

# Commission-Approved Education Courses for Broker Credit

(Updated April 28, 2022)

Courses in red lettering are no longer offered. An applicant can get credit for the course if the course was taken prior to the expiration date.

Brokerage Management Education Providers	Course Format
A-Pass Weikel Institute	Classroom
Century Real Estate School	Classroom
Cooke Real Estate School	Online
HomeServices Real Estate Academy	Classroom
Kentucky Real Estate College	Online
Kentucky Realtor Institute	Online
Perry Real Estate College	Online
Real Estate School	Online
Ward Elliott Institute of Real Estate	Classroom

Broker Curriculum Course	Education Provider	Course Format	Broker Credit Hours
Broker: Mastering Real Estate Principles	Real Estate School	Classroom	48
Broker Appraisal and Finance	Kentucky Real Estate College	Online	48
Broker Appraisal and Finance	Perry Real Estate College		
Basic Appraisal Principles (prior to 10/31/2020)	Wilson Education Group	Classroom	30
Basic Appraisal Procedures (prior to 10/31/2020)	Wilson Education Group	Classroom	30
Broker Kentucky Law and Investment	Kentucky Real Estate College	Online	48
Broker Kentucky Law and Investment	Perry Real Estate College	Online	48
Broker Law	Century Real Estate School	Classroom	48
Broker Law	HomeServices Real Estate Academy	Classroom	48
Broker Law	Kentucky Real Estate College	Online	48
Broker Law	Perry Real Estate College	Online	48
Capitalization Applications (prior to 10/31/2020)	Wilson Education Group	Classroom	15
Commercial Real Estate	Cooke Real Estate School	Online	48
Essentials of Finance	Cooke Real Estate School	Online	48
Essentials of Real Estate Finance	Kentucky Realtor Institute	Online	48
Essentials of Real Estate Investment	Cooke Real Estate School	Online	48
Essentials of Real Estate Investment	Kentucky Realtor Institute	Online	48
National USPAP (prior to 10/31/2020)	Wilson Education Group	Classroom	15
Principles of Home Inspection	Kentucky Realtor Institute	Online	96
Principles of Home Inspections: Systems and Solutions v3.0 (prior to 10/31/2020)	Kentucky Realtor Institute	Online	80
Property Management (prior to 10/31/2020)	A-Pass Weikel Institute	Classroom	48
Property Management	Cooke Real Estate School	Online	48

Property Management	Kentucky Realtor Institute	Online	48
Real Estate Finance (prior to 10/31/2020)	A-Pass Weikel	Classroom	48
Real Estate Investment (prior to 10/31/2020)	A-Pass Weikel	Classroom	48
Real Estate Law	A-Pass Weikel	Classroom	48
Real Estate Marketing (prior to 10/31/2020)	A-Pass Weikel	Classroom	48
Residential Market Analysis and Highest and Best Use (prior to 10/31/2020)	Wilson Education Group	Classroom	15
Residential Report Writing (prior to 10/31/2020)	Wilson Education Group	Classroom	15
Residential Sales Comparison Approach (prior to 10/31/2020)	Wilson Education Group	Classroom	15
Residential Site Valuation and Cost Approach (prior to 10/31/2020)	Wilson Education Group	Classroom	15
Site Improvement Inspection and Documentation (prior to 10/31/2020)	Wilson Education Group	Classroom	15
Statistics Modeling and Finance (prior to 10/31/2020)	Wilson Education Group	Classroom	15

**NOTE: All NAR designation courses must be taken through a KREC-approved education provider. NAR courses taken directly through NAR will not be accepted for broker credit.**

Broker Elective/NAR Designation Course	Education Provider(s)	Course Format	Broker Credit Hours
2017 Broker Summit	Kentucky Realtor Institute	Classroom	8
2018 Broker Summit	Kentucky Realtor Institute	Classroom	8
2019 Broker Summit	Kentucky Realtor Institute	Classroom	8
2019 Legal Summit	Kentucky Realtor Institute	Classroom	8
2020 Broker Summit	Kentucky Realtor Institute	Classroom	8
2021 Realtor Summit	Kentucky Realtor Institute	Classroom	8
2022 Realtor Summit	Kentucky Realtor Institute	Classroom	8
ABR Designation Course	Greater Louisville Association of Realtors, Lexington Bluegrass Association of Realtors, <b>The CE Shop</b>	Classroom, Online	16
ABRM Designation Course	National Association of Realtors	Online	8
At Home with Diversity	Lexington Bluegrass Association of Realtors, <b>The CE Shop</b>	Online	8
CI 101: Financial Analysis for Commercial Investment Real Estate	CCIM Institute	Classroom	Varies based on year completed
CI 102: Market Analysis for Commercial Investment Real Estate	CCIM Institute	Classroom	Varies based on year completed
CI 103: User Decision Analysis for Commercial Investment Real Estate	CCIM Institute	Classroom	Varies based on year completed
CI 104: Investment Analysis for Commercial Investment Real Estate	CCIM Institute	Classroom	Varies based on year completed
CI 401: Introduction to Commercial Investment Real Estate	CCIM Institute	Classroom	12
CI 402: Essentials of Marketing Commercial Investment Property	CCIM Institute	Classroom	Varies based on year completed

Commercial and Investment Real Estate: Tools of the Trade	Kentucky Realtor Institute	Online	20
CRS 200: Business Planning and Marketing	Residential Real Estate Council	Classroom	16
CRS 201: Listing Strategies for the Residential Specialist	Residential Real Estate Council	Classroom	16
CRS 202: Effective Buyer Sales Strategies	Residential Real Estate Council	Classroom	16
CRS 204: Buying and Selling Income Properties	Residential Real Estate Council	Classroom	16
CRS 205: Financing Solutions to Close the Deal	Residential Real Estate Council	Classroom	16
CRS 210: Building an Exceptional Customer Service Referral Business	Residential Real Estate Council	Classroom	16
E-Pro Designation Course (prior to 2/14/22)	The CE Shop	Online	8
Generating Buyer and Seller Leads: Capture, Qualify, Convert (prior to 2/14/22)	The CE Shop	Online	6
Generation Buy (prior to 2/14/22)	The CE Shop	Online	6
Green Day 1: Resource-Efficient Homes (prior to 2/14/22)	The CE Shop	Online	6
Green Day 2: Representing Buyers and Sellers (prior to 2/14/22)	The CE Shop	Online	6
GRI 1: Professionalism in Real Estate	Kentucky Realtor Institute	N/A	16
GRI 2: Smart Marketing	Kentucky Realtor Institute	N/A	16
GRI 3: Financing the Successful Transaction	Kentucky Realtor Institute	N/A	16
GRI 4: From Offer to Contract to Close	Kentucky Realtor Institute	N/A	16
GRI 5: Systems for Success	Kentucky Realtor Institute	N/A	16
GRI 100: Ethics and Law	Kentucky Realtor Institute	Classroom, Online	8
GRI 200: Risk Reduction	Kentucky Realtor Institute	Classroom, Online	8
GRI 300: Competitive Market Analysis	Kentucky Realtor Institute	Classroom, Online	8
GRI 400: Finance	Kentucky Realtor Institute	Classroom, Online	8
GRI 500: Contracts	Kentucky Realtor Institute	Classroom, Online	8
GRI 600: Business Systems and Technology	Kentucky Realtor Institute	Classroom, Online	8
Innovative Marketing Techniques for Buyer's Representatives	National Association of Realtors	N/A	6
Marketing Strategy and Lead Generation (prior to 2/14/22)	The CE Shop	Online	6
Military Relocation Professional Certificate	Greater Louisville Association of Realtors, Lexington Bluegrass Association of Realtors, The CE Shop	Classroom, Online	7
New Homes Construction and Buyers Representative	Lexington Bluegrass Association of Realtors, The CE Shop	Classroom, Online	8
Pricing Strategies- Mastering the CMA (PSA)	Greater Louisville Association of Realtors, Lexington Bluegrass Association of Realtors, The CE Shop	Classroom, Online	8
Real Estate Investing: Build Wealth Representing Investors and Becoming One Yourself (prior to 2/14/22)	The CE Shop	Online	6

Real Estate Marketing Reboot: Innovate, Relate, Differentiate (prior to 2/14/22)	The CE Shop	Online	6
Real Estate Negotiation Expert (RENE)	Lexington Bluegrass Association of Realtors, The CE Shop	Classroom, Online	16
Real Estate Safety Matters- Safe Business = Smart Business (prior to 2/14/22)	The CE Shop	Online	3
Resort and Second Home Specialist (RSPS) (prior to 2/14/22)	The CE Shop	Online	6
RS 103: Mastering Your Time to Achieve Your Goals	Residential Real Estate Council	Classroom, Online	6
RS 120: Converting Leads into Closings	Residential Real Estate Council	Classroom, Online	6
RS 121: Win-Win Negotiation Techniques	Residential Real Estate Council	Classroom, Online	6
RS 122: Building A Team to Grow Your Business	Residential Real Estate Council	Classroom, Online	6
RS 123: Mastering Relevant Consumer-Focused Marketing	Residential Real Estate Council	Classroom, Online	6
RS 124: Turning New Homes into Ongoing Revenue	Residential Real Estate Council	Classroom, Online	6
RS 125: Zero to 60 Home Sales a Year (and Beyond)	Residential Real Estate Council	Classroom, Online	6
RS 126: 7 Things Successful Agents Do Differently: A Proven Business System	Residential Real Estate Council	Classroom, Online	6
RS 127: Succession Planning- Building, Valuing and Selling Your Business	Residential Real Estate Council	Classroom, Online	6
RS 128: Succeeding in the Luxury Home Market	Residential Real Estate Council	Classroom, Online	6
RS 130: Cyber Security- Protecting Your Business and Your Clients	Residential Real Estate Council	Classroom, Online	6
RS 134: Power Up on Smart Home Technologies	Residential Real Estate Council	Classroom, Online	6
RS 135: Transforming Difficult Situations into Profitable Deals	Residential Real Estate Council	Classroom, Online	6
RS 136: Tax Strategies for the Real Estate Professional	Residential Real Estate Council	Classroom, Online	6
RS 137: First Time Home Buyer Specialist: a Blueprint for Success	Residential Real Estate Council	Classroom, Online	6
RS 138: Systems Will Set You Free	Residential Real Estate Council	Classroom, Online	6
RS 141: Increase Wealth with Rentals and Other Investment Properties	Residential Real Estate Council	Classroom, Online	6
RS 142: Generational Marketing- Innovative Strategies Across All Generations	Residential Real Estate Council	Classroom, Online	6
RS 143: Technology and Plans for Success	Residential Real Estate Council	Classroom, Online	6
RS 144: Creating Listing Abundance	Residential Real Estate Council	Classroom, Online	6
RS 200: Business Planning and Marketing for the Residential Specialist	Residential Real Estate Council	Classroom, Online	6

RS 201: Listing Strategies for the Residential Specialist	Residential Real Estate Council	Classroom, Online	6
RS 202: Effective Buyer Strategies	Residential Real Estate Council	Classroom, Online	6
RS 204: Buying and Selling Income Properties	Residential Real Estate Council	Classroom, Online	6
RS 205: Financing Solutions to Close the Deal	Residential Real Estate Council	Classroom, Online	6
RS 210: Building an Exceptional Customer Service Referral Business	Residential Real Estate Council	Classroom, Online	6
Seller Representative Specialist Certification Course (SRS)	Lexington Bluegrass Association of Realtors, <b>The CE Shop</b>	Classroom, Online	16
Senior Real Estate Specialist Certification Course (SRES)	Lexington Bluegrass Association of Realtors, <b>The CE Shop</b>	Classroom, Online	16
Short Sales and Foreclosure Resources	Lexington Bluegrass Association of Realtors, <b>The CE Shop</b>	Online	6