

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

Course Offerings

		<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

360Training.com

5000 Plaza on the Lake
Ste 305
Austin TX 78746

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

Course Offerings

		<u>Hours</u>	<u>Location</u>
E17454	1031 Real Estate Exchange	3.00	Distance

6/1/22

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

4 Real Education

School Code: ED0137

8108 Country Club Dr 9
Overland Park KS 66212

Coordinator Information
Tracy Coughlin
913-530-5083
4realtracy@gmail.com

Email: 4realtracy@gmail.com
Phone: (913) 530-5083
Fax: () -
Website:

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E20206	1031 Exchanges	3.00	In-person
E20207	Credit Scores	3.00	In-person

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: <https://ThriveRealEstateEducation.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)

8300 College Blvd
 Suite 130
 Overland Park KS 66210

Email: training@kansascityhomes.com
 Phone: (913) 661-8595
 Fax: (913) 981-8451
 Website: kansascityhomes.com

School Code: ED0128

Coordinator Information
 Polly Clark
training@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

1617 N Waterfront Parkway
 Ste 110
 Wichita KS 67206

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

School Code: ED0057

Coordinator Information
 Amanda Serrioz
 316-358-2828
register@penfedrealty.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
E20209	NAR Code of Ethics	3.00	In-person
E20173	NAR Code of Ethics	3.00	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

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>
E20172	10 Risks Commercial Agents Must Manage	3.00 In-person
E17066	1031 Exchanges	3.00 Distance
E17065	1031 Exchanges	3.00 In-person
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
E17087	Creating Wealth Through Residential Investing	3.00 In-person
E17098	Creating Wealth Through Residential Investing	3.00 Distance
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
E17099	Missouri Core: Representation Options	3.00	In-person
E17102	Missouri Core: Representation Options	3.00	Distance
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
E17077	The Code of Ethics	3.00	In-person
E17078	The Code of Ethics	3.00	Distance
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
Fax: () -
Website: www.ccim.com

Coordinator Information
Antoinette Jordan
312-321-8566
ajordan@ccim.com

School Code: ED0116

<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

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

Coordinator Information
Mark Barker
mark@ceskc.com

School Code: ED0118

<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

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>
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

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

School Code: ED0121

Coordinator Information
 Crystal Toews
 620-200-0840
crystalt@primeres.com

<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: 335LP@va.gov
 Phone: (877) 827-3702
 Fax: () -
 Website:

Tim Knutson
 Coordinator Information
 Mark Lee
 (877)827-3702 x3355044
Mark.Lee4@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

School Code: ED0109

Coordinator Information
 Zebulon Lowe
 zeblowe@corp.openmtg.com

<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:

School Code: ED0093

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

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

Empire Learning

1230 Columbia St Ste 920
 San Diego CA 92101

Email: michael@empirelearning.com
 Phone: (855) 460-1634
 Fax: (877) 624-9650
 Website: www.empirelearning.com

School Code: ED0136

Coordinator Information
 Michael Erbland
 michael@empirelearning.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E20194	Code of Ethics	3.00	Distance
E20195	Distressed Properties	3.00	Distance
E20196	Fair Housing	3.00	Distance
E20197	Healthy Home Fundamentals	3.00	Distance
M20208	Kansas Required Core	3.00	Distance
E20198	Preventing Identity Theft	3.00	Distance
E20199	Property Management SOHI	3.00	Distance
E20200	Real Estate Investing: Recognizing Opportunities	3.00	Distance

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

Email: Lee.Smith@Fairwaymc.com
Phone: (816) 396-8810
Fax: (866) 728-4326
Website:

School Code: ED0114

Coordinator Information
Lee Smith
816-396-8810
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

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

Christopher Gaughan
Coordinator Information
Christopher Gaughan
Chris@MidwestEstatePlan.com

School Code: ED0081

<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

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

School Code: ED0130

<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

Coordinator Information
 Dena McDonald
 dena@homewarrantyinc.com

Email: dena@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	In-person

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

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>
E20215	5 Star Customer Service	3.00	In-person
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
E17187	Common Violations: Identify and Avoid Mistakes	4.00	Distance
E17185	Common Violations: Identify and Avoid Mistakes	4.00	In-person
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

E17227	Exchanging Made Easy: How to do a Real Estate Exch:	4.00	In-person
E17755	Fair Housing and Beyond	4.00	In-person
E20219	Fair Housing and Beyond	3.00	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
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
M20216	Kansas Required Core	3.00	In-person
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
E20217	Maximum Marketing, Minimum Dollars	3.00	In-person
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
E20218	Successful Closings: How to Keep Your Buyers on Tra	3.00	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 City Regional Association of REALTORS

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

Email: alisont@kcrar.com
 Phone: (913) 661-1600
 Fax: (913) 266-5967
 Website: www.kcrar.com

Coordinator Information
 Alison Trevor
 (913) 661-1600
alisont@kcrar.com

School Code: ED0033

<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 (Zoom)	6.00	Virtual
E20212	Avoiding Litigation	3.00	In-person
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
E20176	Condos 101 (Zoom)	3.00	Virtual
E20144	Details Matter: Practical Application of the Laws Impa	3.00	Distance
E18038	e-PRO Certification Course	9.00	In-person
E20211	Effective Negotiation Skills	3.00	In-person
E17915	Fair Housing	3.00	In-person
E20186	First Time Home Buyer's and Down Payment Assistanc	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
M20175	Kansas Required Core (Online)	3.00	Distance
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 (Zoom)	3.00	Virtual
E17510	New Home Construction	3.00	In-person
E17963	Pricing Strategies: Mastering the CMA	6.00	In-person
E20128	Radon and Real Estate Transactions (Zoom)	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
E20238	Seller Representative Specialist (SRS) Designation	9.00	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 (Zoom)	9.00	Virtual
E17726	The Hispanic/Latino Market	3.00	In-person
E20239	The Success Triangle - Be Informed, Be Careful, Be Et	3.00	In-person
E17273	Understanding Appraisers	3.00	In-person
A20177	Understanding Appraisers (Zoom)	3.00	Virtual

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:

<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

Keep Me Certified

512 Park Drive
Suite 15366
Boston MA 02215

Jeff Weiss

School Code: ED0135

Coordinator Information

Jeff Weiss
617-651-1335

Email: support@keepmecertified.com
Phone: (617) 651-1335
Fax: () -
Website: www.keepmecertified.com

support@keepmecertified.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E20178	Code of Ethics	3.00	Distance
E20179	Financing a Home: New Rules	3.00	Distance
E20180	Financing a Home: Personal Credit	3.00	Distance
M20181	Kansas Required Core	3.00	Distance

A20182

Understanding Appraisal

3.00

Distance

KSU Agricultural Economics Extension342 Waters Hall
Manhattan KS 66506

Rich Llewelyn

School Code: ED0009

Coordinator Information
Rich Llewelyn
rvl@ksu.edu

Email: rvl@ksu.edu

Phone: (785) 532-1504

Fax: () -

Website: <http://www.agmanager.info>**Course Offerings**

		<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 Extension2323 Anderson Ave
Ste 300
Manhattan KS 66502

Brian Hanson

School Code: ED0011

Coordinator Information
Brian Hanson
bhanson@ksu.edu

Email: bhanson@ksu.edu

Phone: (785) 532-6026

Fax: () -

Website:

Course Offerings

		<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 Repair1207 S Washington
Wichita KS 67204

Ed Forton

School Code: ED0083

Coordinator Information
Ed Forton
6207918229
edf@lamunyon.com

Email: edf@lamunyon.com

Phone: (620) 791-8229

Fax: () -

Website: www.lamunyon.com**Course Offerings**

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

Lowry School of Real Estate3636 Alpaca Road
Joplin MO 64804-8736

Nancy Lowry

School Code: ED0013

Coordinator Information
Nancy Lowry
nancy@lowryschoolofrealestate.com

Email: nancy@lowryschoolofrealestate.com

Phone: (417) 624-5596

Fax: () -

Website: www.lowryschoolofrealestate.com**Course Offerings**

		<u>Hours</u>	<u>Location</u>
E17289	Broker Management	4.00	Distance

E17291	Broker Management	3.00	Distance
E17288	Broker Management	4.00	In-person
E17290	Broker Management	3.00	In-person
E17314	Code of Ethics	3.00	In-person
E17312	Code of Ethics	4.00	In-person
E17315	Code of Ethics	3.00	Distance
E17313	Code of Ethics	4.00	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
E17319	Environmental Issues: Mold, Radon and Lead	3.00	Distance
E17317	Environmental Issues: Mold, Radon and Lead	4.00	Distance
E17318	Environmental Issues: Mold, Radon and Lead	3.00	In-person
E17304	Fair Housing	4.00	In-person
E17306	Fair Housing	3.00	In-person
E17307	Fair Housing	3.00	Distance
E17305	Fair Housing	4.00	Distance
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
E17295	Introduction to Commercial Real Estate	4.00	Distance
E17293	Introduction to Commercial Real Estate	6.00	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
E17303	Representing the Buyer Client	3.00	Distance
E17301	Representing the Buyer Client	4.00	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
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
E20237	Implicit Bias Awareness and Cultural Competency	4.00	Distance
E20034	JMan's Tech Tools	3.00	Distance
M20057	Kansas Required Core	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
E20187	Nontraditional and Alternative Finance	3.00	Distance
E17874	Online Correspondence: Americans with Disabilities A	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 l	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
E20213	Real Estate Market Cycles and Trends	3.00	Distance
E17729	Real Estate Safety: Protect Yourself and Your Client	3.00	Distance
E17989	Real Estate Taxes	3.00	Distance
A20188	Real Property Appraisals	4.00	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: pinnacleeschool@gmail.com
 Phone: (785) 714-0764
 Fax: () -
 Website:

School Code: ED0108

Coordinator Information
 Phyllis Ross
pinnacleeschool@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
E18040	Fair Housing	3.00	In-person
E20047	Fair Housing	3.00	Virtual
M20129	Kansas Required Core	3.00	In-Person
M20174	Kansas Required Core	3.00	Distance

Preferred Systems, Inc.

3504 State Street
 Erie PA 16508

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

School Code: ED0094

Coordinator Information
 Megan Stevenson
megan@preferrededucation.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E18056	50 Homestaging Tips by the Book	3.00	In-person
E20230	Air and Water Quality: What Real Estate Agents Need	3.00	In-person
E20231	Air and Water Quality: What Real Estate Agents Need	3.00	Distance
E20082	Avoiding the Aggravations of Home Inspections	3.00	Virtual

E17805	Avoiding the Aggravations of Home Inspections	3.00	In-person
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
E20085	Managing the Home Inspection	3.00	Virtual
E17806	Managing the Home Inspection	3.00	In-person
E18098	Mold: What You Need to Know About Mold & How to	3.00	In-person
E20232	New Home Construction: For Real Estate Professionals	3.00	In-person
E20233	New Home Construction: For Real Estate Professionals	3.00	Distance
E20234	Pests and Environmental Hazards for Real Estate Professionals	3.00	In-person
E20235	Pests and Environmental Hazards for Real Estate Professionals	3.00	Distance
E17807	Radon and Real Estate Transactions	3.00	In-person
E17809	Residential Structural Inspections: For Real Estate Agents	3.00	In-person
E20228	The 10 Most Common Home Defects: For Real Estate Agents	3.00	In-person
E20229	The 10 Most Common Home Defects: For Real Estate Agents	3.00	Distance
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
E20185	KS Land Values, AgManager and Industrial Hemp Pro	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

Missy Greene

School Code: ED0035

Coordinator Information

Missy Greene
9132665571
Training@ReeceNichols.com

Email: Training@reecenichols.com

Phone: (913) 266-5635

Fax: (913) 981-6897

Website: www.training.reeceandnichols.com

<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
E20171	At Home With Diversity Certification Course (AHWD)	6.00 Virtual
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
E17870	Practically Legal	3.00 In-person

E18144	Practically Legal	3.00	Virtual
E18076	Preparing a Market Analysis - Best Practices	3.00	Distance
A20154	Price, Value, and Appraising	3.00	Virtual
A20153	Residential Appraisals	3.00	In-Person
A20164	Residential Appraisals	3.00	Virtual
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

2711 Willard Road
Richmond VA 23294

Email: staff@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
Suite 400
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 Brar	8.00	In-person
E17923	CRS 135 -Transforming Difficult Situations Into Profit:	8.00	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

School Code: ED0069

Coordinator Information
Cindi Siggs
cindi@sckrealtors.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E20220	A Connection Culture	3.00	In-person
E17833	Accredited Buyer's Representative	9.00	In-person
E17753	Agency Toolbox Essentials	3.00	In-person
E20189	At Home With Diversity	6.00	In-person
E17840	Auction 101: Going Once...Going Twice...	3.00	In-person
E20053	Auction 101: Going Once...Going Twice...	3.00	Virtual
E20205	Boomer & Beyond: Working with an Aging Population	3.00	In-person
E17436	Boomers and Beyond: Working with an Aging Populati	3.00	In-person
E20014	Building the Dream: Creating the Foundations and Inte	3.00	In-person

E20202	Buyers Aren't Liars: A consumer Driven Experience	3.00	Distance
E17791	Buyers Aren't Liars: Focusing on a Consumer Driven E	3.00	In-person
E17698	Commercial Code of Ethics	3.00	In-person
E17790	Contract Puzzle Pieces: Amendments and Addendums	3.00	In-person
E18128	Contract Puzzle Pieces: Amendments and Addendums	3.00	Virtual
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
E20192	Digital Marketing: Establishing Your Social Media Bra	6.00	In-person
E18042	e-PRO	9.00	In-person
E17960	Financeopoly: Real Estate Finance Basics	3.00	In-person
E18127	Financeopoly: Real Estate Finance Basics	3.00	Virtual
E17615	Financial Roundtable	3.00	In-person
E17428	Getting Down to Business with the Purchase Contract	3.00	In-person
E20041	Getting Down to Business with the Purchase Contract	3.00	Virtual
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
E20089	Inside Edition: The Reverse Mortgage & Celebrities	3.00	Virtual
E17855	Inside Edition: The Reverse Mortgage & Celebrities	3.00	In-person
E20210	Inspections: Navigating the Process	3.00	In-person
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
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
E20221	Policies & Procedures Development for Your Brokerag	3.00	In-person
E17684	Pricing Strategies: Mastering the CMA	6.00	In-person
E20204	Putting REALTOR Safety First: Safety Strategies for th	3.00	In-person
E17778	Real Estate Negotiation Expert	9.00	In-person
E20222	Real Estate Professional Assistant	9.00	In-person
E20223	Realities of Broker Management	3.00	In-person
E18125	REALTOR Court - You've Been Summoned	3.00	Virtual
E18005	REALTOR Court -You've Been Summoned	3.00	In-person
E20224	Risk Management and Administrative Challenges	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 Knowled;	3.00	Virtual
E20098	Shifting Gearing: Transforming Your Listing Knowled;	3.00	In-person
E20131	Short Sales and Foreclosure Alternatives	3.00	In-Person
E20225	Starting a Real Estate Company: Your Blueprint to Suc	6.00	In-person
E20226	The Impact of Management Style	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
E20227	Your Decisions Matter	3.00	In-person

Salina Community Relations

300 W Ash
 Room 101
 Salina KS 67401

Email: community.relations@salina.org
 Phone: (785) 309-5745
 Fax: (785) 309-5769
 Website: <http://www.salina-ks.gov/crd>

School Code: ED0122

Coordinator Information
 Michelle Martin
michelle.martin@salina.org

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
E20214 2022 Fair Housing Seminar	5.00	In-person

Sirmon Training and Consulting Group, LLC

292 E Ridge Dr
 Boone NC 28607

Email: jason@jasonsirmon.com
 Phone: (704) 458-5295
 Fax: () -
 Website:

School Code: ED0110

Coordinator Information
 Jason Sirmon
jason@jasonsirmon.com

<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

School Code: ED0048

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

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
E18140 Accredited Buyer's Representative Designation	12.00	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
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
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
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

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 Resource-Efficient Homes	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
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
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

Training Cove

14301 N 87th
Ste 106
Scottsdale AZ 85260

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

Steven Jordan
Coordinator Information
Steven Jordan
help@trainingcove.com

School Code: ED0084

<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
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
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

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

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

School Code: ED0061

Course Offerings

E18027 Military Residential Specialist 8.00 In-person

University of Missouri- Kansas City

5100 Rockhill Road
Kansas City MO 64110

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

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

School Code: ED0104

Course Offerings

E20086 2021 UMKC Real Estate Symposium - Part 1 3.00 Virtual
E20095 2021 UMKC Real Estate Symposium - Part 2 3.00 Virtual
E20183 2022 UMKC Real Estate Symposium 6.00 In-person

WebCE, Inc. (RealEstateCE.com)

12222 Merit Dr
Ste 500
Dallas TX 75251

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

Coordinator Information
Don Shipp
844-397-7091
ComplianceManager@webce.com

School Code: ED0062

Course Offerings

E20150 Adhering to a Higher Standard: The Code of Ethics 3.00 Distance
E17664 Avoiding Common Mistakes 3.00 Distance
E20236 Avoiding Costly Mistakes in Your Real Estate Career 3.00 Distance
E17643 Building Green 3.00 Distance
E20190 Commercial Real Estate Investing 3.00 Distance
E20009 Cybersecurity Best Practices for Real Estate Profession 3.00 Distance
E17824 Fair Housing for the Real Estate Industry 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

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

Coordinator Information
Emily Sarvies
(314) 808-7427
EmilyS@WesternGroup.com

School Code: ED0095

<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
Coordinator Information
Debra Moore
debra@wabahome.com

School Code: ED0025

<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
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Website:

Dr. Stanley Longhofer

Coordinator Information
Dr. Stanley Longhofer
realestate@wichita.edu

School Code: ED0026

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17871	Commercial Building Fundamentals 1: Electrical Syste	3.00	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

X Factor Communications, LLC

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Lehi UT 84043

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Website:

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

School Code: ED0113

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E20191	Sales, Negotiation, and Integrity	6.00	In-person