

# 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

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

Phone: (877) 724-6150

Fax: () -

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

### Coordinator Information

Ryan Imel

541-371-2882

[realestate@amersc.com](mailto:realestate@amersc.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
E17621	Trust Account & Brokerage Mgmt	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](mailto:accreditation@360training.com)

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

Phone: (877) 881-2235

Fax: () -

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

### Course Offerings

### Hours

### Location

2/1/23

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

**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
E20245	Negotiating	3.00	In-person
E20246	Why Do You Do What You Do?	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](mailto:training@kansascityhomes.com)  
 Phone: (913) 661-8595  
 Fax: (913) 981-8451  
 Website: [kansascityhomes.com](http://kansascityhomes.com)

School Code: ED0128

Coordinator Information  
 Polly Clark  
[training@kansascityhomes.com](mailto: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
E20295	Fair Housing: An Agent's Guide to Keeping it Real	3.00	In-person
E20117	It's the Law	3.00	In-person
M20302	Kansas Required Core	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](mailto:register@penfedrealty.com)  
 Phone: (316) 440-2244  
 Fax: (316) 201-6351  
 Website: [www.penfedks.com](http://www.penfedks.com)

School Code: ED0057

Coordinator Information  
 Amanda Serrioz  
 316-358-2828  
[register@penfedrealty.com](mailto: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 A	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
E20173	NAR Code of Ethics	3.00	In-person
E20209	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
M20303	Kansas Required Core	3.00	In-person
M20304	Kansas Required Core	3.00	Distance
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

School Code: ED0116

Coordinator Information

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

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

8600 Ward Pkwy  
Ste 2080  
Kansas City MO 64114

School Code: ED0118

Coordinator Information

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

Email: [mark@ceskc.com](mailto:mark@ceskc.com)  
Phone: (800) 748-7715  
Fax: () -  
Website: [www.cecheap.com](http://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
M20313	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:  
Phone: (734) 606-0202  
Fax: () -  
Website: <https://info.momentifi.com>

School Code: ED0126

Coordinator Information  
Julianna Nicholas  
[julianna@momentifi.com](mailto:julianna@momentifi.com)

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<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

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**Crystal Clear Academy**  
1453 Briarwood Ln  
McPherson KS 67460

Email: [crystalt@primeres.com](mailto:crystalt@primeres.com)  
Phone: (620) 200-0840  
Fax: () -  
Website:

School Code: ED0121

Coordinator Information  
Crystal Toews  
620-200-0840  
[crystalt@primeres.com](mailto:crystalt@primeres.com)

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<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

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**Dennis Walsh & Associates**  
1102 Colony Plaza  
Newport Beach CA 92660

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

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

School Code: ED0063

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<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

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**Dept of Veterans Affairs**  
One Federal Dr  
St Paul MN 55111

Email: [335LP@va.gov](mailto:335LP@va.gov)  
Phone: (877) 827-3702  
Fax: () -  
Website:

Coordinator Information  
Mark Lee  
(877)827-3702 x201582  
[Mark.Lee4@va.gov](mailto:Mark.Lee4@va.gov)

School Code: ED0042

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

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**Dexterity CE, LLC**

14101 W Hwy 290  
Ste 1300B  
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
E20240	Managing Online Transactions	3.00	Virtual

**Empire Learning**

9406 Clearhurst Drive  
Dallas TX 75238

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
M20315	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

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

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

School Code: ED0130

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 of the Midwest, Inc**

PO Box 1  
 Rock Rapids IA 51246

Email: [dena@homewarrantyinc.com](mailto:dena@homewarrantyinc.com)  
 Phone: (877) 977-4949  
 Fax: (866) 977-4949  
 Website: [www.homewarrantyinc.com](http://www.homewarrantyinc.com)

School Code: ED0091

Coordinator Information  
 Dena McDonald  
[dena@homewarrantyinc.com](mailto: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

Email: [education@internachi.org](mailto:education@internachi.org)  
 Phone: (720) 735-7125  
 Fax: () -  
 Website: [www.nachi.org](http://www.nachi.org)

School Code: ED0088

Coordinator Information  
 Benjamin Gromicko  
[education@internachi.org](mailto: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

Email: [rmcintyre@kansasrealtor.com](mailto:rmcintyre@kansasrealtor.com)  
 Phone: (800) 366-0069  
 Fax: () -  
 Website: [www.kansasrealtoreducation.com](http://www.kansasrealtoreducation.com)

Rod McIntyre  
 Coordinator Information  
 Rod McIntyre  
[rmcintyre@kansasrealtor.com](mailto:rmcintyre@kansasrealtor.com)

School Code: ED0007

<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
M20314	Kansas Required Core QS Live	4.00	Distance
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 Ti	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 Auctioneers Association**

11345 W Carr Ct  
Wichita KS 67209

Cindi Ferguson  
Coordinator Information  
Cindi Siggs  
cindi@kansasauctioneers.com

School Code: ED0066

Email: cindi@kansasauctioneers.com  
Phone: (316) 208-6151  
Fax:  
Website: www.kansasauctioneers.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
M20300	Kansas Required Core: Road Trip	3.00	In-person
E20299	Legal Environment for Real Estate: Tales from the Hot	3.00	In-person

**Kansas City Regional Association of REALTORS**

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

Coordinator Information  
Catharine Sales, Education Director  
\*\*include in CE emails\*\*  
CatharineS@kcrar.com

School Code: ED0033

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

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E20280	A Systematic Approach to the Buying Transaction	3.00	Distance
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
E20279	Essential 1031 Exchange Strategies	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

M20273	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
E20287	Secrets to Listing Effectiveness	3.00	Distance
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

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

3566 N Lake Ridge CT  
Wichita KS 67205

School Code: ED0086

Coordinator Information  
Mike Gonzales  
mike@mysmarterfinancing.com

Email: mike@mysmarterfinancing.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

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**Kansas Real Estate Commission**

700 SW Jackson St  
Suite 404  
Topeka KS 66603

School Code: ED0037

## Coordinator Information

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

**Kansas Secured Title**

3497 SW Fairlawn  
Topeka KS 66614

School Code: ED0143

Coordinator Information  
Kaley Thomas  
[kthomas@kstitle.com](mailto:kthomas@kstitle.com)

Email: [kthomas@kstitle.com](mailto:kthomas@kstitle.com)  
Phone: (785) 271-9352  
Fax: (785) 272-4984  
Website: [www.kstitle.com](http://www.kstitle.com)

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E20301	Title 101	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  
[support@keepmecertified.com](mailto:support@keepmecertified.com)

Email: [support@keepmecertified.com](mailto:support@keepmecertified.com)  
Phone: (617) 651-1335  
Fax: () -  
Website: [www.keepmecertified.com](http://www.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
M20272	Kansas Required Core	3.00	Distance
A20182	Understanding Appraisal	3.00	Distance

**KSU Agricultural Economics Extension**

342 Waters Hall  
Manhattan KS 66506

Rich Llewelyn

School Code: ED0009

Coordinator Information  
Rich Llewelyn  
[rwl@ksu.edu](mailto:rwl@ksu.edu)

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

<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  
Coordinator Information  
Brian Hanson  
bhanson@ksu.edu

School Code: ED0011

**Course Offerings**

		<b><u>Hours</u></b>	<b><u>Location</u></b>
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  
Coordinator Information  
Ed Forton  
6207918229  
edf@lamunyon.com

School Code: ED0083

**Course Offerings**

		<b><u>Hours</u></b>	<b><u>Location</u></b>
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  
Coordinator Information  
Nancy Lowry  
nancy@lowryschoolofrealestate.com

School Code: ED0013

**Course Offerings**

		<b><u>Hours</u></b>	<b><u>Location</u></b>
E17291	Broker Management	3.00	Distance
E17289	Broker Management	4.00	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
M20305	Kansas Required Core	3.00	Distance
M20306	Kansas Required Core	4.00	Distance
M20307	Kansas Required Core	3.00	In-person
M20308	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
M20274	Kansas Required Core 2023	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 Disruption	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

**MLS Campus Inc**

33 E Robinson St, Suite 216  
Orlando FL 32801

School Code: ED0140

Coordinator Information  
Merouane Remmouche  
202-445-5245  
admin@mlscampus.com

Email: admin@mlscampus.com  
Phone: (202) 445-5245  
Fax: () -  
Website: www.mlscampus.com

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
E20249	Contract Law	3.00 Distance
E20251	Fair Housing	3.00 Distance
M20252	Kansas Required Core	3.00 Distance
E20253	Licensee Safety	3.00 Distance

E20254

Real Estate Ethics

3.00

Distance

**Paul Davis Restoration, Inc.**

7251 Salisbury Road  
Suite 6  
Jacksonville FL 32258

Coordinator Information  
Julie Peck  
Julie.Peck@Pauldavis.com

School Code: ED0127

Email: julie.peck@pauldavis.com

Phone: (904) 899-6134

Fax: () -

Website:

**Course Offerings**

		<b><u>Hours</u></b>	<b><u>Location</u></b>
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

**Preferred Systems, Inc.**

1001 State Street  
Erie PA 16501

Coordinator Information  
Megan Stevenson  
megan@preferrededucation.com

School Code: ED0094

Email: info@preferrededucation.com

Phone: (888) 455-7437

Fax: (814) 455-7026

Website: www.preferrededucation.com

**Course Offerings**

		<b><u>Hours</u></b>	<b><u>Location</u></b>
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 ]	3.00	In-person
E20229	The 10 Most Common Home Defects: For Real Estate ]	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

**Real Estate Success Series LLC**

2609 160th St  
Redondo Beach CA 90278

School Code: ED0139

Coordinator Information  
Sherree Aguirre  
sheree@realestatesuccessseries.com

Email: sheree@realestatesuccessseries.com  
Phone: (310) 259-5776  
Fax: () -  
Website: www.realestatesuccessseries.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E20248	Investment Property Specialist Program - Learn it! List	4.00	Distance

**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  
RSK6853652@gmail.com

School Code: ED0021

Email: RSK6853652@gmail.com  
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](mailto:Training@reecenichols.com)

Phone: (913) 266-5635

Fax: (913) 981-6897

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

Missy Greene

**Coordinator Information**

Missy Greene

9132665571

[Training@ReeceNichols.com](mailto: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
E20288	Agency and Critical Legal Landmines in Missouri	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 (CA)	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
E20290	Fair Housing: Welcome Home	3.00	Distance
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
M20292	Kansas Required Core 2023	3.00	Distance
M20293	Kansas Required Core 2023	3.00	In-person
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
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
E20294	Sorry Judge! I Didn't Know That Either!	3.00	Distance
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
E20289	The Code of Ethics: From Peddlers to Pros	3.00	Distance
E20291	The Forces Behind Price, Value, and Appraising	3.00	Distance
E18081	Working with Real Estate Investors: Understanding Inv	3.00	Distance

**REjournals**

7320 Holly Lane N.  
Maple Grove MN 55311

Email: benton@rednews.com  
Phone: (713) 661-6300  
Fax: () -  
Website: rejournals.com

Benton Mahaffey  
Coordinator Information  
Benton Mahaffey  
benton@rednews.com

School Code: ED0142

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
E20283      2022 Kansas City Industrial Summit	4.00	In-person

**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

M20278	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

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**Renovation Lending School**

15835 Switzer Rd  
Overland Park KS 66221

Troy Fairchild  
Coordinator Information  
Troy Fairchild  
troy@renosmadeeasy.com

School Code: ED0087

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

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

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**Residential Real Estate Council**

430 N Michigan Ave  
Suite 400  
Chicago IL 60611

Coordinator Information  
Regina Harvey  
rharvey@crs.com

School Code: ED0064

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

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17665	CRS 120 Converting Leads Into Closings	8.00	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 Marketing	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, and	8.00	In-person
E17920	CRS 128 - Succeeding in the Luxury Home Market	8.00	In-person
E17922	CRS 133 -Top of Mind Techniques to Boost Your Brand	8.00	In-person
E17923	CRS 135 -Transforming Difficult Situations Into Profit:	8.00	In-person
E17921	Cyber Security: Protecting Your Business and Your Clients	8.00	In-person
E20038	Digital Marketing: Establishing A Social Media Brand	3.00	In-person
E18112	Generational Marketing: Innovative Strategies Across Generations	8.00	Virtual
E18109	Generational Marketing: Innovative Strategies Across Generations	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 Smart	8.00	In-person
E17944	Tax Strategies for the Real Estate Professional RS - 136	8.00	In-person

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**RSCK School of Real Estate**

170 W Dewey St  
Wichita KS 67202

Email: [cindi@sckrealtors.com](mailto:cindi@sckrealtors.com)  
Phone: (316) 263-3167  
Fax: (316) 263-2832  
Website: [www.sckrealtors.com](http://www.sckrealtors.com)

Cindi Siggs

Coordinator Information

Cindi Siggs

[cindi@sckrealtors.com](mailto:cindi@sckrealtors.com)

School Code: ED0069

<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
E20227 Agency, Team Management and Operating Principles f	3.00	In-person
E20257 Assistance Animals and Fair Housing	4.00	Distance
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
E20309 Buyer Strategies for Today's Market	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
E20258 Currents Issues: Cooperation, Negotiation, IBuyers, anc	3.00	Distance
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
E20224 Developing Brokerage Strategies for Risk Management	3.00	In-person
E20259 Did You Serve? Identifying Homebuying Advantages f	3.00	Distance
E20192 Digital Marketing: Establishing Your Social Media Bra	6.00	In-person
E20260 Diversity: Your Kaleidoscope of Clients	3.00	Distance
E18042 e-PRO	9.00	In-person
E20269 Ethics at Work	3.00	Distance
E20286 Ethics Survivor	3.00	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
M20296	Kansas Required Core	3.00	Distance
M20310	Kansas Required Core	3.00	In-person
M20263	Kansas Required Core 2021: Staying in Step with KRE	3.00	Distance
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
E20261	Keeping It Honest: Understanding Real Estate and Mor	3.00	Distance
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
E20262	Personal Safety	3.00	Distance
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
E20264	Roadmap to Success: Business Planning for Real Estate	3.00	Distance
E20265	Section1031 Tax-Deferred Exchanges	3.00	Distance
E20130	Seller Representative Specialist	9.00	In-Person
E17779	Senior Real Estate Specialist	9.00	In-person
E20311	Senior Real Estate Specialist	9.00	In-person
E20266	Sex and Real Estate: Sexual Harassment, Sexual Discri	3.00	Distance
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
E20267	Technology Tools, Trends, and Risk Management	3.00	Distance
E20270	The Fundamentals of Commercial Real Estate	3.00	Distance
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
E20268	Working with Real Estate Investors	3.00	Distance
E20312	Your Prescription for Understanding People: Behavior	3.00	In-person



**Salina Community Relations**

300 W Ash  
 Room 101  
 Salina KS 67401

Email: [community.relations@salina.org](mailto: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](mailto:michelle.martin@salina.org)

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

**School of Advanced REALTORS (SOAR)**

150 N Market St  
 Wichita KS 67202

Email: [lmyers@weigand.com](mailto:lmyers@weigand.com)  
 Phone: (316) 252-6400  
 Fax: (316) 267-0216  
 Website: [www.weigand.com](http://www.weigand.com)

Leslie Myers  
 Coordinator Information  
 Leslie Myers  
 3162626400  
[lmyers@weigand.com](mailto:lmyers@weigand.com)

School Code: ED0141

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E20276	Indoor Environmental Quality Inspections 101	3.00	In-person
E20277	Informed Dialogue for Agents: Lagoons, Septics, and V	3.00	In-person

**Sirmon Training and Consulting Group, LLC**

292 E Ridge Dr  
 Boone NC 28607

Email: [rebeccasirmon@gmail.com](mailto:rebeccasirmon@gmail.com)  
 Phone: (704) 458-9743  
 Fax: () -  
 Website:

Coordinator Information  
 Rebecca Sirmon  
[rebeccasirmon@gmail.com](mailto:rebeccasirmon@gmail.com)

School Code: ED0110

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

**Super Inspector Training Academy (SITA)**

7013 S I-35  
 Corinth TX 76210

Email: [SITA@yoursuperiorinspector.com](mailto:SITA@yoursuperiorinspector.com)  
 Phone: (940) 367-7482  
 Fax: () -  
 Website: [www.superinspectortrainingacademy.com](http://www.superinspectortrainingacademy.com)

Coordinator Information  
 Jeff Howell  
[SITA@yoursuperinspector.com](mailto:SITA@yoursuperinspector.com)

School Code: ED0138

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E20241	Understanding Foundation Performance and Sewer Car	3.00	Virtual
E20242	Understanding Residential Home and New Constructio:	3.00	Virtual
E20243	Understanding Septic Systems, Water Wells and Water	3.00	Virtual

**The CE Shop, LLC**  
 5670 Greenwood Plaza Blvd  
 Ste 340W  
 Greenwood Village CO 80111

Email: [compliance@theceshop.com](mailto:compliance@theceshop.com)  
 Phone: (888) 827-0777  
 Fax: (888) 708-8212  
 Website: [www.theceshop.com](http://www.theceshop.com)

Rebecca Piltingsrud

School Code: ED0048

Coordinator Information  
 Rebecca Piltingsrud  
 (720) 390-3805  
[rebecca.piltingsrud@theceshop.com](mailto: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
E20275	Fair Share: Protecting Consumers and Your Business fr	3.00	Distance
E20036	First Time Home Buyers: A Niche to Grow On	3.00	Distance
E17148	Going Green: The Environmental Movement in Real E:	3.00	Distance
E17774	Green Day 1: Resource-Efficient Homes: Retrofits, Ren	6.00	Distance
E17775	Green Day 2: Representing Buyers and Sellers of Reso	6.00	Distance
E20298	Growing Green: Environmental Awareness and Your R	3.00	Distance
E18055	Hot Topics in Real Estate	3.00	Distance
M20285	Kansas Required Core 2023	3.00	Distance
M20030	Kansas Required Core: Staying in Step with KREC	3.00	Distance
E17140	Keeping it Honest: Understanding RE and Mortgage Fr	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, 1	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 Inves	6.00	Distance
E17705	Real Estate Safety Matters: Safe Business=Smart Busin	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 Cou	9.00	Distance
E17154	Seniors Real Estate Specialist (SRES designation cours	9.00	Distance
E20037	Serving the Unique Needs of the Senior Market	3.00	Distance
E18013	Sex and Real Estate: Sexual Harassment, Sexual Discri	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 Inv	3.00	Distance

**Training Cove**

14301 N 87th  
Ste 106  
Scottsdale AZ 85260

Steven Jordan

School Code: ED0084

Coordinator Information  
Steven Jordan  
help@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
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
M20284	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
E20183	2022 UMKC Real Estate Symposium	6.00	In-person
E20297	2023 UMKC Real Estate Symposium	6.00	In-person

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

12222 Merit Dr  
 Ste 500  
 Dallas TX 75251

School Code: ED0062

**Coordinator Information**

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

Email: CustomerService@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
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
E20247	Fair Housing: It's Just Good Business	3.00	Distance
M20271	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
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

School Code: ED0095

## Coordinator Information

Kourtney Graham  
kourtneyg@westernspecialtycontractors.com

Email: emilys@westerngroup.com

Phone: (314) 808-7427

Fax: () -

Website: www.westernspecialtycontractors.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

Wesley E. Galyon

School Code: ED0025

## Coordinator Information

Debra Moore  
debra@wabahome.com

Email: debra@wabahome.com

Phone: (316) 265-4226

Fax:

Website:

<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

Dr. Stanley Longhofer

School Code: ED0026

## Coordinator Information

Dr. Stanley Longhofer  
realestate@wichita.edu

Email: realestate@wichita.edu

Phone: (316) 978-7163

Fax: (316) 978-3263

Website:

<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

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**X Factor Communications, LLC**

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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

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