Ethics	3.00	Distance
E17077	The Code of Ethics	3.00	In-person
E17049	The Marketing Process: List to Sell	3.00	In-person
E17076	Title Work: Avoiding Problems and Getting Deals Clos	3.00	In-person
E17059	Understanding Agency I - Theory and Practice	3.00	In-person
E17060	Understanding Agency II - Service Delivery (REBAC)	3.00	In-person
E17061	Understanding Agency III - Marketing and Promotion (3.00	In-person
E17062	Understanding Agency IV - Relocation/Office Policy (I	3.00	In-person
E17055	Understanding Environmental Issues	3.00	In-person
E17074	Using Technology to Serve Real Estate Consumers	3.00	In-person
E17566	Virtual World: Protecting and Promoting Client Interes	3.00	In-person
E17838	Why Do You Do What You Do?	3.00	Distance
E17703	Why Do You Do What You Do?	3.00	In-person

CCIM Institute

430 N Michigan Ave, S700
Chicago IL 60611

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

School Code: ED0116

Coordinator Information
Alvin Burch
312-321-4498
aburch@ccim.com

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

CECheap.com
8600 Ward Pkwy
Ste 2080
Kansas City MO 64114

School Code: ED0118

Coordinator Information
Mark Barker
mark@ceskc.com

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

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E18030	1031 Exchanges	3.00	Distance
E18037	Code of Ethics	3.00	Distance
E18034	Creating Wealth Through Residential Investing	3.00	Distance
E18032	Effective Negotiating	3.00	Distance
E18036	Experienced Agent Issues	3.00	Distance
E18033	Foreclosure & Short Sales	3.00	Distance
M20058	Kansas Required Core	3.00	Distance
E18031	Meth: What Every Agent & Client Should Know	3.00	Distance
E18029	New Home Construction	3.00	Distance

CMPS Institute, LLC.
3000 Old Alabama Road
Suite 119-477
Alpharetta GA 30022

School Code: ED0126

Coordinator Information
Julianna Nicholas
julianna@cmepsinstitute.org

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

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

Crystal Clear Academy
1453 Briarwood Ln
McPherson KS 67460

School Code: ED0121

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

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

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E18092	How to Overcome Objections on Outdated and Fixer U	3.00	In-person
E20092	How to Present a VA Offer Sellers Will Accept	3.00	In-person

Dennis Walsh & Associates

1102 Colony Plaza
Newport Beach CA 92660

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

Jenny Vita
Coordinator Information
Jenny Vita
jvita@sellnewhomes.com

School Code: ED0063

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
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
Phone: (800) 827-0611
Fax: (612) 970-5496
Website:

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

School Code: ED0042

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17174	VA Home Loans Educational Seminar	4.00	In-person

Dexterity CE, LLC

14101 W Hwy 290
Ste 1400B
Austin TX 78737

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

Coordinator Information
Zebulon Lowe
zeblowe@corp.openmtg.com

School Code: ED0109

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E18149	Green Real Estate	3.00	In-person
E17910	H4P- A Realtor's Guide for Utilizing the HECM for Pu	3.00	In-person
E18139	H4P- A REALTOR's Guide to Utilizing the HECM for	3.00	Virtual
E17984	Qualifying the Buyer Under New Regulations	3.00	In-person

dotloop

700 W Pete Rose Way #446
Cincinnati OH 45203

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

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

School Code: ED0093

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17797	Managing Online Transactions	3.00	In-person

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	In-person

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	In-person

Flint Hills Association of REALTORS

205 S Seth Child Rd
 Manhattan KS 66502

Email: ae@flinthillsrealtors.net
 Phone: (785) 776-1203
 Fax: (785) 776-1236
 Website: www.flinthillsrealtors.net

School Code: ED0132

Margaret Pendleton
 Coordinator Information
 Margaret Pendleton
 7857761203
 ae@flinthillsrealtors.net

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E20147	Realtor Code of Ethics: Conversion Using the Code	3.00	Virtual

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>
E17924	How to Get Real Estate Through Probate	3.00	In-person
E18137	Listing Homes for Disabled or Deceased Clients	3.00	Virtual
E17689	Listing Homes for Disabled or Deceased Clients	3.00	In-person

Green Training USA
PO Box 4225
West McLean VA 22103

School Code: ED0130

Email: kellyc@greentrainingusa.com
Phone: (800) 518-1877
Fax: (703) 852-4379
Website: www.greentrainingusa.com

Coordinator Information
Kelly Caplenas
1-800-518-1877
kellyc@greentrainingusa.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E20135	BPI Building Science Principles	9.00	Distance
E20136	Understanding Energy Efficiency in Real Estate	4.00	Distance

Home Warranty, Inc
PO Box 1
Rock Rapids IA 51246

School Code: ED0091

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

Coordinator Information
Dena McDonald
dena@homewarrantyinc.com

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

InterNACHI
1750 30th St
Ste 301
Boulder CO 80301

School Code: ED0088

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

Coordinator Information
Benjamin Gromicko
education@internachi.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

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>
E17723	Beneath the Surface: Understanding the Anatomy of a l	6.00	Distance
E18135	Broker Supervision & Common Violations	4.00	Virtual
E17191	Broker Supervision and Common Violations	4.00	Distance
E17188	Brokerage Management and Common Violations	4.00	In-person
E17216	Client Service: A meeting of the Minds (GRI 108)	4.00	In-person

E17186	Common Violations	3.00	In-person
E17185	Common Violations: Identify and Avoid Mistakes	4.00	In-person
E17187	Common Violations: Identify and Avoid Mistakes	4.00	Distance
E17196	Contract Law (part of GRI 103R)	4.00	In-person
E17217	Contract Law and Formation	4.00	In-person
E17218	Contract Law and Formation	3.00	In-person
E17580	Contract Law for Real Estate Professionals	4.00	Distance
E20124	Contract Law for Real Estate Professionals	3.00	In-person
E17234	Doing it Right: Smoothing the Process for Buyer and S	3.00	In-person
E20031	Ethics	3.00	Virtual
E20126	Everything Including the Kitchen Sink	3.00	In-person
E17227	Exchanging Made Easy: How to do a Real Estate Exch:	4.00	In-person
E17755	Fair Housing and Beyond	4.00	In-person
E17232	Finishes: Understanding Houses Inside and Out	4.00	In-person
E17229	Foundations: How They Work and How to Keep Them	4.00	In-person
E20125	From the Ground Up	3.00	In-person
E17208	Fundamentals of Investment Real Estate	4.00	Distance
E17224	How to Work with Real Estate Investment - Sellers	4.00	In-person
E20078	Kansas License Law and NAR Code of Ethics	4.00	Virtual
E20148	Kansas License Law and NAR Code of Ethics-QS Live	4.00	Distance
M20049	Kansas Required Core	4.00	Distance
M20127	Kansas Required Core - QS Live	4.00	Distance
M20112	Kansas Required Core - QS Virtual	4.00	Virtual
E17243	KS Real Estate License Law and NAR Code of Ethics	4.00	Distance
E17205	Legal Consideration for the Real Estate Professional (G	8.00	In-person
E17195	Legal Environment of Real Estate	4.00	Distance
E18136	Legal Environment of Real Estate	4.00	Virtual
E17194	Legal Environment of Real Estate (part of GRI 103R)	4.00	In-person
E17564	Mastering Real Estate Negotiating	4.00	Distance
E17741	Meeting the Needs of Buyers and Sellers	4.00	Distance
E17197	NAR Code of Ethics and Kansas RE License Law - RE	4.00	In-person
E20018	NAR Code of Ethics and KS Real Estate License Law	3.00	Virtual
E17219	NAR Code of Ethics and the Kansas Real Estate Licens	4.00	In-person
E17019	Negotiation	3.00	In-person
E17226	Price it Right: How to Determine What a Rental Proper	4.00	In-person
E17189	Procedure Manual and Common Violations	4.00	In-person
E17623	Real Estate Investing Made Clear	4.00	Distance
E17225	Real Estate Investing Made Easy	4.00	In-person
E17198	Real Estate Investment and Management (GRI 105R)	9.00	In-person
E17941	Real Estate Issues, Tax Write-offs, and Tax Planning	3.00	In-person
E18020	Real Estate Teams: Meeting Consumer Needs	4.00	In-person
E18021	Resolving Property Condition Issues in a Real Estate T	4.00	In-person
E17829	Salesperson Supervision & Common Violations	4.00	Distance
E17184	Salesperson Supervision, RESPA and Common Violati	4.00	In-person
E17223	Smart Business - Smart Money	4.00	In-person
E17230	Structural Concepts: Walls and Roofs	4.00	In-person

E17613	Successful Buyer Client Systems	4.00	In-person
E17622	Successful Seller Client Systems	4.00	Distance
E17504	Supervision & Common Violations	3.00	In-person
E17579	Tax Considerations for Home Owners	4.00	Distance
E17207	Taxation and the Real Estate Professional (GRI 107E)	6.00	In-person
E17236	The Code of Ethics: Our Promise of Professionalism	4.00	Distance
E17231	Understanding the Energy Envelope: Windows, Doors :	4.00	In-person
E17193	Understanding the Residential Structure (GRI 102R)	9.00	In-person
E17812	Using RPR to Better Serve Buyers and Sellers with Dat	3.00	In-person

Kansas Auctioneers Association

11345 W Carr Ct
Wichita KS 67209

Cindi Ferguson

School Code: ED0066

Coordinator Information

Cindi Siggs

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>
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>
E17934	Accredited Buyer's Representative Designation Course	9.00	In-person
E18088	Agents and Home Inspections	3.00	In-person
E17492	At Home with Diversity	6.00	In-person
E20006	At Home with Diversity Certification	6.00	Distance
E20076	Behave Yourself: Code of Ethics	3.00	In-person
E20101	Behave Yourself: The Code of Ethics (ZOOM)	3.00	Virtual
E17601	Brokerage Management and Supervision	3.00	In-person
E20145	Buyer's Agent Bootcamp	4.00	In-Person
E18093	Code of Ethics: Our Promise of Professionalism	3.00	Distance
E18105	Condos 101	3.00	In-person
E20144	Details Matter: Practical Application of the Laws Impa	3.00	Distance
E18038	e-PRO Certification Course	9.00	In-person
E17915	Fair Housing	3.00	In-person
E17581	Historic Properties	3.00	In-person
E20103	Historic Properties (ZOOM)	3.00	Virtual
E17263	Inspection Insights	3.00	In-person
M20104	Kansas Required Core	3.00	In-person
E20102	KCRAR Forms	3.00	In-person

E17602	KCRAR Resale Contracts	3.00	In-person
E17646	Legislation Affecting Homeownership	3.00	In-person
E17962	Making a Splash with the ICE Strategy: Incredible Clie	3.00	In-person
E17828	Managing Online Transactions	3.00	In-person
E20133	Mortgage and Real Estate Taxation	3.00	In-Person
E20134	Mortgage and Real Estate Taxation	3.00	Distance
E17510	New Home Construction	3.00	In-person
E17963	Pricing Strategies: Mastering the CMA	6.00	In-person
E20128	Radon and Real Estate Transactions	3.00	Virtual
E17260	Radon for the Real Estate Transaction	3.00	In-person
E17261	Real Estate Auctions 101	3.00	In-person
E17744	Real Estate Law: Regulations and Practices	3.00	In-person
E17531	Renovation Lending	3.00	In-person
E17647	Safety Matters	3.00	In-person
E17262	Selling Foreclosures and REOs	3.00	In-person
E17997	Smart Growth	3.00	In-person
E17277	That Doggone Mold	3.00	In-person
E18107	The Commercial Experience	9.00	In-person
E20096	The Commercial Experience	9.00	Virtual
E17726	The Hispanic/Latino Market	3.00	In-person
E17273	Understanding Appraisers	3.00	In-person

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>
E18138 HECM for Purchase	3.00	Virtual
E17748 HECM for Purchase	3.00	In-person

Kansas Real Estate Commission

700 SW Jackson St
Suite 404
Topeka KS 66603

School Code: ED0037

Coordinator Information

Email: krec@ks.gov
Phone: (785) 296-3411
Fax: (785) 296-1771
Website: krec.ks.gov

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

KSU Agricultural Economics Extension

342 Waters Hall
 Manhattan KS 66506

Email: rvl@ksu.edu
 Phone: (785) 532-1504
 Fax: () -
 Website: <http://www.agmanager.info>

Rich Llewelyn

School Code: ED0009

Coordinator Information
 Rich Llewelyn
rvl@ksu.edu

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

KSU Engineering Extension

2323 Anderson Ave
 Ste 300
 Manhattan KS 66502

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

Brian Hanson

School Code: ED0011

Coordinator Information
 Brian Hanson
bhanson@ksu.edu

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17282	Radon for Real Estate Professionals	3.00	In-person
E17283	Radon for Real Estate Professionals	4.00	In-person
E20055	Radon for Real Estate Professionals	4.00	Virtual

Lamunyon Dry Out and Foundation Repair

1207 S Washington
 Wichita KS 67204

Email: edf@lamunyon.com
 Phone: (620) 791-8229
 Fax: () -
 Website: www.lamunyon.com

Ed Forton

School Code: ED0083

Coordinator Information
 Ed Forton
 6207918229
edf@lamunyon.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E20149	How Water & Mold Effects Real Property	3.00	In-Person

Lowry School of Real Estate

3636 Alpaca Road
 Joplin MO 64804-8736

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

Nancy Lowry

School Code: ED0013

Coordinator Information
 Nancy Lowry
nancy@lowryschoolofrealestate.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17288	Broker Management	4.00	In-person
E17290	Broker Management	3.00	In-person
E17291	Broker Management	3.00	Distance

E17289	Broker Management	4.00	Distance
E17313	Code of Ethics	4.00	Distance
E17314	Code of Ethics	3.00	In-person
E17312	Code of Ethics	4.00	In-person
E17315	Code of Ethics	3.00	Distance
E17324	Contract Issues	3.00	In-person
E17655	Contracts & Audits	3.00	In-person
E17659	Contracts & Audits	4.00	In-person
E17316	Environmental Issues: Mold, Radon and Lead	4.00	In-person
E17317	Environmental Issues: Mold, Radon and Lead	4.00	Distance
E17318	Environmental Issues: Mold, Radon and Lead	3.00	In-person
E17319	Environmental Issues: Mold, Radon and Lead	3.00	Distance
E17305	Fair Housing	4.00	Distance
E17307	Fair Housing	3.00	Distance
E17304	Fair Housing	4.00	In-person
E17306	Fair Housing	3.00	In-person
E17320	FHA Financing	4.00	In-person
E17292	Introduction to Commercial Real Estate	6.00	In-person
E17294	Introduction to Commercial Real Estate	4.00	In-person
E17293	Introduction to Commercial Real Estate	6.00	Distance
E17295	Introduction to Commercial Real Estate	4.00	Distance
E17001	Issues Facing Real Estate Licensees	3.00	In-person
M20069	Kansas Required Core	3.00	Distance
M20070	Kansas Required Core	3.00	In-person
M20071	Kansas Required Core	4.00	Distance
M20072	Kansas Required Core	4.00	In-person
E17321	Lawsuits	3.00	In-person
E17296	Listing Presentation	4.00	In-person
E17298	Listing Presentation	3.00	In-person
E17297	Listing Presentation	4.00	Distance
E17299	Listing Presentation	3.00	Distance
E17325	Negotiating	3.00	In-person
E17308	New Home Construction	4.00	In-person
E17311	New Home Construction	3.00	Distance
E17309	New Home Construction	4.00	Distance
E17322	Representation Options	3.00	Distance
E17323	Representation Options	3.00	In-person
E17300	Representing the Buyer Client	4.00	In-person
E17302	Representing the Buyer Client	3.00	In-person
E17301	Representing the Buyer Client	4.00	Distance
E17303	Representing the Buyer Client	3.00	Distance

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>
E17124 ADA and Fair Housing	3.00	Distance
E17964 Anti-Discrimination Laws	3.00	Distance
E17119 Basic Real Estate Finance	6.00	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
A17961 Concepts in Appraising Green Residential Buildings	3.00	Distance
E17130 Cost Approach Overview	3.00	Distance
E17123 Ethics in Real Estate	3.00	Distance
E17965 Ethics: Disclosure and Cooperation	3.00	Distance
E17966 Ethics: Pricing, Offers, and Advertising	3.00	Distance
E17126 Federal Law and Commercial Real Estate	3.00	Distance
E17967 Financing Residential Real Estate	6.00	Distance
E17132 Green Home Construction	6.00	Distance
E17131 Green Home Features	3.00	Distance
E17128 Income Capitalization Overview	3.00	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
E17120 Methods of Residential Finance	6.00	Distance
E17972 Minimizing Risk with Effective Practices	3.00	Distance
E17971 People Management in Real Estate	3.00	Distance
E17118 Pricing Property to Sell	6.00	Distance
E17116 Principles of Commercial Real Estate	3.00	Distance
E17125 Real Estate Math	3.00	Distance
E17928 Safety First: Crime Prevention and Self Defense for Re	3.00	Distance
E17129 Sales Comparison Approach	3.00	Distance
E17117 Structuring Ownership in Commercial Real Estate	6.00	Distance
E17121 Tax Advantages of Home Ownership	6.00	Distance
E17122 Tax Free Exchanges	3.00	Distance
E17836 Technology Trends in Real Estate	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>	
E17527	A New Look at Contract Law	3.00	Distance
E17713	Americans with Disabilities Act ADA	3.00	Distance
E20032	Commercial Real Estate 101	3.00	Distance
E17958	Drama and the Code of Ethics	3.00	Distance
E17988	Educating Homebuyers	3.00	Distance
E20042	Ethics in the Age of Disruption	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
E20093	Helping Clients Understand Real Estate Financing	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
E20034	JMan's Tech Tools	3.00	Distance
M20057	Kansas Required Core	3.00	Distance
E17653	Know the Code: Your Guide to the Code of Ethics	3.00	Distance
E18059	Managing Online Transactions (Demonstrated with Do	3.00	Distance
E17711	Millennials are Changing Real Estate: Are You Ready?	3.00	Distance
E20033	NAR: May the Code Be With You	3.00	Distance
E17874	Online Correspondence: Americans with Disabilities A	3.00	Distance
E17959	Online Correspondence: Drama and the Code of Ethics	3.00	Distance
E20110	Online Correspondence: Ethics in the Age of Disruptio	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
E20111	Online Correspondence: NAR, May the Code Be With	3.00	Distance
E20090	Performing Quality BPOs	4.00	Distance
E17830	Policy Issues Facing Brokerages Today	3.00	Distance
E17708	Real Estate Investing: Beyond the Basics	3.00	Distance
E17729	Real Estate Safety: Protect Yourself and Your Client	3.00	Distance
E17989	Real Estate Taxes	3.00	Distance
E20091	Taking the Distress Out of Distressed Properties	3.00	Distance
E17832	The Doctor is In: Diagnosing Your Risk Management	3.00	Distance
E17595	The End of the Paper Trail:How to Conduct Paperless 1	3.00	Distance
E17715	Uncovering the Facts About Mortgage Financing	3.00	Distance
E17709	Using Retirement Assets to Purchase Real Estate	3.00	Distance

Paul Davis Restoration, Inc.

7251 Salisbury Road
 Suite 6
 Jacksonville FL 32258

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

School Code: ED0127

Coordinator Information
 Julie Peck
Julie.Peck@Pauldavis.com

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

Pinnacle Real Estate School

2103 South Ohio Street
 Salina KS 67401

Email: pinnaclechool@gmail.com
 Phone: (785) 714-0764
 Fax: () -
 Website:

School Code: ED0108

Coordinator Information
 Phyllis Ross
pinnaclechool@gmail.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E20048	Broker Management (CE)	3.00	Virtual
E18103	Brokerage Management (CE)	3.00	In-person
E20046	Code of Ethics: Standards and Practice	3.00	Virtual
E17954	Code of Ethics: Standards and Practice	3.00	In-person
E20047	Fair Housing	3.00	Virtual
E18040	Fair Housing	3.00	In-person
M20129	Kansas Required Core	3.00	In-Person

Preferred Systems, Inc.

3504 State Street
 Erie PA 16508

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

School Code: ED0094

Coordinator Information
 Joseph Lewandowski
joe@preferrededucation.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E18056	50 Homestaging Tips by the Book	3.00	In-person
E17805	Avoiding the Aggravations of Home Inspections	3.00	In-person
E20082	Avoiding the Aggravations of Home Inspections	3.00	Virtual
E18096	Going Green: For Real Estate Agents	3.00	In-person
E20083	Grow Houses	3.00	Virtual

E20084	Grow Houses	3.00	In-person
E17808	Kitchen and Bath Appliances: What Real Estate Agents	3.00	In-person
E18097	Lead Safety: What Real Estate Agents Need to Know	3.00	In-person
E18043	Luxury Listings	3.00	In-person
E17806	Managing the Home Inspection	3.00	In-person
E20085	Managing the Home Inspection	3.00	Virtual
E18098	Mold: What You Need to Know About Mold & How to	3.00	In-person
E17807	Radon and Real Estate Transactions	3.00	In-person
E17809	Residential Structural Inspections: For Real Estate Age	3.00	In-person
E18095	The Basics of Heating Systems: For Real Estate Agents	3.00	In-person
E18099	Understanding Residential Electrical Inspections	3.00	In-person

REALTORS Land Institute-KS Chapter

9457 S UNIVERSITY BLVD #125
HIGHLANDS RANCH CO 80126

School Code: ED0068

Coordinator Information
Maggie Thomas
rlikansaschapter@gmail.com

Email: rlikansaschapter@gmail.com
Phone: (303) 506-8805
Fax: () -
Website: www.rlikansaschapter.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E20157	Ag Law & Foreign Ownership of Land	3.00	In-Person
E18025	Drones in Real Estate	3.00	In-person
E17792	Land 101 - Fundamentals of Land Brokerage	9.00	In-person
E17677	Land Investment Analysis	9.00	In-person
E20158	Online Mapping Technology - All Maps are Somehow	3.00	In-Person
E17782	Real Estate Mapping Technologies & Techniques	8.00	In-person
E17794	Site Selection	9.00	In-person

Realty School of Kansas

3241 E Douglas
Wichita KS 67218

Larry Rickard
Coordinator Information
Larry Rickard
ldr685@cox.net

School Code: ED0021

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

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17933	Contracts (Contract Fundamental & Provisions)	4.00	Distance
M20099	Kansas Required Core	4.00	Distance
E17365	Money and Interest Rates and Brokerage Management	4.00	Distance
E17367	The Settlement Process: Debits and Credits/Recordkeep	4.00	Distance

ReeceNichols Training

11601 Granada
Leawood KS 66211

Email: Training@reecenichols.com

Phone: (913) 266-5635

Fax: (913) 981-6897

Website: www.training.reeceandnichols.com

Missy Greene

Coordinator Information

Missy Greene

9132665571

Training@ReeceNichols.com

School Code: ED0035

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>	
E18062	Advocating for Short Sale Clients	3.00	Distance
E18063	Affordable Housing: Solutions for Homes and Financin	3.00	Distance
E18132	Agents and Home Inspections	3.00	Virtual
E17397	Agents and Home Inspections	3.00	In-person
E18064	Assistance Animals and Fair Housing	3.00	Distance
E17772	Certified New Home Sales Professional (CSP)	9.00	In-person
E20137	Code of Ethics	3.00	In-Person
E20138	Code of Ethics	3.00	Virtual
E18066	Code of Ethics in Action: Real Life Applications	3.00	Distance
E18065	Code of Ethics: Good for Your Clients and Your Busin	3.00	Distance
E18004	CRS Converting Leads Into Closings	8.00	In-person
E18067	Current Issues and Trends in Real Estate	3.00	Distance
E20105	Cyber Crime and Human Behavior	3.00	Virtual
E17803	Design/Build Solutions for Aging & Accessibility (CAI	6.00	In-person
E18068	Did You Serve? Identifying Homebuying Advantages f	3.00	Distance
E18069	Diversity: Your Kaleidoscope of Clients	3.00	Distance
E20106	Fair Housing and Pursuing the American Dream	3.00	Virtual
E18131	Federal Fair Housing	3.00	Virtual
E20159	Fire, Scissors, and Legal Landmines: Risk Managemen	3.00	Virtual
E18070	Fundamentals of Commercial Real Estate	3.00	Distance
E18071	Going Green: The Environmental Movement in Real E:	3.00	Distance
E17769	House Construction as a Selling Tool	9.00	In-person
E17389	Introduction to New Homes I	3.00	In-person
M20051	Kansas Required Core	3.00	Distance
E18072	Keeping it Honest: Understanding Real Estate and Mor	3.00	Distance
E17399	Keeping it Legal	3.00	In-person
E18073	Marijuana in Real Estate	3.00	Distance
E17804	Marketing & Communication Strategies for Aging & A	6.00	In-person
E18074	Marketing, Advertising, and Social Media Compliance	3.00	Distance
E18123	Negotiate This!	3.00	Virtual
E17401	Negotiate This!	3.00	In-person
E18075	Personal Safety	3.00	Distance
E18144	Practically Legal	3.00	Virtual
E17870	Practically Legal	3.00	In-person
E18076	Preparing a Market Analysis - Best Practices	3.00	Distance
A20154	Price, Value, and Appraising	3.00	Virtual
A20164	Residential Appraisals	3.00	Virtual

A20153	Residential Appraisals	3.00	In-Person
E18077	Roadmap to Success: Business Planning for Real Estate	3.00	Distance
E17768	Safety and Defense	3.00	In-person
E18078	Sex and Real Estate: Sexual Harassment, Sexual Discri	3.00	Distance
E18133	SOLD! The Revised Resale Contract of KCRAR	3.00	Virtual
E17395	Sold! The Revised Resale Contract of KCRAR	3.00	In-person
E17406	Successfully Selling HUD Homes	3.00	In-person
E18130	Successfully Selling HUD Homes	3.00	Virtual
E18079	Taxes and Real Estate: What You Need to Know	3.00	Distance
E18080	Technology Tools, Trends, and Risk Management	3.00	Distance
E20152	The Code of Ethics in the Spotlight	3.00	Virtual
E18081	Working with Real Estate Investors: Understanding Inv	3.00	Distance

REMI School of Real Estate LLC (Digital Learning

9830 Mayland Drive
Ste C
Henrico VA 23233

Email: jc@remiteam.com
Phone: (808) 230-8200
Fax: () -
Website: remiteam.com

Jean or David Catanzaro
Coordinator Information
Jean or David Catanzaro
808-230-8200
jc@remiteam.com

School Code: ED0129

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
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
M20107	Kansas Required Core	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
Phone: (785) 691-7969
Fax:
Website: <http://renosmadeeasy.com>

Troy Fairchild
Coordinator Information
Troy Fairchild
troy@renosmadeeasy.com

School Code: ED0087

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17757	Renovation Loan Programs	3.00	In-person

Residential Real Estate Council

430 N Michigan Ave
 Ste 300
 Chicago IL 60611

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

School Code: ED0064

Coordinator Information
 Regina Harvey
 rharvey@crs.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17665	CRS 120 Converting Leads Into Closings	8.00	In-person
E17666	CRS 121 Win-Win Negotiation Techniques	8.00	In-person
E17667	CRS 122 Building a Team to Grow Your Business	3.00	In-person
E17745	CRS 123 Mastering Relevant, Consumer-Focused Mar	8.00	In-person
E17746	CRS 124 Turning New Homes Into Ongoing Revenue	8.00	In-person
E17917	CRS 125 - Zero to 60 Home Sales A Year (and Beyond	8.00	In-person
E17918	CRS 126 - 7 Things Successful Agents Do Differently:	8.00	In-person
E17919	CRS 127 - Succession Planning: Building, Valuing, an	8.00	In-person
E17920	CRS 128 - Succeeding in the Luxury Home Market	8.00	In-person
E17921	CRS 130 -How Technology Can Ruin Your Real Estate	8.00	In-person
E17922	CRS 133 -Top of Mind Techniques to Boost Your Bran	8.00	In-person
E17923	CRS 135 -Transforming Difficult Situations Into Profit:	8.00	In-person
E17668	CRS 200 Business Planning and Marketing for Residen	9.00	In-person
E17669	CRS 201 Listing Strategies for the Residential Speciali:	9.00	In-person
E17670	CRS 202 Effective Buyer Sales Strategies	9.00	In-person
E17671	CRS 204 Buying and Selling Income Properties	9.00	In-person
E17672	CRS 205 Financing Solutions to Close the Deal	9.00	In-person
E17673	CRS 206 Technologies to Advance Your Business	9.00	In-person
E17674	CRS 210 Building an Exceptional Customer Service Re	9.00	In-person
E20038	Digital Marketing: Establishing A Social Media Brand	3.00	In-person
E18112	Generational Marketing: Innovative Strategies Across /	8.00	Virtual
E18109	Generational Marketing: Innovative Strategies Across /	8.00	In-person
E17943	Power Up On Smart Home Technologies - RS 134	8.00	In-person
E18111	Power Up on Smart Home Technology	8.00	Virtual
E18008	RS 183 - Silver Bullet Solutions: Helping Buyers Buy &	8.00	In-person
E17944	Tax Strategies for the Real Estate Professional RS - 136	8.00	In-person

RSCK School of Real Estate

170 W Dewey St
 Wichita KS 67202

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

Cindi Siggs
 Coordinator Information
 Cindi Siggs
 cindi@sckrealtors.com

School Code: ED0069

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17428	ABC's & 123's of the Purchase Contract	3.00	In-person
E20041	ABCs and 123s of the Purchase Contract	3.00	Virtual

E17833	Accredited Buyer's Representative	9.00	In-person
E17753	Agency Toolbox Essentials	3.00	In-person
E17840	Auction 101: Going Once...Going Twice...	3.00	In-person
E20053	Auction 101: Going Once...Going Twice...	3.00	Virtual
E17436	Boomers and Beyond: Working with an Aging Populati	3.00	In-person
E20161	Broker Estate Building	9.00	In-Person
E20014	Building the Dream: Creating the Foundations and Inte	3.00	In-person
E17791	Buyers Aren't Liars: Focusing on a Consumer Driven E	3.00	In-person
E17698	Commercial Code of Ethics	3.00	In-person
E18091	Designing and Sustaining Successful Teams	6.00	In-person
E18145	Detours & Dead Ends: Navigating Your Way to a Succ	3.00	Virtual
E17761	Detours & Dead Ends: Navigating Your Way to a Succ	3.00	In-person
E18042	e-PRO	9.00	In-person
E18127	Financeopoly: Real Estate Finance Basics	3.00	Virtual
E17960	Financeopoly: Real Estate Finance Basics	3.00	In-person
E17615	Financial Roundtable	3.00	In-person
E17799	Getting to the Why: Strategic Negotiations	3.00	In-person
E17759	Health & Fitness of Your Business: Prospecting for the	3.00	In-person
E18147	Health & Fitness of Your Business: Prospecting for the	3.00	Virtual
E17855	Inside Edition: The Reverse Mortgage & Celebrities	3.00	In-person
E20089	Inside Edition: The Reverse Mortgage & Celebrities	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	In-person
E18009	Leadership - Work Smarter, Not Harder	3.00	In-person
E18128	Making the Grade: Advanced Contracts Course	3.00	Virtual
E17790	Making the Grade: Advanced Contracts Course	3.00	In-person
E17760	Mechanics of a Mechanical Inspection	3.00	In-person
E20054	Mechanics of the Mechanical Inspection	3.00	Virtual
E20010	Methods of Effective Marketing	6.00	In-person
E17834	Millenials Are People Too	3.00	In-person
E17515	Military Relocation Professional	6.00	In-person
E18146	Nailing It All Together: Bringing the Nuts & Bolts Tog	3.00	In-person
E20123	Nailing It All Together: Brining the Nuts & Bolts to the	3.00	Virtual
E17684	Pricing Strategies: Mastering the CMA	6.00	In-person
E17798	Real Estate Investing: Build Wealth Representing Inves	6.00	In-person
E17778	Real Estate Negotiation Expert	9.00	In-person
E18125	REALTOR Court - You've Been Summoned	3.00	Virtual
E18005	REALTOR Court -You've Been Summoned	3.00	In-person
E17764	REALTOR CSI: Code of Ethics	3.00	In-person
E18152	Safety Matters: Safe Business = Smart Business	3.00	In-person
E20130	Seller Representative Specialist	9.00	In-Person
E17779	Senior Real Estate Specialist	9.00	In-person
E20097	Shifting Gearing: Transforming Your Listing Knowledg	3.00	Virtual
E20098	Shifting Gearing: Transforming Your Listing Knowledg	3.00	In-person
E20131	Short Sales and Foreclosure Alternatives	3.00	In-Person
E18124	What Would You Do? Code of Ethics	3.00	Virtual

E18028	What Would You Do? Code of Ethics	3.00	In-person
E18126	Work Smarter, Not Harder	3.00	Virtual

Salina Community Relations

300 W Ash
Salina KS 67401

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Fax: () -
Website: <http://salina-ks.gov/communityrelations>

Coordinator Information
Evelyn Nelson
7853095747
evelyn.nelson@salina.org

School Code: ED0122

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E18106	Fair Housing Seminar 2020	3.00	In-person

Sirmon Training and Consulting Group, LLC

292 E Ridge Dr
Boone NC 28607

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

Coordinator Information
Jason Sirmon
jason@jasonsirmon.com

School Code: ED0110

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17914	American Warrior Real Estate Professional	4.00	In-person

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

School Code: ED0048

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E18140	Accredited Buyer's Representative Designation	12.00	Distance
E17935	Accredited Buyer's Representative Designation Course	9.00	Distance
E17018	Advocating for Short Sale Clients	3.00	Distance
E18011	Affordable Housing: Solutions for Homes and Financin	3.00	Distance
E18012	Assistance Animals and Fair Housing	4.00	Distance
E20035	At Home with Diversity	6.00	Distance
E17157	At Home with Diversity	6.00	Distance
E20005	Buyers by Generation	6.00	Distance
E17796	Code of Ethics in Action: Real-Life Applications	3.00	Distance
E17585	Code of Ethics: Good for Your Clients & Your Busines	3.00	Distance
E18141	Corporate Relocation: The Next Move	6.00	Distance
E17975	Current Issues and Trends in Real Estate	3.00	Distance
E20094	Current Issues: Cooperation, Negotiation, iBuyers, and	3.00	Virtual
E17584	Did You Serve - Identifying Homebuying Advantages 1	3.00	Distance

E17599	Discovering Commercial Real Estate	3.00	Distance
E17137	Diversity: Your Kaleidoscope of Clients	3.00	Distance
E18142	Document Excellence for Smoother Transactions	3.00	Distance
E18050	e-PRO Certification	9.00	Distance
E20162	e-Pro Certification Program	9.00	Distance
E18048	Ethics at Work	3.00	Distance
E20036	First Time Home Buyers: A Niche to Grow On	3.00	Distance
E17864	Generating Buyer and Seller Leads	6.00	Distance
E17160	Generation Buy	6.00	Distance
E17148	Going Green: The Environmental Movement in Real Estate	3.00	Distance
E17774	Green Day 1: Resource-Efficient Homes: Retrofits, Renovations	6.00	Distance
E17775	Green Day 2: Representing Buyers and Sellers of Residential Property	6.00	Distance
E18055	Hot Topics in Real Estate	3.00	Distance
M20030	Kansas Required Core: Staying in Step with KREC	3.00	Distance
E17140	Keeping it Honest: Understanding RE and Mortgage Fraud	3.00	Distance
E17590	Leadership Safari: Brokerage to Next Level	3.00	Distance
E17800	Marijuana in Real Estate	3.00	Distance
E17773	Marketing, Advertising, and Social Media Compliance	3.00	Distance
E17586	Military Relocation Professional Certification	6.00	Distance
E17605	New Home Construction & Buyer Rep: Pros, Product, and Process	6.00	Distance
E17614	Personal Safety	3.00	Distance
E17865	Preparing a Market Analysis	3.00	Distance
E17704	Pricing Strategies: Mastering the CMA	6.00	Distance
E18143	Property Inspection Issues	3.00	Distance
E17931	Real Estate Investing: Build Wealth Representing Investors	6.00	Distance
E17158	Real Estate Marketing Reboot: Innovate>Relate>Differentiate	6.00	Distance
E17705	Real Estate Safety Matters: Safe Business=Smart Business	3.00	Distance
E17663	REALTOR Code of Ethics Training	3.00	Distance
E17606	Resort & Second-Home Specialist (RSPS) Certification	6.00	Distance
E17149	Roadmap to Success: Business Planning for Real Estate	3.00	Distance
E18148	Section 1031 - Tax Deferred Exchanges	3.00	Distance
E17608	Seller Representative Specialist (SRS) Designation Course	9.00	Distance
E17154	Seniors Real Estate Specialist (SRES designation course)	9.00	Distance
E20037	Serving the Unique Needs of the Senior Market	3.00	Distance
E18013	Sex and Real Estate: Sexual Harassment, Sexual Discrimination	3.00	Distance
E17604	Short Sales & Foreclosures: What Pros Need to Know	6.00	Distance
E18014	Taxes and Real Estate: What You Need To Know	3.00	Distance
E17932	Technology Tools, Trends, and Risk Management	3.00	Distance
E17869	The Fundamentals of Commercial Real Estate	3.00	Distance
E17141	Title and Escrow: Two Families, One Transaction	3.00	Distance
E20163	Using the Code to Solve Ethical Dilemmas	3.00	Distance
E17801	Working with Real Estate Investors: Understanding Investor Needs	3.00	Distance

TheVAloan.org

16803 N Swirling Cloud CT
Cypress TX 77433

School Code: ED0124

Coordinator Information

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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	In-person

Training Cove

14301 N 87th
Ste 106
Scottsdale AZ 85260

Steven Jordan

School Code: ED0084

Coordinator Information

Steven Jordan
steve@trainingcove.com

Email: help@trainingcove.com

Phone: (480) 517-1000

Fax: () -

Website: www.trainingcove.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17718	Building Green, Building Smart	3.00	Distance
E17912	Clarifying the Code of Ethics	3.00	Distance
E20169	Clarifying the Code of Ethics	3.00	Virtual
E17720	Drugs, Disasters and Other Disclosures	3.00	Distance
E18006	Establishing Broker Policies and Procedures	3.00	Distance
E17719	Fair Housing for Real Estate Professionals	3.00	Distance
A17721	Introduction to Property Appraisal	3.00	Distance
M20004	Kansas Required Core	3.00	Distance
E18039	Why Does It Matter Who I Represent?	3.00	Distance

TRAINING PARTNERS

6850 College Blvd
Overland Park KS 66211

Alicia Holmes

School Code: ED0061

Coordinator Information

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

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	In-person

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>
E20086	2021 UMKC Real Estate Symposium - Part 1	3.00	Virtual
E20095	2021 UMKC Real Estate Symposium - Part 2	3.00	Virtual

WebCE, Inc. (RealEstateCE.com)

12222 Merit Dr
 Ste 500
 Dallas TX 75251

School Code: ED0062

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

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>
E20150	Adhering to a Higher Standard: The Code of Ethics	3.00	Distance
E17664	Avoiding Common Mistakes	3.00	Distance
E17643	Building Green	3.00	Distance
E20009	Cybersecurity Best Practices for Real Estate Profession	3.00	Distance
E17644	Doing the Right Thing-The Code	3.00	Distance
E17824	Fair Housing for the Real Estate Industry	3.00	Distance
E17737	Floods and other Natural Hazards	3.00	Distance
E17728	Kansas Required Core	3.00	Distance
M20003	Kansas Required Core	3.00	Distance
E17825	Managing Conflicts with Tenants, Clients, and Employ	3.00	Distance
E20168	Negotiating for a Win/Win	3.00	Distance
E17645	Personal Safety	3.00	Distance
E20165	Section 1031 Real Property Like-Kind Exchanges	3.00	Distance
E20170	Smart Tech, Smarter Agent: Smart Tech in Residential	3.00	Distance
E17826	The Millennials are Changing Real Estate!	3.00	Distance
E17827	Tiny Homes and Other Alternative Properties	3.00	Distance
E20040	Who Represents Whom? Agency Uncloaked	3.00	Distance
E20146	Why Risk It? Management Strategies	3.00	Distance
E20166	Working with Senior Clients in Real Estate	4.00	Distance

Western Specialty Contractors

7401 Alabama Ave
St. Louis MO 63122

Email: emilys@westerngroup.com

Phone: (314) 808-7427

Fax: () -

Website: www.westernspecialtycontractors.com

School Code: ED0095

Coordinator Information

Emily Sarvies

(314) 808-7427

EmilyS@WesternGroup.com

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

Wichita Area Builders Association

730 N Main
Wichita KS 67203

Email: debra@wabahome.com

Phone: (316) 265-4226

Fax:

Website:

Wesley E. Galyon

School Code: ED0025

Coordinator Information

Debra Moore

debra@wabahome.com

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

Wichita State University

185 Fairmount
Wichita KS 672060077

Email: realestate@wichita.edu

Phone: (316) 978-7163

Fax: (316) 978-3263

Website:

Dr. Stanley Longhofer

School Code: ED0026

Coordinator Information

Dr. Stanley Longhofer

realestate@wichita.edu

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17871	Commercial Building Fundamentals 1: Electrical Syste	3.00	In-person
E17872	Commercial Building Fundamentals 2: Roofing and HV	3.00	In-person

E17973	Commercial Lease Essentials	3.00	In-person
E17980	Increasing Value for Consumers through Authenticity	3.00	In-person
E17981	Increasing Value for Consumers through Digital Commr	3.00	In-person
E17982	Increasing Value for Consumers through Legitimacy ar	3.00	In-person
E17777	Land Development Due Diligence	3.00	In-person
