

## COMMISSION APPROVAL OF A COURSE

### Instructions for Schools to Request Commission Approval of a Course

Per [K.S.A. 58-3046a\(h\)](#), if the institute offers pre-license courses, they must be offered by one of the following:

1. an institution which is accredited by the north central association of college and secondary schools accrediting agency;
2. a technical college as defined by K.S.A. 72-4412 and amendments thereto;
3. a private or out-of-state postsecondary educational institution which has been issued a certificate of approval pursuant to the Kansas private and out-of-state postsecondary educational institution act;
4. any agency of the state of Kansas;
5. a similar institution, approved by the Commission, in another state; or
6. an entity, approved by the Commission, to provide continuing education.

To obtain approval as a private or out-of-state postsecondary school as described in #3 above, contact Jacqueline Johnson, Director of Private Post-Secondary Education, at the Kansas Board of Regents, (785) 430-4286 or [jjohnson@ksbor.org](mailto:jjohnson@ksbor.org).

The following forms are required to submit a request and can be found under the "Forms" link at [www.krec.ks.gov](http://www.krec.ks.gov) :

- Course Approval Application ([RE-810](#))
- Instructor Approval Form ([RE-850](#))

If your course is approved, we will contact you for the \$50 course approval fee or you may submit the fee with your request. Payment may be made by check or money order payable to KREC or by credit card.

Material for the following courses must be updated when notified by the Commission:

1. Mandatory "Core" Courses;
2. "Kansas Practice Course";
3. "Kansas Law Course";
4. "Broker Pre-License Course"; and
5. "Principles of Real Estate".

A school shall submit a new application for course approval if there are material changes to the course outline, objectives, or method of delivery for an approved course.

A school shall not have to apply for course approval if any of the following change:

- coordinator;
- instructor;
- name or location of the school;
- the course title;
- dates and times the course is offered;
- location where the course is offered; and/or
- fees charged to students.

Each school shall submit notification of all changes not requiring application for course approval in a format approved by the Commission at least 15 days before the change is set to occur. This notification shall include any course no longer being offered by a school or if the school intends to close. To notify the Commission of these changes, email [krec@ks.gov](mailto:krec@ks.gov).

The school coordinator and instructor(s) should review and become particularly familiar with [K.S.A. 58-3046a](#) of the Kansas Real Estate Brokers' and Salespersons' License Act and the following regulations: [K.A.R. 86-1-10](#) through [86-1-13](#), [86-1-16](#) and [86-1-17](#), which are available at [www.krec.ks.gov](http://www.krec.ks.gov).

If you have any questions, please call KREC at (785) 296-3411 or e-mail [krec@ks.gov](mailto:krec@ks.gov).

### **Course Approval Policy**

Courses designated as elective hours shall contribute to the maintenance and improvement of the quality of real estate services provided by the real estate licensee to the public.

The following topics may be approved if the focus of the course is to benefit the licensee's client or customer:

- Negotiation process
- Computer software training
- Tax law
- Office and business skills

Courses on the NAR Code of Ethics may be approved.

The following topics shall not be considered by the Commission to meet the objectives of continuing education:

- Typing, speedwriting, memory improvement, report writing, personal motivation, salesmanship, sales psychology and time management.

Courses will not be approved that advertise a particular product or service that is offered by a particular company or individual or that provides a direct or indirect benefit to the course provider, the instructor or his/her heirs or assigns. The commission may approve courses that provide a list of products or services if the list includes a sufficient number of products or services offered by competitors and would provide informative material relative to the course being offered.

### **Mandatory Course Topics** (subject to change)

K.A.R. 86-1-11 provides the following topics for mandatory course approval.

"Required Salesperson and Broker Core" - brokerage relationships and misrepresentation.

"Required Broker Core" - one or more of the following topics

- Procedures manuals;
- Trust accounts;
- Management, including all facets of supervising a real estate company;
- Common violations of the real estate brokers' and salespersons' license act and the brokerage relationships in real estate transactions act;
- Commercial sales and leasing issues; or
- Farm and ranch issues.