

# KREC Approved Continuing Education Providers

Schools are listed alphabetically and include contact information to request enrollment and cost information. Provide your license number and name as licensed. Courses are available in person or by distance education and may be completed throughout the two-year renewal period.

To search by topic: Click the keys "Ctrl-F" to open a Find box. Then type a keyword (e.g., Commercial, Core).

Course codes reflect the type of course:

- E - Elective
- M - Mandatory for both salespersons and brokers
- A - Appraisal (Limited to one appraisal course per renewal period)

Locations reflect where the course takes place:

- In-person -students are not physically separated from the instructor
- Distance - Asynchronous learning, students are physically separated from the instructor for all or a portion of the course
- Virtual - Synchronous learning, students are physically separated from the instructor but instruction occurs in real-time via video

## 1st Attempt (At Your Pace Online)

1383 2nd Ave  
Gold Hill OR 97525

School Code: ED0059

Coordinator Information  
Tony Bowers  
programs@atyourpaceonline.com

Email: contact@atyourpaceonline.com  
Phone: (877) 724-6150  
Fax: () -  
Website: www.ayporealestate.com

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

## 360Training.com

6801 N Capital of TX Hwy  
Building 1, Ste 250  
Austin TX 78731

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

School Code: ED0055

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

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
-------------------------	--	--------------	-----------------

A17457	Estimating the Gross Living Area	3.00	Distance
A17460	Real Estate Appraisal	3.00	Distance
E17454	1031 Real Estate Exchange	3.00	Distance
E17455	Asset Management	3.00	Distance
E17456	Deeds	3.00	Distance
E17458	Home Inspection	3.00	Distance
E17459	Liens, Taxes and Foreclosures	3.00	Distance
E17461	Real Estate Math	3.00	Distance
E17462	Real Property Ownership and Land Use	3.00	Distance
E17463	Titles and Records	3.00	Distance

**American Dream Real Estate School**

School Code: ED0106

795 Midland Street  
Brighton CO 80601

Coordinator Information  
Todd Cordrey  
todd@americandreamreschool.com

Email: states@americandreamreschool.com  
Phone: (844) 223-7326  
Fax: () -  
Website: www.americandreamreschool.com

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
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
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
E20012	Common Mistakes Made by Real Estate Rookies and tl	3.00 Distance
E20013	Safety for Brokers While Showing Properties and Stagi	3.00 Distance

**Better Homes & Gardens KC Homes (Training)**

School Code: ED0128

8300 College Blvd  
Suite 130  
Overland Park KS 66210

Coordinator Information  
Christian Barnes  
training@kansascityhomes.com

Email: training@kansascityhomes.com  
Phone: (913) 661-8500  
Fax: (913) 981-8451  
Website: kansascityhomes.com

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
E20056	Behave Yourself: Code of Ethics	3.00 In-person
E20100	KCRAR Forms	3.00 In-person
E20113	Agency Options	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
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

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

School Code: ED0057

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

**Career Education Systems**

8600 Ward Pkwy  
Ste 2080  
Kansas City MO 64114

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

Mark Barker  
Coordinator Information  
Mark Barker  
mark@ceskc.com

School Code: ED0002

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
A17106	Appraisal Essentials	3.00	In-person
E17034	Managing Your Brokerage	3.00	In-person
E17035	Experienced Agent Issues	3.00	In-person
E17036	Experienced Agents: Handling Complex Issues	3.00	Distance
E17037	Selling New Homes in the 2000s	3.00	In-person
E17038	Showing Homes: Selling Without Misrepresentation	3.00	In-person
E17039	Organizational Skills for the Fiduciary	3.00	In-person
E17040	Making Contracts and People Understandable	3.00	In-person
E17041	Monopoly - It's Not Just a Game Anymore	3.00	In-person
E17042	Prospecting: Educating the Public About Real Estate Se	3.00	In-person
E17043	Financing in the 2000s	3.00	In-person

E17044	Lawsuits	3.00	In-person
E17045	Examining Offer: Changing "For Sale" to "Sold"	3.00	In-person
E17046	Fair Housing - The Issue Isn't Black and White	3.00	In-person
E17047	Home Styles and Design: What's Old, What's New	3.00	In-person
E17048	Priced to Sell: It Can Be Done	3.00	In-person
E17049	The Marketing Process: List to Sell	3.00	In-person
E17050	New Home Construction	3.00	In-person
E17051	New Home Construction	3.00	Distance
E17052	Demonstrating Commercial Property with Power	3.00	In-person
E17053	Pricing Commercial Property with Power	3.00	In-person
E17054	Building a Real Estate Team	3.00	In-person
E17055	Understanding Environmental Issues	3.00	In-person
E17056	Contract for Deed: How to Use Effectively	3.00	In-person
E17057	Lease Option/Purchase	3.00	In-person
E17058	Getting Started in Office Property	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
E17063	Commercial Lawsuits: Be Careful Out There	3.00	In-person
E17064	Commercial Leasing: Plugging Loopholes	3.00	In-person
E17065	1031 Exchanges	3.00	In-person
E17066	1031 Exchanges	3.00	Distance
E17067	Contracts	3.00	In-person
E17068	Home Inspections: Slaying the Deal Killer	3.00	In-person
E17069	Scruples - A Guide to Ethical Decision Making	3.00	In-person
E17070	Negotiating	3.00	In-person
E17071	Real Estate Confronts Reality	3.00	In-person
E17072	Service Power	3.00	In-person
E17073	Listing Presentations That Sizzle	3.00	In-person
E17074	Using Technology to Serve Real Estate Consumers	3.00	In-person
E17075	Anatomy of a House	3.00	In-person
E17076	Title Work: Avoiding Problems and Getting Deals Clos	3.00	In-person
E17077	The Code of Ethics	3.00	In-person
E17078	The Code of Ethics	3.00	Distance
E17079	Missouri Core Curriculum: Real Property Law	3.00	In-person
E17080	Missouri Core	3.00	Distance
E17081	Non-Risky Business	3.00	In-person
E17082	Property Management	3.00	In-person
E17083	Commercial Code of Ethics	3.00	In-person
E17084	Commercial Missouri Core	3.00	In-person
E17085	Effective Negotiating for Real Estate Professionals - Pa	3.00	In-person
E17086	Effective Negotiating for Real Estate Professionals - Pa	3.00	In-person
E17087	Creating Wealth Through Residential Investing	3.00	In-person
E17088	FHA Today	3.00	In-person
E17089	Closing the Deal	3.00	In-person

E17090	Survive and Thrive in a Declining Market	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
E17093	Short Sales and Foreclosures	3.00	In-person
E17094	Mortgage Fraud and RESPA	3.00	In-person
E17095	Real Estate Law	4.00	In-person
E17096	Effective Negotiating	3.00	Distance
E17097	Foreclosures and Short Sales	3.00	Distance
E17098	Creating Wealth Through Residential Investing	3.00	Distance
E17099	Missouri Core: Representation Options	3.00	In-person
E17100	How to Attract More Buyers and Create More Sales	3.00	In-person
E17101	Shopping Center Leasing: Going Green and Lease Neg	3.00	In-person
E17102	Missouri Core: Representation Options	3.00	Distance
E17103	Credit Scores	3.00	In-person
E17104	Short Sales and Foreclosures: What Real Estate Profess	6.00	In-person
E17105	Fair Housing	3.00	Distance
E17107	Mortgage Fraud	3.00	In-person
E17108	Broker Price Opinion Resource	6.00	In-person
E17109	Networking and Real Estate	3.00	In-person
E17110	Staging a Home: Benefitting Clients and Customers Ali	3.00	In-person
E17111	Economic Development Financing	3.00	In-person
E17477	Certified Negotiation Expert	9.00	In-person
E17551	Identity Theft	3.00	In-person
E17552	Representation Options in the Commercial Spotlight	3.00	Distance
E17556	Experienced Commercial Agents: Handling Complex I:	3.00	Distance
E17566	Virtual World: Protecting and Promoting Client Interes	3.00	In-person
E17703	Why Do You Do What You Do?	3.00	In-person
E17838	Why Do You Do What You Do?	3.00	Distance
M20052	Kansas Required Core	3.00	In-person

**CCIM Institute**

430 N Michigan Ave, S700  
Chicago IL 60611

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

School Code: ED0116

Coordinator Information  
Alvin Burch  
312-321-4498  
[aburch@ccim.com](mailto:aburch@ccim.com)

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

School Code: ED0118

Coordinator Information  
Mark Barker  
mark@ceskc.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E18029	New Home Construction	3.00	Distance
E18030	1031 Exchanges	3.00	Distance
E18031	Meth: What Every Agent & Client Should Know	3.00	Distance
E18032	Effective Negotiating	3.00	Distance
E18033	Foreclosure & Short Sales	3.00	Distance
E18034	Creating Wealth Through Residential Investing	3.00	Distance
E18036	Experienced Agent Issues	3.00	Distance
E18037	Code of Ethics	3.00	Distance
M20058	Kansas Required Core	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>
E20015	Mortgage & Real Estate Taxation	3.00	In-person
E20016	Cash Flow Planning for Real Estate Investors	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 Miller  
620-200-0840  
crmiller@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](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

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17628	Certified New Home Specialist	9.00	Distance
E17629	Residential Construction Certified	9.00	Distance

**Dept of Veterans Affairs**

One Federal Dr  
St Paul MN 55111

Email: [timothy.knutson@va.gov](mailto:timothy.knutson@va.gov)  
Phone: (800) 827-0611  
Fax: (612) 970-5496  
Website:

Tim Knutson  
Coordinator Information  
Tim Knutson  
[timothy.knutson@va.gov](mailto:timothy.knutson@va.gov)

School Code: ED0042

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

**Dexterity CE, LLC**

14101 W Hwy 290  
Ste 1400B  
Austin TX 78737

Email: [zeblowe@corp.openmtg.com](mailto:zeblowe@corp.openmtg.com)  
Phone: (512) 893-6679  
Fax: (512) 893-6679  
Website: [www.dexterityce.com](http://www.dexterityce.com)

Coordinator Information  
Zebulon Lowe  
[zeblowe@corp.openmtg.com](mailto:zeblowe@corp.openmtg.com)

School Code: ED0109

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

**dotloop**

700 W Pete Rose Way #446  
Cincinnati OH 45203

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

Coordinator Information  
Cody Topola  
(216) 212-2339  
[ctopola@dotloop.com](mailto:ctopola@dotloop.com)

School Code: ED0093

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

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

Email: Lee.Smith@Fairwaymc.com  
 Phone: (913) 317-5626  
 Fax: (866) 728-4326  
 Website:

School Code: ED0114

Coordinator Information  
 Lee Smith  
 913-317-5626  
 Lee.Smith@Fairwaymc.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17985	Reverse Mortgage for Purchase (H4P)	3.00	In-person

**Finance of America**

8023 E 63rd Place  
 Ste 700  
 Tulsa OK 74133

Email: cdanish@fareverse.com  
 Phone: (330) 807-8948  
 Fax: () -  
 Website: www.fareverse.com

School Code: ED0125

Coordinator Information  
 Christina Danish  
 cdanish@fareverse.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E20011	Unlock Purchasing Power - In Reverse	3.00	In-person

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

**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, Inc**

PO Box 1  
 Rock Rapids IA 51246

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

School Code: ED0091

Coordinator Information  
 Dena McDonald  
 dena@homewarrantyinc.com

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

**InterNACHI**

1750 30th St  
 Ste 301  
 Boulder CO 80301

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

School Code: ED0088

Coordinator Information  
 Benjamin Gromicko  
 education@internachi.org

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17762	Home Energy Efficiency for Real Estate Professionals	4.00	Distance
E17763	Saving Home Energy for Real Estate Professionals	3.00	Distance

**Kansas Association of Realtors**

3644 SW Burlingame Rd  
 Topeka KS 66611

Email: rmcintyre@kansasrealtor.com  
 Phone: (800) 366-0069  
 Fax: () -  
 Website: www.kansasrealtoreducation.com

Rod McIntyre  
 Coordinator Information  
 Rod McIntyre  
 rmcintyre@kansasrealtor.com

School Code: ED0007

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17019	Negotiation	3.00	In-person
E17184	Salesperson Supervision, RESPA and Common Violati	4.00	In-person
E17185	Common Violations: Identify and Avoid Mistakes	4.00	In-person
E17186	Common Violations	3.00	In-person
E17187	Common Violations: Identify and Avoid Mistakes	4.00	Distance
E17188	Brokerage Management and Common Violations	4.00	In-person
E17189	Procedure Manual and Common Violations	4.00	In-person
E17191	Broker Supervision and Common Violations	4.00	Distance
E17193	Understanding the Residential Structure (GRI 102R)	9.00	In-person
E17194	Legal Environment of Real Estate (part of GRI 103R)	4.00	In-person
E17195	Legal Environment of Real Estate	4.00	Distance
E17196	Contract Law (part of GRI 103R)	4.00	In-person
E17197	NAR Code of Ethics and Kansas RE License Law - RE	4.00	In-person
E17198	Real Estate Investment and Management (GRI 105R)	9.00	In-person
E17205	Legal Consideration for the Real Estate Professional (G	8.00	In-person
E17207	Taxation and the Real Estate Professional (GRI 107E)	6.00	In-person

E17208	Fundamentals of Investment Real Estate	4.00	Distance
E17216	Client Service: A meeting of the Minds (GRI 108)	4.00	In-person
E17217	Contract Law and Formation	4.00	In-person
E17218	Contract Law and Formation	3.00	In-person
E17219	NAR Code of Ethics and the Kansas Real Estate Licens	4.00	In-person
E17223	Smart Business - Smart Money	4.00	In-person
E17224	How to Work with Real Estate Investment - Sellers	4.00	In-person
E17225	Real Estate Investing Made Easy	4.00	In-person
E17226	Price it Right: How to Determine What a Rental Proper	4.00	In-person
E17227	Exchanging Made Easy: How to do a Real Estate Exch	4.00	In-person
E17229	Foundations: How They Work and How to Keep Them	4.00	In-person
E17230	Structural Concepts: Walls and Roofs	4.00	In-person
E17231	Understanding the Energy Envelope: Windows, Doors :	4.00	In-person
E17232	Finishes: Understanding Houses Inside and Out	4.00	In-person
E17234	Doing it Right: Smoothing the Process for Buyer and S	3.00	In-person
E17236	The Code of Ethics: Our Promise of Professionalism	4.00	Distance
E17243	KS Real Estate License Law and NAR Code of Ethics	4.00	Distance
E17504	Supervision & Common Violations	3.00	In-person
E17564	Mastering Real Estate Negotiating	4.00	Distance
E17579	Tax Considerations for Home Owners	4.00	Distance
E17580	Contract Law for Real Estate Professionals	4.00	Distance
E17613	Successful Buyer Client Systems	4.00	In-person
E17622	Successful Seller Client Systems	4.00	Distance
E17623	Real Estate Investing Made Clear	4.00	Distance
E17723	Beneath the Surface: Understanding the Anatomy of a l	6.00	Distance
E17741	Meeting the Needs of Buyers and Sellers	4.00	Distance
E17755	Fair Housing and Beyond	4.00	In-person
E17812	Using RPR to Better Serve Buyers and Sellers with Dat	3.00	In-person
E17829	Salesperson Supervision & Common Violations	4.00	Distance
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
E18135	Broker Supervision & Common Violations	4.00	Virtual
E18136	Legal Environment of Real Estate	4.00	Virtual
E20018	NAR Code of Ethics and KS Real Estate License Law	3.00	Virtual
E20031	Ethics	3.00	Virtual
E20078	Kansas License Law and NAR Code of Ethics	4.00	Virtual
E20124	Contract Law for Real Estate Professionals	3.00	In-person
E20125	From the Ground Up	3.00	In-person
E20126	Everything Including the Kitchen Sink	3.00	In-person
M20049	Kansas Required Core	4.00	Distance
M20112	Kansas Required Core - QS Virtual	4.00	Virtual
M20127	Kansas Required Core - QS Live	3.00	Distance

**Kansas Auctioneers Association**

11345 W Carr Ct  
Wichita KS 67209

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

Cindi Ferguson  
Coordinator Information  
Cindi Siggs  
cindi@kansasauctioneers.com

School Code: ED0066

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
E20081 Auction Verdicts	3.00	Virtual

**Kansas City Regional Association of Realtors**

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

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>
E17260 Radon for the Real Estate Transaction	3.00	In-person
E17261 Real Estate Auctions 101	3.00	In-person
E17262 Selling Foreclosures and REOs	3.00	In-person
E17263 Inspection Insights	3.00	In-person
E17273 Understanding Appraisers	3.00	In-person
E17277 That Doggone Mold	3.00	In-person
E17492 At Home with Diversity	6.00	In-person
E17510 New Home Construction	3.00	In-person
E17531 Renovation Lending	3.00	In-person
E17581 Historic Properties	3.00	In-person
E17601 Brokerage Management and Supervision	3.00	In-person
E17602 KCRAR Resale Contracts	3.00	In-person
E17646 Legislation Affecting Homeownership	3.00	In-person
E17647 Safety Matters	3.00	In-person
E17726 The Hispanic/Latino Market	3.00	In-person
E17744 Real Estate Law: Regulations and Practices	3.00	In-person
E17828 Managing Online Transactions	3.00	In-person
E17915 Fair Housing	3.00	In-person
E17934 Accredited Buyer's Representative Designation Course	9.00	In-person
E17962 Making a Splash with the ICE Strategy: Incredible Clie	3.00	In-person
E17963 Pricing Strategies: Mastering the CMA	6.00	In-person
E17997 Smart Growth	3.00	In-person
E18038 e-PRO Certification Course	9.00	In-person
E18088 Agents and Home Inspections	3.00	In-person
E18093 Code of Ethics: Our Promise of Professionalism	3.00	Distance
E18105 Condos 101	3.00	In-person
E18107 The Commercial Experience	9.00	In-person

E20006	At Home with Diversity Certification	6.00	Distance
E20076	Behave Yourself: Code of Ethics	3.00	In-person
E20096	The Commercial Experience	9.00	Virtual
E20101	Behave Yourself: The Code of Ethics (ZOOM)	3.00	Virtual
E20102	KCRAR Forms	3.00	In-person
E20103	Historic Properties (ZOOM)	3.00	Virtual
E20128	Radon and Real Estate Transactions	3.00	Virtual
E20133	Mortgage and Real Estate Taxation	3.00	In-Person
E20134	Mortgage and Real Estate Taxation	3.00	Distance
M20104	Kansas Required Core	3.00	In-person

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

3566 N Lake Ridge CT  
Wichita KS 67205

School Code: ED0086

Coordinator Information  
Tammy Gonzales  
tamaragonzales@openmtg.com

Email: tammy@mtgfamilymortgage.com  
Phone: (316) 262-7766  
Fax: (866) 265-1046  
Website: www.hecmce.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17748	HECM for Purchase	3.00	In-person
E18138	HECM for Purchase	3.00	Virtual

**Kansas Real Estate Commission**

700 SW Jackson St  
Suite 404  
Topeka KS 66603

School Code: ED0037

Coordinator Information

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

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

**KSU Agricultural Economics Extension**

342 Waters Hall  
Manhattan KS 66506

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

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

**KSU Engineering Extension**

2323 Anderson Ave  
 Ste 300  
 Manhattan KS 66502

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

Brian Hanson

School Code: ED0011

Coordinator Information  
 Brian Hanson  
 bhanson@ksu.edu

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

**Lowry School of Real Estate**

3003 Royal Court  
 Independence KS 67301

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

Nancy Lowry

School Code: ED0013

Coordinator Information  
 Nancy Lowry  
 nancy@lowryschoolofrealestate.com

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17001	Issues Facing Real Estate Licensees	3.00	In-person
E17288	Broker Management	4.00	In-person
E17289	Broker Management	4.00	Distance
E17290	Broker Management	3.00	In-person
E17291	Broker Management	3.00	Distance
E17292	Introduction to Commercial Real Estate	6.00	In-person
E17293	Introduction to Commercial Real Estate	6.00	Distance
E17294	Introduction to Commercial Real Estate	4.00	In-person
E17295	Introduction to Commercial Real Estate	4.00	Distance
E17296	Listing Presentation	4.00	In-person
E17297	Listing Presentation	4.00	Distance
E17298	Listing Presentation	3.00	In-person
E17299	Listing Presentation	3.00	Distance
E17300	Representing the Buyer Client	4.00	In-person
E17301	Representing the Buyer Client	4.00	Distance
E17302	Representing the Buyer Client	3.00	In-person
E17303	Representing the Buyer Client	3.00	Distance
E17304	Fair Housing	4.00	In-person
E17305	Fair Housing	4.00	Distance
E17306	Fair Housing	3.00	In-person
E17307	Fair Housing	3.00	Distance
E17308	New Home Construction	4.00	In-person
E17309	New Home Construction	4.00	Distance
E17311	New Home Construction	3.00	Distance
E17312	Code of Ethics	4.00	In-person

E17313	Code of Ethics	4.00	Distance
E17314	Code of Ethics	3.00	In-person
E17315	Code of Ethics	3.00	Distance
E17316	Environmental Issues: Mold, Radon and Lead	4.00	In-person
E17317	Environmental Issues: Mold, Radon and Lead	4.00	Distance
E17318	Environmental Issues: Mold, Radon and Lead	3.00	In-person
E17319	Environmental Issues: Mold, Radon and Lead	3.00	Distance
E17320	FHA Financing	4.00	In-person
E17321	Lawsuits	3.00	In-person
E17322	Representation Options	3.00	Distance
E17323	Representation Options	3.00	In-person
E17324	Contract Issues	3.00	In-person
E17325	Negotiating	3.00	In-person
E17655	Contracts & Audits	3.00	In-person
E17659	Contracts & Audits	4.00	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

**Mbition Learn Real Estate**

18500 W Corporate Drive  
Ste 250  
Brookfield WI 53045

School Code: ED0096

**Coordinator Information**

Heather Abrahms  
heather.abrahms@mbitiontolearn.com

Email: realestate@mbitiontolearn.com

Phone: (800) 532-7649

Fax: (770) 919-9979

Website: www.mbitiontolearn.com

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
A17961	Concepts in Appraising Green Residential Buildings	3.00 Distance
E17112	Business Management in a Real Estate Office	6.00 Distance
E17113	Commercial Finance and Investment Analysis	6.00 Distance
E17114	Commercial Leases	6.00 Distance
E17115	Commercial Sales and Exchanges	6.00 Distance
E17116	Principles of Commercial Real Estate	3.00 Distance
E17117	Structuring Ownership in Commercial Real Estate	6.00 Distance
E17118	Pricing Property to Sell	6.00 Distance
E17119	Basic Real Estate Finance	6.00 Distance
E17120	Methods of Residential Finance	6.00 Distance
E17121	Tax Advantages of Home Ownership	6.00 Distance
E17122	Tax Free Exchanges	3.00 Distance
E17123	Ethics in Real Estate	3.00 Distance
E17124	ADA and Fair Housing	3.00 Distance
E17125	Real Estate Math	3.00 Distance
E17126	Federal Law and Commercial Real Estate	3.00 Distance
E17128	Income Capitalization Overview	3.00 Distance
E17129	Sales Comparison Approach	3.00 Distance

E17130	Cost Approach Overview	3.00	Distance
E17131	Green Home Features	3.00	Distance
E17132	Green Home Construction	6.00	Distance
E17836	Technology Trends in Real Estate	3.00	Distance
E17928	Safety First: Crime Prevention and Self Defense for Re	3.00	Distance
E17964	Anti-Discrimination Laws	3.00	Distance
E17965	Ethics: Disclosure and Cooperation	3.00	Distance
E17966	Ethics: Pricing, Offers, and Advertising	3.00	Distance
E17967	Financing Residential Real Estate	6.00	Distance
E17968	Introduction to Brokerage Management	3.00	Distance
E17969	Leading and Communicating Effectively	3.00	Distance
E17970	Listing and Selling HUD Homes	3.00	Distance
E17971	People Management in Real Estate	3.00	Distance
E17972	Minimizing Risk with Effective Practices	3.00	Distance

**McKissock LP**

218 Liberty Street  
Warren PA 16365

School Code: ED0052

**Coordinator Information**

Jackie Vincent  
jackie.vincent@mckissock.com

Email: jackie.vincent@mckissock.com

Phone: (800) 328-2008

Fax: (814) 723-3016

Website: www.mckissock.com

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>
E17527	A New Look at Contract Law	3.00 Distance
E17571	How to Work with RE Investors-Part 1	3.00 Distance
E17572	How to Work with RE Investors-Part 2	3.00 Distance
E17595	The End of the Paper Trail:How to Conduct Paperless 1	3.00 Distance
E17653	Know the Code: Your Guide to the Code of Ethics	3.00 Distance
E17708	Real Estate Investing: Beyond the Basics	3.00 Distance
E17709	Using Retirement Assets to Purchase Real Estate	3.00 Distance
E17711	Millennials are Changing Real Estate: Are You Ready?	3.00 Distance
E17713	Americans with Disabilities Act ADA	3.00 Distance
E17715	Uncovering the Facts About Mortgage Financing	3.00 Distance
E17729	Real Estate Safety: Protect Yourself and Your Client	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
E17830	Policy Issues Facing Brokerages Today	3.00 Distance
E17832	The Doctor is In: Diagnosing Your Risk Management	3.00 Distance
E17874	Online Correspondence: Americans with Disabilities A	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
E17958	Drama and the Code of Ethics	3.00 Distance
E17959	Online Correspondence: Drama and the Code of Ethics	3.00 Distance
E17988	Educating Homebuyers	3.00 Distance
E17989	Real Estate Taxes	3.00 Distance
E18059	Managing Online Transactions (Demonstrated with Do	3.00 Distance

E20032	Commercial Real Estate 101	3.00	Distance
E20033	NAR: May the Code Be With You	3.00	Distance
E20034	JMan's Tech Tools	3.00	Distance
E20042	Ethics in the Age of Disruption	3.00	Distance
E20090	Performing Quality BPOs	4.00	Distance
E20091	Taking the Distress Out of Distressed Properties	3.00	Distance
E20093	Helping Clients Understand Real Estate Financing	3.00	Distance
E20110	Online Correspondence: Ethics in the Age of Disruption	3.00	Distance
E20111	Online Correspondence: NAR, May the Code Be With	3.00	Distance
M20057	Kansas Required Core	3.00	Distance

**Paul Davis Restoration, Inc.**

7251 Salisbury Road  
Suite 6  
Jacksonville FL 32258

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

School Code: ED0127

Coordinator Information  
Julie Peck  
[Julie.Peck@Pauldavis.com](mailto:Julie.Peck@Pauldavis.com)

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E20023	Before the Disaster	3.00	In-person
E20024	After 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: [pinnacleschool@gmail.com](mailto:pinnacleschool@gmail.com)  
Phone: (785) 714-0764  
Fax: () -  
Website:

School Code: ED0108

Coordinator Information  
Phyllis Ross  
[pinnacleschool@gmail.com](mailto:pinnacleschool@gmail.com)

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



**Preferred Systems, Inc.**

3504 State Street  
Erie PA 16508

School Code: ED0094

Coordinator Information  
Joseph Lewandowski  
joe@preferrededucation.com

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

<u>Course Offerings</u>	<u>Hours</u>	<u>Location</u>	
E17805	Avoiding the Aggravations of Home Inspections	3.00	In-person
E17806	Managing the Home Inspection	3.00	In-person
E17807	Radon and Real Estate Transactions	3.00	In-person
E17808	Kitchen and Bath Appliances: What Real Estate Agents	3.00	In-person
E17809	Residential Structural Inspections: For Real Estate Age	3.00	In-person
E18043	Luxury Listings	3.00	In-person
E18056	50 Homestaging Tips by the Book	3.00	In-person
E18095	The Basics of Heating Systems: For Real Estate Agents	3.00	In-person
E18096	Going Green: For Real Estate Agents	3.00	In-person
E18097	Lead Safety: What Real Estate Agents Need to Know	3.00	In-person
E18098	Mold: What You Need to Know About Mold & How to	3.00	In-person
E18099	Understanding Residential Electrical Inspections	3.00	In-person
E20082	Avoiding the Aggravations of Home Inspections	3.00	Virtual
E20083	Grow Houses	3.00	Virtual
E20084	Grow Houses	3.00	In-person
E20085	Managing the Home Inspection	3.00	Virtual

**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>	
E17677	Land Investment Analysis	9.00	In-person
E17782	Real Estate Mapping Technologies & Techniques	8.00	In-person
E17792	Land 101 - Fundamentals of Land Brokerage	9.00	In-person
E17794	Site Selection	9.00	In-person
E18025	Drones in Real Estate	3.00	In-person

**Realty School of Kansas**

3241 E Douglas  
Wichita KS 67218

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

Larry Rickard

Coordinator Information

Larry Rickard  
ldr685@cox.net

School Code: ED0021

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

**ReeceNichols Training**

11601 Granada  
Leawood KS 66211

Email: Training@reecenichols.com  
Phone: (913) 266-5635  
Fax: (913) 981-6897  
Website: www.training.reeceandnichols.com

Missy Greene

Coordinator Information

Missy Greene  
9132665571  
Training@ReeceNichols.com

School Code: ED0035

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17389	Introduction to New Homes I	3.00	In-person
E17395	Sold! The Revised Resale Contract of KCRAR	3.00	In-person
E17397	Agents and Home Inspections	3.00	In-person
E17399	Keeping it Legal	3.00	In-person
E17401	Negotiate This!	3.00	In-person
E17406	Successfully Selling HUD Homes	3.00	In-person
E17768	Safety and Defense	3.00	In-person
E17769	House Construction as a Selling Tool	9.00	In-person
E17772	Certified New Home Sales Professional (CSP)	9.00	In-person
E17803	Design/Build Solutions for Aging & Accessibility (CAI)	6.00	In-person
E17804	Marketing & Communication Strategies for Aging & A	6.00	In-person
E17870	Practically Legal	3.00	In-person
E18004	CRS Converting Leads Into Closings	8.00	In-person
E18062	Advocating for Short Sale Clients	3.00	Distance
E18063	Affordable Housing: Solutions for Homes and Financin	3.00	Distance
E18064	Assistance Animals and Fair Housing	3.00	Distance
E18065	Code of Ethics: Good for Your Clients and Your Busin	3.00	Distance
E18066	Code of Ethics in Action: Real Life Applications	3.00	Distance
E18067	Current Issues and Trends in Real Estate	3.00	Distance
E18068	Did You Serve? Identifying Homebuying Advantages f	3.00	Distance
E18069	Diversity: Your Kaleidoscope of Clients	3.00	Distance
E18070	Fundamentals of Commercial Real Estate	3.00	Distance
E18071	Going Green: The Environmental Movement in Real E	3.00	Distance
E18072	Keeping it Honest: Understanding Real Estate and Mor	3.00	Distance

E18073	Marijuana in Real Estate	3.00	Distance
E18074	Marketing, Advertising, and Social Media Compliance	3.00	Distance
E18075	Personal Safety	3.00	Distance
E18076	Preparing a Market Analysis - Best Practices	3.00	Distance
E18077	Roadmap to Success: Business Planning for Real Estate	3.00	Distance
E18078	Sex and Real Estate: Sexual Harassment, Sexual Discrimination	3.00	Distance
E18079	Taxes and Real Estate: What You Need to Know	3.00	Distance
E18080	Technology Tools, Trends, and Risk Management	3.00	Distance
E18081	Working with Real Estate Investors: Understanding Investors	3.00	Distance
E18123	Negotiate This!	3.00	Virtual
E18130	Successfully Selling HUD Homes	3.00	Virtual
E18131	Federal Fair Housing	3.00	Virtual
E18132	Agents and Home Inspections	3.00	Virtual
E18133	SOLD! The Revised Resale Contract of KCRAR	3.00	Virtual
E18144	Practically Legal	3.00	Virtual
E20105	Cyber Crime and Human Behavior	3.00	Virtual
E20106	Fair Housing and Pursuing the American Dream	3.00	Virtual
E20137	Code of Ethics	3.00	In-Person
E20138	Code of Ethics	3.00	Virtual
M20051	Kansas Required Core	3.00	Distance

**REMI School of Real Estate LLC (Digital Learning)**

9830 Mayland Drive  
Ste C  
Henrico VA 23233

Email: [jc@remiteam.com](mailto:jc@remiteam.com)  
Phone: (808) 230-8200  
Fax: () -  
Website: [remiteam.com](http://remiteam.com)

Jean or David Catanzaro  
Coordinator Information  
Jean or David Catanzaro  
808-230-8200  
[jc@remiteam.com](mailto: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
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
M20107	Kansas Required Core	3.00 Distance

**Renovation Lending School**

15835 Switzer Rd  
Overland Park KS 66221

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

Troy Fairchild  
Coordinator Information  
Troy Fairchild  
troy@renosmadeeasy.com

School Code: ED0087

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

**Residential Real Estate Council**

430 N Michigan Ave  
Ste 300  
Chicago IL 60611

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

Coordinator Information  
Regina Harvey  
rharvey@crs.com

School Code: ED0064

<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
E17668	CRS 200 Business Planning and Marketing for Residen	9.00	In-person
E17669	CRS 201 Listing Strategies for the Residential Speciali	9.00	In-person
E17670	CRS 202 Effective Buyer Sales Strategies	9.00	In-person
E17671	CRS 204 Buying and Selling Income Properties	9.00	In-person
E17672	CRS 205 Financing Solutions to Close the Deal	9.00	In-person
E17673	CRS 206 Technologies to Advance Your Business	9.00	In-person
E17674	CRS 210 Building an Exceptional Customer Service Re	9.00	In-person
E17745	CRS 123 Mastering Relevant, Consumer-Focused Marl	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
E17943	Power Up On Smart Home Technologies - RS 134	8.00	In-person
E17944	Tax Strategies for the Real Estate Professional RS - 136	8.00	In-person
E18008	RS 183 - Silver Bullet Solutions: Helping Buyers Buy a	8.00	In-person
E18109	Generational Marketing: Innovative Strategies Across /	8.00	In-person
E18111	Power Up on Smart Home Technology	8.00	Virtual
E18112	Generational Marketing: Innovative Strategies Across /	8.00	Virtual
E20038	Digital Marketing: Establishing A Social Media Brand	3.00	In-person

**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>
E17428 ABC's & 123's of the Purchase Contract	3.00	In-person
E17436 Boomers and Beyond: Working with an Aging Populati	3.00	In-person
E17515 Military Relocation Professional	6.00	In-person
E17615 Financial Roundtable	3.00	In-person
E17684 Pricing Strategies: Mastering the CMA	6.00	In-person
E17698 Commercial Code of Ethics	3.00	In-person
E17753 Agency Toolbox Essentials	3.00	In-person
E17759 Health & Fitness of Your Business: Prospecting for the	3.00	In-person
E17760 Mechanics of a Mechanical Inspection	3.00	In-person
E17761 Detours & Dead Ends: Navigating Your Way to a Succ	3.00	In-person
E17764 REALTOR CSI: Code of Ethics	3.00	In-person
E17778 Real Estate Negotiation Expert	9.00	In-person
E17779 Senior Real Estate Specialist	9.00	In-person
E17790 Making the Grade: Advanced Contracts Course	3.00	In-person
E17791 Buyers Aren't Liars: Focusing on a Consumer Driven E	3.00	In-person
E17798 Real Estate Investing: Build Wealth Representing Inves	6.00	In-person
E17799 Getting to the Why: Strategic Negotiations	3.00	In-person
E17833 Accredited Buyer's Representative	9.00	In-person
E17834 Millenials Are People Too	3.00	In-person
E17840 Auction 101: Going Once...Going Twice...	3.00	In-person
E17855 Inside Edition: The Reverse Mortgage & Celebrities	3.00	In-person
E17960 Financeopoly: Real Estate Finance Basics	3.00	In-person
E18005 REALTOR Court -You've Been Summoned	3.00	In-person
E18009 Leadership - Work Smarter, Not Harder	3.00	In-person
E18028 What Would You Do? Code of Ethics	3.00	In-person
E18042 e-PRO	9.00	In-person
E18091 Designing and Sustaining Successful Teams	6.00	In-person
E18124 What Would You Do? Code of Ethics	3.00	Virtual
E18125 REALTOR Court - You've Been Summoned	3.00	Virtual
E18126 Work Smarter, Not Harder	3.00	Virtual
E18127 Financeopoly: Real Estate Finance Basics	3.00	Virtual
E18128 Making the Grade: Advanced Contracts Course	3.00	Virtual
E18145 Detours & Dead Ends: Navigating Your Way to a Succ	3.00	Virtual
E18146 Nailing It All Together: Bringing the Nuts & Bolts Tog	3.00	In-person
E18147 Health & Fitness of Your Business: Prospecting for the	3.00	Virtual
E18152 Safety Matters: Safe Business = Smart Business	3.00	In-person
E20010 Methods of Effective Marketing	6.00	In-person

E20014	Building the Dream: Creating the Foundations and Inte	3.00	In-person
E20041	ABCs and 123s of the Purchase Contract	3.00	Virtual
E20053	Auction 101: Going Once...Going Twice...	3.00	Virtual
E20054	Mechanics of the Mechanical Inspection	3.00	Virtual
E20089	Inside Edition: The Reverse Mortgage & Celebrities	3.00	Virtual
E20097	Shifting Gearing: Transforming Your Listing Knowled;	3.00	Virtual
E20098	Shifting Gearing: Transforming Your Listing Knowled;	3.00	In-person
E20123	Nailing It All Together: Brining the Nuts & Bolts to the	3.00	Virtual
E20130	Seller Representative Specialist	9.00	In-Person
E20131	Short Sales and Foreclosure Alternatives	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

**Salina Community Relations**

300 W Ash  
Salina KS 67401

School Code: ED0122

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

Email: evelyn.nelson@salina.org  
Phone: (785) 309-5745  
Fax: () -  
Website: <http://salina-ks.gov/communityrelations>

**Course Offerings**

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

**Sirmon Training and Consulting Group, LLC**

292 E Ridge Dr  
Boone NC 28607

School Code: ED0110

Coordinator Information  
Jason Sirmon  
jason@jasonsirmon.com

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

**Course Offerings**

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

**The CE Shop, LLC**

5670 Greenwood Plaza Blvd  
Ste 420  
Greenwood Village CO 80111

Rebecca Piltingsrud

School Code: ED0048

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

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

**Course Offerings**

		<b><u>Hours</u></b>	<b><u>Location</u></b>
E17018	Advocating for Short Sale Clients	3.00	Distance
E17137	Diversity: Your Kaleidoscope of Clients	3.00	Distance
E17140	Keeping it Honest: Understanding RE and Mortgage Fr	3.00	Distance
E17141	Title and Escrow: Two Families, One Transaction	3.00	Distance

E17148	Going Green: The Environmental Movement in Real Estate	3.00	Distance
E17149	Roadmap to Success: Business Planning for Real Estate	3.00	Distance
E17154	Seniors Real Estate Specialist (SRES) designation course	9.00	Distance
E17157	At Home with Diversity	6.00	Distance
E17158	Real Estate Marketing Reboot: Innovate>Relate>Differentiate	6.00	Distance
E17160	Generation Buy	6.00	Distance
E17584	Did You Serve - Identifying Homebuying Advantages	3.00	Distance
E17585	Code of Ethics: Good for Your Clients & Your Business	3.00	Distance
E17586	Military Relocation Professional Certification	6.00	Distance
E17590	Leadership Safari: Brokerage to Next Level	3.00	Distance
E17599	Discovering Commercial Real Estate	3.00	Distance
E17604	Short Sales & Foreclosures: What Pros Need to Know	6.00	Distance
E17605	New Home Construction & Buyer Rep: Pros, Product, Process	6.00	Distance
E17606	Resort & Second-Home Specialist (RSPS) Certification	6.00	Distance
E17608	Seller Representative Specialist (SRS) Designation Course	9.00	Distance
E17614	Personal Safety	3.00	Distance
E17663	REALTOR Code of Ethics Training	3.00	Distance
E17704	Pricing Strategies: Mastering the CMA	6.00	Distance
E17705	Real Estate Safety Matters: Safe Business=Smart Business	3.00	Distance
E17773	Marketing, Advertising, and Social Media Compliance	3.00	Distance
E17774	Green Day 1: Resource-Efficient Homes: Retrofits, Renos	6.00	Distance
E17775	Green Day 2: Representing Buyers and Sellers of Reso	6.00	Distance
E17796	Code of Ethics in Action: Real-Life Applications	3.00	Distance
E17800	Marijuana in Real Estate	3.00	Distance
E17801	Working with Real Estate Investors: Understanding Inv	3.00	Distance
E17864	Generating Buyer and Seller Leads	6.00	Distance
E17865	Preparing a Market Analysis	3.00	Distance
E17869	The Fundamentals of Commercial Real Estate	3.00	Distance
E17931	Real Estate Investing: Build Wealth Representing Investo	6.00	Distance
E17932	Technology Tools, Trends, and Risk Management	3.00	Distance
E17935	Accredited Buyer's Representative Designation Course	9.00	Distance
E17975	Current Issues and Trends in Real Estate	3.00	Distance
E18011	Affordable Housing: Solutions for Homes and Financin	3.00	Distance
E18012	Assistance Animals and Fair Housing	4.00	Distance
E18013	Sex and Real Estate: Sexual Harassment, Sexual Discrimi	3.00	Distance
E18014	Taxes and Real Estate: What You Need To Know	3.00	Distance
E18048	Ethics at Work	3.00	Distance
E18050	e-PRO Certification	9.00	Distance
E18055	Hot Topics in Real Estate	3.00	Distance
E18140	Accredited Buyer's Representative Designation	12.00	Distance
E18141	Corporate Relocation: The Next Move	6.00	Distance
E18142	Document Excellence for Smoother Transactions	3.00	Distance
E18143	Property Inspection Issues	3.00	Distance
E18148	Section 1031 - Tax Deferred Exchanges	3.00	Distance
E20005	Buyers by Generation	6.00	Distance
E20035	At Home with Diversity	6.00	Distance

E20036	First Time Home Buyers: A Niche to Grow On	3.00	Distance
E20037	Serving the Unique Needs of the Senior Market	3.00	Distance
E20094	Current Issues: Cooperation, Negotiation, iBuyers, and	3.00	Virtual
M20030	Kansas Required Core: Staying in Step with KREC	3.00	Distance

**TheVAloan.org**

16803 N Swirling Cloud CT  
Cypress TX 77433

School Code: ED0124

Coordinator Information  
David Smith  
davidsmith@mutualmortgage.com

Email: davidsmith@mutualmortgage.com  
Phone: (281) 745-0147  
Fax: () -  
Website: www.thevaloan.org

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E20007	The VA Mortgage for Real Estate Professionals	3.00	In-person

**Training Cove**

14301 N 87th  
Ste 106  
Scottsdale AZ 85260

Steven Jordan  
Coordinator Information  
Steven Jordan  
steve@trainingcove.com

School Code: ED0084

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

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

**TRAINING PARTNERS**

6850 College Blvd  
Overland Park KS 66211

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

School Code: ED0061

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

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E18027	Military Residential Specialist	8.00	In-person



**University of Missouri- Kansas City**

5100 Rockhill Road  
 Kansas City MO 64110

School Code: ED0104

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

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

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E20086	2021 UMKC Real Estate Symposium - Part 1	3.00	Virtual
E20095	2021 UMKC Real Estate Symposium - Part 2	3.00	Virtual

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

12222 Merit Dr  
 Ste 500  
 Dallas TX 75251

School Code: ED0062

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

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

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17643	Building Green	3.00	Distance
E17644	Doing the Right Thing-The Code	3.00	Distance
E17645	Personal Safety	3.00	Distance
E17664	Avoiding Common Mistakes	3.00	Distance
E17728	Kansas Required Core	3.00	Distance
E17737	Floods and other Natural Hazards	3.00	Distance
E17824	Fair Housing for the Real Estate Industry	3.00	Distance
E17825	Managing Conflicts with Tenants, Clients, and Employ	3.00	Distance
E17826	The Millennials are Changing Real Estate!	3.00	Distance
E17827	Tiny Homes and Other Alternative Properties	3.00	Distance
E20009	Cybersecurity Best Practices for Real Estate Profession	3.00	Distance
E20040	Who Represents Whom? Agency Uncloaked	3.00	Distance
M20003	Kansas Required Core	3.00	Distance

**Western Specialty Contractors**

7401 Alabama Ave  
 St. Louis MO 63122

School Code: ED0095

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

Email: [debra@wabahome.com](mailto:debra@wabahome.com)  
Phone: (316) 265-4226  
Fax:  
Website:

Wesley E. Galyon  
Coordinator Information  
Debra Moore  
[debra@wabahome.com](mailto:debra@wabahome.com)

School Code: ED0025

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17438	Certified New Home Sales Professional	9.00	In-person
E17439	IRM IV - New Home Sales Management/Strategies/Træ	9.00	In-person
E17440	Advanced CSP I	9.00	In-person
E17441	The Main Event(s) - Knock Out New Home Marketing	4.00	In-person
E17442	The Answer to the Question Is... Now!	4.00	In-person
E17443	10 Point Game Plan for Achieving Business Success in	4.00	In-person
E17444	Closing the Sale	4.00	In-person
E17445	Creative Marketing vs Selling	4.00	In-person
E17446	25 Tough Market Home Selling Secrets	4.00	In-person
E17447	Creating Urgency in a Non-Urgent Housing Market	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
E17450	Low Cost Marketing Strategies	6.00	In-person
E17577	Selling the Newly Constructed Home	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](mailto:realestate@wichita.edu)  
Phone: (316) 978-7163  
Fax: (316) 978-3263  
Website:

Dr. Stanley Longhofer  
Coordinator Information  
Dr. Stanley Longhofer  
[realestate@wichita.edu](mailto:realestate@wichita.edu)

School Code: ED0026

<u>Course Offerings</u>		<u>Hours</u>	<u>Location</u>
E17777	Land Development Due Diligence	3.00	In-person
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 Comr	3.00	In-person
E17982	Increasing Value for Consumers through Legitimacy ar	3.00	In-person