



**Matthew G. Bevin**  
Governor

**K. Gail Russell, Secretary**  
Public Protection Cabinet

**H.E. Corder II, Executive Director**  
Kentucky Real Estate Authority

**Kentucky Real Estate Authority**  
656 Chamberlin Avenue, Suite B  
Frankfort, Kentucky 40601  
Telephone: (502) 564-7760  
Fax: (502) 564-3969

**VOTING COMMISSIONERS**  
Lois Ann Disponett, Chair  
Billy Joe Beckham, Smiths Grove  
Shirley W. Wiseman, Lexington  
Joseph Hayden, Louisville  
Steve K. Cline, Bowling Green

**NON-VOTING COMMISSIONERS**  
Tom Waldrop, Mayfield

## **KENTUCKY REAL ESTATE COMMISSION**

### **MEETING MINUTES**

**March 21, 2019**

#### **Commission Members Present**

Commissioner Chair, Lois Ann Disponett  
Commissioner Steve Cline  
Commissioner Joseph Hayden  
Commissioner Shirley Wiseman  
Commissioner Tom Waldrop

#### **Commission Members Non- Present**

Commissioner Billy Beckham

#### **KREA Staff**

H.E. Corder II, Executive Director  
Heather Becker, General Counsel  
Alex Gaddis, Deputy General Counsel  
Maryellen Mullikin, Administrative Coordinator  
Hannah Carlin, KREC Licensing Coordinator  
Michael Spann, Investigator  
Shannon Buzard, Board Administrator

#### **Guests Present**

Rip Philips, KY Realtors  
Steve Stevens, KY Realtors  
Nichole Knudtson, KY Realtors  
Richard Wilson, KY Realtors  
Angie Cline, KY RRC  
Indira Almaguer, CDC  
Joyce Sterling, CDC

Rhonda Richardson, HomeService KY, Inc  
Dennis Stilger, GLAR  
Lauren Campbell, KW  
Charles Hinkley, KYR  
Rene Rogers, C.ReneRogers PLLC  
Virginia Lawson, McBrayer  
George Williamson, Williamson Comm. Corp

### **Call to Order and Guest Welcome**

The Kentucky Real Estate Commission meeting was called to order by Commission Chair, Lois Ann Disponett, at 11:09 on Thursday, March 21, 2019. Guests in attendance were welcomed and introductions of guests, staff, and commissioners were made. Roll call was taken and a quorum was present.

### **Approval of Meeting Minutes**

Commissioner Hayden made a motion to approve the February 15, 2019 Special Commission Meeting Minutes. Commissioner Wiseman seconded the motion. All were in favor and the motion carried.

Commissioner Hayden made a motion to approve the February 21, 2019 Special Commission Meeting Minutes. Commissioner Wiseman seconded the motion. All were in favor and the motion carried.

### **Education and Licensing Report**

March 2019 Continuing Education Courses were reviewed and recommended for approval by Hannah Carlin. Commissioner Hayden made a motion to approve the “attached list of courses.” Commissioner Wiseman seconded the motion. All were in favor and the motion carried.

An additional retroactive course approval for the RASK provider was recommended for review and possible approval by Ms. Carlin. She noted while this course missed the February deadline for approval, it was an important one time course dated March 8 that included an inspirational national speaker and author, Toni Rubleski and 43 Real Estate Licensee’s in attendance. Commissioner Cline recused from actions for this course approval. Commissioner Hayden made a motion to approve the retroactive course for RASK. Commissioner Wiseman seconded the motion. All were in favor and the motion carried.

March 2019 Broker Education “attached list of courses” were presented by Ms. Carlin with the recommendation that these courses be reviewed further based on the possible current statutory changes to KRS 324.046. Ms. Carlin stated she will continue to research and outline NAR guidelines for the Commission. No action was taken, and the courses were deferred.

Ms. Carlin presented two PLE extension requests to the Commission to grant or deny. Commissioner Wiseman made a motion to grant the PLE extension of licensee #222466. Commissioner Hayden seconded. All were in favor and the motion carried. Commissioner Cline made a motion to deny the PLE extension request of licensee #222576. Commissioner Hayden seconded. All were in favor and the motion carried.

Commissioner Hayden made a motion to approve one March 2019 Instructor Kristy Gooch. Commissioner Wiseman seconded. All were in favor and the motion carried.

### **Applicant Review Committee**

The Applicant Review Committee made the following recommendations to the full Commission:

- Applicant Natalie Irwin, issue a license
- Applicant Zachary Mullikin, retain the application in pending status
- Patrick Hemmerle, already licensed, was presented for document review consistent with Agreed Order. There being no issues, no action was taken.
- David Stoppleworth, already licensed, was presented for document review consistent with Agreed Order. There being no issues, no action was taken

Commissioner Wiseman made motion to approve these actions. Commissioner Hayden seconded the motion. All were in favor and the motion carried.

### **Complaint Review Committee**

The Complaint Committee reported the following recommendations to the full Commission:

In the matter of

- 17-0024, Order further investigation
- 17-0026, Dismiss
- 18-C-19, Send for Response
- 18-C-20, Dismiss
- 18-C-22, Send for response
- 18-C-28, Dismiss
- 18-C-30, Dismiss
- 18-C-32, Dismiss
- 18-C-33, Order to administrative hearing, seek revocation or agreed order revocation.
- 18-C-34, Dismiss, untimely filed
- 18-C-51, Dismiss
- 18-C-68, Dismiss
- 18-C-70, Dismiss
- 18-C-71, Dismiss
- Email, Dismiss/No action

Commission Cline noted to Commission multiple cases were dismissed due the consumer filing the complaint untimely. Commission Hayden noted an increase of dual agents involved in multiple complaints and urged the Commission to work on improvements through future legislation. Director Corder was in agreement with making consumer protection a priority with this issue.

Commissioner Hayden made a motion to the full Commission to accept the committee recommendations. Commissioner Wiseman seconded the motion. All were in favor for quorum and the motion carried.

### **Legal Report**

Commissioner Hayden offered a briefing regarding the Regulatory Review Committees, stating that there has been positive changes and progress to future real estate regulation due to the participation of the public and work of the committee's.

General Counsel Becker recapped statutory changes of HB 436, which was expected to be passed by the Kentucky Legislature and signed by Governor Bevin, with an expected effective date at the end of June 2019. HB 436 will affect the license renewal cycle, education requirements, and licensing fees. It will also increase size of the Commission, and change the length of allowable time for complaints. Sections 1, 2, and 4 will not go into effect until January 2020.

Commission Disponett expressed gratitude to all involved with and who volunteered time to participate with the changes of HB 436.

General Counsel Becker then continued recapping efforts of current Regulatory Review Committees outlining continued committee dates with the goal to schedule a Special Commission

in April to finalize the proposed regulations recommended by the committees. The Commission reviewed the draft advertising regulation regarding personal property, teams, alternate or assumed names, content requirements and accepted public comments regarding changes in the proposed draft. A new definition for company was added in 201 KAR 11:105 – Advertising and 201 KAR 11:011 – Definitions.

Deputy General Counsel Gaddis and General Counsel Becker addressed to the Commission three emails seeking clarification regarding issue of principle broker affiliations, managing broker affiliations and advertising compliance for clear recommendations to the licensee's.

### **Real Estate Authority Director Comments**

Director Corder stated the Commission has had a successful year as the staff have been proactive regarding licensee education and renewals as well as establishing online services accounts for licensees. Overall, the transactions have been operating more smoothly compared to last year with the transition to the new online services system. He commended staff and Commission on job well done. Director Corder noted the Commission is looking forward to its new transition to the new building, but have monumental tasks ahead with scanning to reduce the paper load of the agency.

### **KREC Chair and Other Comments**

Commissioner Disponett offered special recognition and gratitude to Rip Phillips, Steve Stevens and Richard Wilson for their attendance and participation in commission meetings as well as for their assistance with this year's legislative session.

### **Executive Session Legal Matters and Case Deliberations**

No Executive Session was held in this meeting.

### **Next Committee Meeting**

The next special regulation review committee meetings will be held March 29, April 5 and April 12, 2019 at the Kentucky Real Estate Authority with exception to the meeting of April 5 to be determined.

The next regular meeting of the Kentucky Real Estate Commission will be held April 18, at 11:00 AM at Kentucky Real Estate Authority, 656 Chamberlin Avenue, Suite B Frankfort, Kentucky 40601.

A Special Final Regulation Commission meeting will be held April 25, 9am at Kentucky Real Estate Authority, 656 Chamberlin Avenue, Suite B Frankfort, Kentucky 40601.

### **Approval of Travel & Per Diem**

Commissioner Disponett moved to approve travel and per diem. Commission Cline seconded the motion. With all in favor, motion carried.

### **Meeting Adjournment**

Commissioner Cline made a motion to adjourn the meeting, Commissioner Disponett seconded the motion. All in favor, the meeting was adjourned at 1:56 PM.



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Board of Appraisers  
Board of Auctioneers  
Board of Home Inspectors  
Kentucky Real Estate Commission

### **MEMORANDUM**

DATE: March 13, 2019  
FROM: Hannah Carlin, KREC Education Coordinator  
TO: Kentucky Real Estate Commission  
RE: 2019 Course Approvals

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#### **BACKGROUND**

The attached list of education providers submitted applications for review and approval by the Commission. Commission staff members have reviewed the information submitted, which includes provider, course, and instructor applications. The courses meet the continuing education and post-license education requirements as outlined in 201 KAR Chapter 11. New courses are in bold.

#### **RECOMMENDATION**

Please approve the applications associated with the attached list of providers.

1. 2019 Pre-licensing Courses

**Kentucky REALTOR Institute**

Course Name- Course Number	Instructors	Pre-licensing Hours
Brokerage Management (22637)	Art Reed	48 (broker credit)
Essentials of Real Estate Finance (22636)	Art Reed	48 (broker credit)

2. 2019 Continuing Education Courses

**Hondros College**

Course Name- Course Number	Instructors	CE Hours
Helping Clients Understand Real Estate Finance (22622)	David Batteiger	3 law
NAR: May the Code Be with You (22624)	David Batteiger	3 elective
Property Tax and Mortgage Valuation (22626)	David Batteiger	3 elective
Real Estate Disclosure Issues: Buyer and Seller Obligations (22621)	David Batteiger	3 elective
Social Media Ethics (22623)	David Batteiger	3 elective
Taking the Distress Out of Distressed Properties (22618)	David Batteiger	3 elective
Understanding the Environmental Regulations (22620)	David Batteiger	3 law
What Does it Mean to be Green? (22625)	David Batteiger	3 elective
What's the FHA Appraiser Looking For? (22619)	David Batteiger	3 elective

**Kentucky REALTOR Institute**

Course Name- Course Number	Instructors	CE Hours
Broker Summit (22327)	Bruce Aydt, Megan Ferris, Todd Ferris, Cindy Grissom, Carrie Little, John McCarthy, Jeff Ratanapool, Jason Vaughn, Terry Waggoner	3 elective, 3 law (8 hours of broker credit)

**The CE Shop**

Course Name- Course Number	Instructors	CE Hours
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<b>Taxes and Real Estate: What You Need to Know (22608)</b>	Michael McAllister	3 elective
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3. 2019 Post-licensing Education Courses

**Huff Realty**

<b>Course Name- Course Number</b>	<b>Instructors</b>	<b>PLE Hours</b>
Home Inspections- Pillar to Post (22068)	Terry Yeager	2 elective
Real Estate Investments (22072)	Michael Veneman	2 elective

4. 2019 Continuing Education and Post-licensing Education Courses

**Heart of Kentucky Association of REALTORS**

<b>Course Name- Course Number</b>	<b>Instructors</b>	<b>CE Hours</b>	<b>PLE Hours</b>
KREC Licensee Compliance (22309)	Shirley Carr, Pam Featherstone	3 law	3 licensee compliance

**HomeServices Real Estate Academy**

<b>Course Name- Course Number</b>	<b>Instructors</b>	<b>CE Hours</b>	<b>PLE Hours</b>
Home Inspections- Pillar to Post (21138)	Terry Yeager	2 elective	2 elective
Real Estate Investments (21151)	Michael Veneman	2 elective	2 elective

**Northern Kentucky Association of REALTORS**

<b>Course Name- Course Number</b>	<b>Instructors</b>	<b>CE Hours</b>	<b>PLE Hours</b>
<b>The Basics of Mortgage Lending for REALTORS (22612)</b>	Mary Mader Jones, Tina VanSant	3 elective	3 finance
<b>VA Mortgage and Why It's Important to REALTORS (22611)</b>	Ashok Ghildyal	3 elective	3 finance

**Kentucky REALTOR Institute**

<b>Course Name- Course Number</b>	<b>Instructors</b>	<b>CE Hours</b>	<b>PLE Hours</b>
<b>Liars, Cheaters, and Thieves: Averting Client Catastrophe (22628)</b>	Sandy Huwel	1 elective, 3 law	3 disclosure, 1 elective
<b>Millenials: Challenging the Traditional Real Estate Model (22630)</b>	Sandy Huwel	4 elective	4 elective
<b>The Tiny House (22627)</b>	Sandy Huwel	4 elective	4 elective
<b>The Trump Tax Cut and Jobs Act and Its Effect on Real Estate (22629)</b>	Sandy Huwel	1 elective, 3 law	1 elective, 3 finance

**Residential Real Estate Council**

<b>Course Name- Course Number</b>	<b>Instructors</b>	<b>CE Hours</b>	<b>PLE Hours</b>
7 Things Successful Agents Do Differently: a Proven Business System (22413)	Lee Barrett, Kim Cameron, Gee Dunsten, Chandra Hall, Jackie Leavenworth, Mark Porter, Matthew Rathbun, Rich Sands, Frank Serio, Angela Territo, Pat Zaby	6 elective	6 elective
Building a Team to Grow Your Business (21830)	Lee Barrett, Kim Cameron, Dale Carlton, Gee Dunsten, Mark Given, Chandra Hall, Kim Knapp, Mark Porter, Matthew Rathbun, Mike Selvaggio	6 elective	6 elective
Building an Exceptional Customer Services Referral Business (18089)	Lee Barrett, Gee Dunsten, Mark Given, Chandra Hall, Frank Serio	6 elective	6 elective
Business Planning and Marketing for the Residential Specialist (22466)	Lee Barrett, Dale Carlton, Gee Dunsten, Mark Given, Chandra Hall, James Nellis, Mark Porter, Rich Sands, Pat Zaby	6 elective	6 elective
Buying and Selling Income Properties (22467)	Chris Bird, Dale Carlton, Pat Zaby	6 elective	6 elective
Converting Leads into Closings (21829)	Lee Barrett, Gee Dunsten, Mark Given, Chandra Hall, Kim	6 elective	6 elective

	Knapp, Monica Neubauer, Rich Sands, Mike Selvaggio, Pat Zaby		
Effective Buyer Strategies (22465)	Lee Barrett, Gee Dunsten, Chandra Hall, Jackie Leavenworth, James Nellis, Rich Sands, Mike Selvaggio, Frank Serio	6 elective	6 elective
Financing Solutions to Close the Deal (21834)	Dale Carlton, Pat Zaby	6 elective	6 elective
How Technology Can Ruin Your Real Estate Business (22416)	Alex Camelio, Kim Cameron, Craig Grant, Juanita McDowell, Mark Porter, Pat Zaby	6 elective	6 elective
Listing Strategies for the Residential Specialist (22464)	Lee Barrett, Gee Dunsten, Mark Given, Chandra Hall, Jackie Leavenworth, James Nellis, Rich Sands, Mike Selvaggio, Frank Serio	6 elective	6 elective
Mastering Relevant, Consumer-Focused Marketing (22283)	Kim Cameron, Mark Given, Frank Serio	6 elective	6 elective
Mastering Your Time to Achieve Your Goals (21828)	Mark Given, Chandra Hall, Jackie Leavenworth, Monica Neubauer, Mark Porter, Rich Sands, Mike Selvaggio	6 elective	6 elective
Power Up on Smart Home Techniques (22417)	Matthew Rathbun	6 elective	6 elective
Succeeding in the Luxury Home Market (22415)	Jack Cotton, Gee Dunsten	6 elective	6 elective
Succession Planning: Building, Valuing and Selling Your Business (22414)	Lee Barrett, Mark Given, Chandra Hall	6 elective	6 elective
Tax Strategies for the Real Estate Professional (22419)	Chris Bird, Dale Carlton	6 elective	6 elective
Transforming Difficult Situations Into Profitable Deals (22418)	Lee Barrett, Gee Dunsten, Chandra Hall, Kim Knapp, Monica Neubauer, Rich Sands, Mike Selvaggio	6 elective	6 elective
Top of Mind Techniques to Boost Your Brand (22284)	Lee Barrett, Kim Cameron, Chandra Hall, Kim Knapp,	6 elective	6 elective

	Monica Neubauer, Rich Sands, Mike Selvaggio, Pat Zaby		
Turning New Homes into Ongoing Revenue (22411)	Mike Selvaggio	6 elective	6 elective
Win-Win Negotiation Techniques (18087)	Lee Barrett, Dale Carlton, Gee Dunsten, Mark Given, Chandra Hall, Kim Knapp, Jackie Leavenworth, Monica Neubauer, Rich Sands, Mike Selvaggio, Pat Zaby	6 elective	6 elective
Zero to 60 Home Sales a Year (and Beyond) (22412)	Lee Barrett, Dale Carlton, Gee Dunsten, Chandra Hall, James Nellis, Mark Porter, Matthew Rathbun, Frank Serio, Pat Zaby	6 elective	6 elective

**The CE Shop**

<b>Course Name- Course Number</b>	<b>Instructors</b>	<b>CE Hours</b>	<b>PLE Hours</b>
<b>Affordable Housing: Solutions for Homes and Financing (22610)</b>	Michael McAllister	3 law	3 elective
<b>Assistance Animals and Fair Housing (22635)</b>	Michael McAllister	4 law	1 elective, 3 fair housing
<b>Sex and Real Estate: Sexual Harassment, Sexual Discrimination, and Fair Housing (22608)</b>	Michael McAllister	3 law	3 fair housing



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### **MEMORANDUM**

DATE: March 14, 2019  
FROM: Hannah Carlin, KREC Education Coordinator  
TO: Kentucky Real Estate Commission  
RE: Broker Elective Courses

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#### **BACKGROUND**

KRS 324.046 (1)(a) states an applicant who wishes to obtain a broker's license must complete twenty-one (21) academic credit hours, twelve (12) of which must be in real estate courses. The Commission determines which real estate courses count towards broker curriculum. Traditionally, the list of approved broker curriculum courses has included pre-license courses as well as certain NAR designation courses.

The Commission's education department has recently reviewed NAR's list of courses in hopes of adding more options to the list of approved broker curriculum. As the attached list indicates, most courses vary in length due to the method in which the course is presented as well as the year in which a student completes it.

#### **RECOMMENDATION**

The education department recommends the Commission allow more time for research on this matter to properly assess the number of hours each course should be assigned.

<b>Course Name</b>	<b>Course Length (according to NAR website)</b>
<b>Accredited Buyer's Representative (ABR) Designation Course</b>	12 hours (online)
1031 Tax Deferred Exchange	1 day
Advanced Market Analysis for Commercial Real Estate	Varies based on course method
Advanced Negotiation Workshop	2 days
Advanced Sales Skills	4 hours
Agriculture Land Brokerage and Marketing	2 days
Asset Analysis of Investment Real Estate (ASM605)	3-5 hours
<b>At Home with Diversity</b>	6-8 hours
Before and After Tax Discounted Cash Flow Analysis	Varies based on course method
Budgeting, Cash Flow, and Reporting for Investment Real Estate (FIN 102)	4-6 hours
Building a Business Plan that Gets Results	5 hours
Building a Team to Grow Your Business	1 day
<b>Building an Exceptional Customer Service Referral Business (CRS 210)</b>	2 days
Built-to-Suit Development	Varies based on course method
Business of Your Business: Formula, Financials, Function and Freedom	1 day
<b>Business Planning and Marketing for the Residential Specialist (CRS 200)</b>	2 days
<b>Buying and Selling Income Properties (CRS 204)</b>	2 days
CIPS Asia/Pacific and International Real Estate	6-8 hours
CIPS Europe and International Real Estate	6-8 hours
CIPS Global Real Estate: Local Markets	6-8 hours

CIPS Global Real Estate: Transaction Tools	6-8 hours
CIPS The Americas and International Real Estate	6-8 hours
CIPS The Business of U.S. Real Estate	6-8 hours
Client Negotiations: Unlocking Hearts vs. Locking Horns	2 hours
Commercial Real Estate Negotiations	8 hours
Consolidating a Business and Marketing Strategy	Varies based on course method
Construction and Development	Varies based on course method
Converting Leads into Closings	1 day
Corporate Services Representation	4 hours
CRE Market Trends: The Business Case for Green Buildings	2 hours
Creating a Profitable Real Estate Company	6 hours
Creating Reliable Valuations	Varies based on course method
Creating Value for Your Clients	6-8 hours
Crowdfunding in Commercial Real Estate	2 days
Designing and Sustaining Successful Teams	1 day
Discovering Commercial Real Estate	3 hours
Disposition Analysis for Commercial Real Estate	Varies based on course method
DIY DCF in Excel	2 days
<b>e-Pro Certification Bundle (Day 1 and Day 2)</b>	12 hours
e-Pro Certification Day 1	6 hours
e-Pro Certification Day 2	6 hours
<b>Effective Buyer Strategies (CRS 200)</b>	2 days

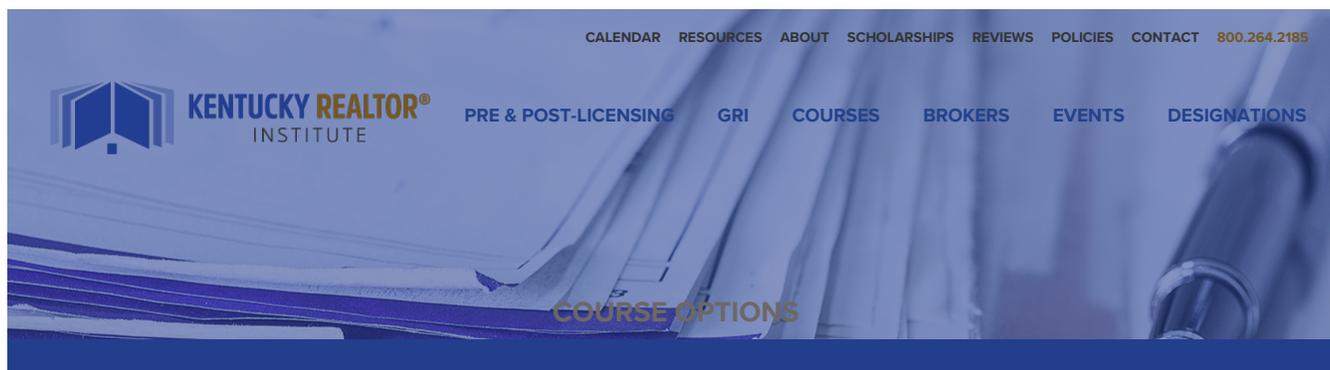
Effective Negotiating for Real Estate Professionals	1 day
Enhance Your Brand and Protect Your Clients with Data Privacy and Security	4 hours
Essential HP 10bll Financial Calculator Skills for Commercial Real Estate	2 hours
Exit Strategies for Real Estate Brokerage Owners	5 hours
Expanding Housing Opportunities	3 hours
Feasibility Analysis for Investment Real Estate (ASM 603)	Varies based on course method
<b>Financial Analysis for Commercial Real Estate (C1 101)</b>	Varies based on course method
Financial Analysis Tools for Commercial Real Estate	Varies based on course method
Financial Modeling for Real Estate Development	2 hours
Financing and Loan Analysis for Investment Real Estate (ASM 603)	3-5 hours
<b>Financing Solutions to Close the Deal (CRS 205)</b>	2 days
Firm Rules—Company Policies to Mitigate Risk	6 hours
Foundations for Success in Commercial Real Estate	2 days
Fundamentals of Real Estate Auctions	Varies based on course method
Fundamentals of Tenant Representation	1 day
Generating Buyer and Seller Leads: Capture, Qualify, Convert	1 day
Generation Buy	6 hours
Green Designation Bundle (Day 1 and Day 2)	12 hours
Green Designation Day 1: The Resource-Efficient Home- Retrofits, Remodels, Renovations, and New Home Construction	6 hours
Green Designation Day 2: Representing Buyers and Sellers of Resource-Efficient Homes	6 hours
Harnessing the Power: Skills Based Performance Management	1 day
High Tech Marketing for Commercial Real Estate	8 hours

Home Sweet (Second) Home: Vacation, Investment, Luxury Properties	6 hours
HR Solutions for Teams: Find, Hire, Compensate, Train, Evaluate, Fire	6 hours
HR Solutions for Today's Real Estate Company	Varies based on course method
Improve Retail Investment Return Using GIS	2 days
Industrial Distribution	2 days
<b>Introduction to Commercial Investment Real Estate (CI Intro)</b>	Varies based on course method
Introduction to Real Estate Investment and Finance	Varies based on course method
<b>Investment Analysis for Commercial Investment Real Estate (CI 104)</b>	Varies based on course method
Keeping It Simple with Low-Cost Online Marketing	6-8 hours
Land 101: Fundamentals of Land Brokerage	12 hours
Land Investment Analysis	3 days
Leadership Excellence	1 day
Leading a Winning Property Management Team (HRS 402)	6-8 hours
<b>Listing Strategies for the Residential Specialist (CRS 201)</b>	2 days
Loan Amortization in Commercial Real Estate	1 day
Making Transactions Happen with Real Estate Gifting	2 days
Managing a Multi-Generational Business	6 hours
Managing Maintenance Operations and Property Risk (MNT 402)	4-6 hours
Managing Your Online Presence	2 hours
<b>Market Analysis for Commercial Real Estate (CI 102)</b>	Varies based on course method
Marketing and Leasing for Retail Properties (MKL 404)	4-6 hours
Marketing and Leasing Strategies for Multifamily Properties (MKL 405)	4-6 hours

Marketing and Leasing Strategies for Office Buildings (MKL 406)	4-6 hours
<b>Military Relocation Professional Core Course</b>	1 day
Navigating the Social Media Maze	2 hours
Negotiation Skills	Varies based on course method
Networking and Referrals: Building Business and Profit	1 day
<b>New-Home Construction and Buyer Representation- Professionals, Product, Process</b>	6 hours
Performance and Valuation of Investments Real Estate (ASM 604)	3-5 hours
Performance Leadership- Coach, Manage and Mentor	5 hours
Position Your Team for Profit	6 hours
Preparing to Negotiate	Varies based on course method
<b>Pricing Strategies: Mastering the CMA Course</b>	6 hours
Putting Technology to Work for Your Clients	6-8 hours
Real Estate Applications of Time Value of Money Concepts	Varies based on course method
Real Estate Financial Analysis Using Excel	5 days
Real Estate Investing: Build Wealth Representing Investors and Becoming One Yourself	1 day
Real Estate Land Development	2 days
Real Estate Mapping Technologies and Techniques	Varies based on course method
Real Estate Marketing Reboot: Innovate > Relate > Differentiate	6 hours
<b>Real Estate Negotiation Expert (RENE) Certification Course</b>	12 hours
Real Estate Risk Analysis	2 days
Real Estate Safety Matters: Safe Business = Smart Business	3 hours
Real Estate Site Selection	Varies based on course method

Recreational Land Real Estate	Varies based on course method
Recruiting for Success: Creating a Vibrant Real Estate Organization	6 hours
Residential Real Estate Financial Analysis	Varies based on course method
RPR: Real-Time Data, Market Knowledge, Informed Consumers	3 hours
<b>Seller Representative Specialist (SRS) Designation Course</b>	12 hours
<b>Seniors Real Estate Specialist (SRES) Designation Course</b>	12 hours
<b>Short Sale and Foreclosure Resource (SFR)</b>	6 hours
Show Me the Money- Compensation Planning	6 hours
Splitting Profits in Commercial Real Estate	1.5 hours
Subdivision Land Development	16 hours
Success Strategies for Business Development in Real Estate	Varies based on course method
<b>Successful Relocation Representation</b>	6 hours
Tax Deferred 1031 Exchanges	2 days
Team Leadership for Maximum Performance	1 day
Technologies to Advance Your Business (CRS 206)	2 days
Tenant & Landlord Representation	Varies based on course method
Timberland Real Estate	2 days
Transitional Land Real Estate Transactions	2 days
Understanding the Lease Agreement	Varies based on course method
User Cost of Occupancy Analysis	Varies based on course method
<b>User Decision Analysis for Commercial Real Estate (CI 103)</b>	Varies based on course method
Variations, Manipulations, and Extensions of the IRR	3 days

Video Marketing to Enhance Your Business	2 hours
Win-Win Negotiation Techniques	1 day



**COURSE APPROVED:**

Some of the 48 hour Pre-license courses accepted when approved by KREC and given by an approved provider:

- Brokerage Management (must have been completed on or after 9/2000)
- Real Estate Principles
- Real Estate Law
- Real Estate Marketing
- Property Management
- Real Estate Finance
- Real Estate Investment
- Construction and Blue Prints
- Land Planning and Zoning
- Contracts 1 (Law School only)
- Property 1 & 2 (Law School only)
- Appraisal Course - The course must be approved by the KREC for an applicant to receive credit. Approval from the Appraiser's Board is not sufficient. (Applicants can have no more than ½ their required real estate hours in appraisal.) Providers approved for Appraisal courses include: A-Pass Weikel, Wilson Education Group and Appraisal Institute. (We only accept the AI courses with 30 or more hours.)
- Auctioneering (Approved A-Pass Weikel Elective credit only.)
- Home Inspection (Approved A-Pass Weikel Elective credit only.)

Want to schedule a call or in person meeting?

kri@kyrealtors.com

859.263.7377

800.264.2185 (Toll-free)

859.263.7565 (Fax)



**COURSE LIST & REGISTRATION >**

**DESIGNATION COURSES ACCEPTED TOWARD BROKER EDUCATION REQUIREMENTS:**

**GRI**

<a href="#">GRI 100 Ethics and the Law</a> (Kentucky REALTOR® Institute)	<b>8 hours</b>
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<a href="#">GRI 200 Risk Reduction</a> (Kentucky REALTOR® Institute)	8 hours
<a href="#">GRI 300 Competitive Market Analysis</a> (Kentucky REALTOR® Institute)	8 hours
<a href="#">GRI 500 Contracts</a> (Kentucky Realtor Institute)	8 hours
<a href="#">GRI 600 Business Systems &amp; Technology</a> (Kentucky REALTOR® Institute)	8 hours
GRI Advanced Series:Marketing w/Craig Grant (Kentucky REALTOR® Institute)	8 hours
<a href="#">At Home with Diversity</a>	8 hours
Advanced Marketing	8 hours
Sales Contracts	8 hours
RE Investments Made Easy	8 hours
<a href="#">Military Relocation Professional Certification</a>	7 hours
GRI 1 – Professionalism in Real Estate	16 hours
GRI 2 – Smart Marketing	16 hours
GRI 3 – Financing the Successful Trans	16 hours
GRI 4 – From Offer to Contract to Close	16 hours

GRI 5 – Systems for Success	16 hours
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GRI 300 Marketing w/Mike Gooch (Kentucky REALTOR® Institute)	8 hours
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GRI 300 Marketing w/Craig Grant (Kentucky REALTOR® Institute)	8 hours
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**ABR (ACCEPTED SINCE MARCH OF 2004)**

<a href="#">ABR Designation Course</a>	16 hours
ABRM Designation Course	8 hours
Successful Buyer Representation in New Home Sales	6 hours
Innovative Marketing Techniques for Buyer's Representatives	6 hours
<a href="#">Successful Relocation Representation</a>	6 hours

**CRS**

CRS 200 - Business Planning and Marketing	16 hours
CRS 201 – Listing Strategies for the Residential Specialist	16 hours
CRS 202 – Effective Buyer Sales Strategies	16 hours
CRS 204 – Buying and Selling Income Properties	16 hours
CRS 205 – Financing Solutions to Close the Deal	16 hours
CRS 210 – Building an Exceptional Customer Service Referral Business	16 hours

**CCIM**

CI Intro- Intro. To Commercial Inv. RE / (CI 401)	CALENDAR RESOURCES ABOUT SCHOLARSHIPS REVIEWS POLICIES CONTACT 800.264.2185
 CI 101 - Financial Analysis for Commercial Investment RE / Fundamentals PRE & POST-LICENSING	Varies based on year completed GRI COURSES BROKERS EVENTS DESIGNATIONS
CI 102 – Market Analysis for Commercial Investment RE / (CI 201)	Varies based on year completed
CI 103 – User Decision Analysis for Commercial Inv. RE / Lease Analysis for Commercial Inv/ (CI 407) Adv. Tech. in Marketing and Inv.	Varies based on year completed
CI 104 – Inv. Analysis for Commercial Inv. Analysis / (CI 301) Decision Analysis for Commercial Inv. RE	Varies based on year completed
CI 402 – Essentials of Marketing Commercial Inv. Prop.	Varies based on year completed
CI 403 – Success Strategies for Inv. RE	13 hours

**DESIGNATION COURSES ALSO ACCEPTED FROM:**

IREM, CRB, CPM, RS and some MAI (Have to be reviewed individually by KREC)

**NEW COURSES APPROVED (MARCH 2017 OR AFTER)**

**Event**

2017 <a href="#">Broker Summit</a> (Kentucky REALTOR® Institute)	8 hours
2018 <a href="#">Broker Summit</a> (Kentucky REALTOR® Institute)	8 hours

**Designation Courses**

<a href="#">New Homes Construction and Buyers Representative</a>	8 hours
<a href="#">Real Estate Negotiation Expert RENE</a>	16 hours
<a href="#">E-Pro Designation Course</a>	8 hours
<a href="#">Short Sales &amp; Foreclosure Resources</a>	8 hours
<a href="#">Pricing Strategy Advisor Certification Course</a>	8 hours
<a href="#">Seller Representative Specialist Certification Course (SRS)</a>	16 hours
<a href="#">Seniors Real Estate Specialist Certification Course (SRES)</a>	16 hours

\*\* Any other courses will need to be determined by the KREC. Please contact KREC if you have any questions specifically about the courses approved.

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