

# Commission-Approved Education Courses for Broker Credit

(Updated March 17, 2020)

<b>Brokerage Management Education Providers</b>	<b>Course Format</b>
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

<b>Broker Curriculum Course</b>	<b>Education Provider</b>	<b>Course Format</b>	<b>Broker Credit Hours</b>
Basic Appraisal Principles	Wilson Education Group	Classroom	30
Basic Appraisal Procedures	Wilson Education Group	Classroom	30
Broker Law	Century Real Estate School	Classroom	48
Broker Law	HomeServices Real Estate Academy	Classroom	48
Broker Law	Kentucky Real Estate College	Online	48
Capitalization Applications	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
National USPAP	Wilson Education Group	Classroom	15
Principles of Home Inspections: Systems and Solutions v3.0	Kentucky Realtor Institute	Online	80
Property Management	A-Pass Weikel Institute	Classroom	48
Property Management	Cooke Real Estate School	Online	48
Real Estate Finance	A-Pass Weikel	Classroom	48
Real Estate Investment	A-Pass Weikel	Classroom	48
Real Estate Law	A-Pass Weikel	Classroom	48
Real Estate Marketing	A-Pass Weikel	Classroom	48
Residential Market Analysis and Highest and Best Use	Wilson Education Group	Classroom	15
Residential Report Writing	Wilson Education Group	Classroom	15
Residential Sales Comparison Approach	Wilson Education Group	Classroom	15
Residential Site Valuation and Cost Approach	Wilson Education Group	Classroom	15
Site Improvement Inspection and Documentation	Wilson Education Group	Classroom	15
Statistics Modeling and Finance	Wilson Education Group	Classroom	15

<b>Broker Elective/NAR Designation Course</b>	<b>Education Provider(s)</b>	<b>Course Format</b>	<b>Broker Credit Hours</b>
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
ABR Designation Course	Lexington Bluegrass Association of Realtors, The CE Shop	Classroom, Online	16
ABRM Designation Course	National Association of Realtors	Online	8
At Home with Diversity	The CE Shop	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
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	The CE Shop	Online	8
Generating Buyer and Seller Leads: Capture, Qualify, Convert	The CE Shop	Online	6
Green Day 1: Resource-Efficient Homes	The CE Shop	Online	6
Green Day 2: Representing Buyers and Sellers	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
Military Relocation Professional Certificate	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)	Lexington Bluegrass Association of Realtors, The CE Shop	Classroom, Online	8
Real Estate Investing: Build Wealth Representing Investors and Becoming One Yourself	The CE Shop	Online	6
Real Estate Marketing Reboot: Innovate, Relate, Differentiate	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	The CE Shop	Online	3
Resort and Second Home Specialist (RSPS)	The CE Shop	Online	6
Seller Representative Specialist Certification Course (SRS)	Lexington Bluegrass Association of Realtors, The CE Shop	Classroom, Online	16
Senior Real Estate Specialist Certification Course (SRES)	Lexington Bluegrass Association of Realtors, The CE Shop	Classroom, Online	16
Short Sales and Foreclosure Resources	The CE Shop	Online	6
Successful Buyer Representation in New Home Sales	National Association of Realtors	N/A	6
Successful Relocation Representation	National Association of Realtors	Classroom, Online	6