

2022 Broker Classes

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Basic Class: Credit: 30 hours

Establishing the Company: October 19, 24, 26 from 5:30 - 10:30 PM Credit 15 hours

Agency Relationships: 10/31, 11/2, 7 from 5:30 - 10:30 PM. Credit 15 hours

Purchase Agreements & Clauses: 11/10, 15, 17 from 5:30 - 10:30 PM. Credit 15 hours

Title and Closing: 11/29, 12/1, 6 from 5:30 - 10:30 PM. Credit 15 hours

3 Hour Fair Housing 12/8 from 6:00 - 9:00 PM. Credit 3 hours

2 hour Fair Housing 12/13 from 6:00 - 8:00 PM. Credit 2 hours

Real Estate Professional Education Group

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- . Time: 5:30 - 10:30 PM
- . Cost: Total price for entire class - \$695
- . All Classes include book on the Topic
 - . Basic Class: \$250
 - . 15 hour Classes: \$135 X 4
 - . Additional Fair Housing Hours - no charge unless taken alone - \$30 for one or both.
 - . Practice questions with answers explained can be used as a review of whole class \$49
- . Testing occurs in only the basic class allowing full class time for material in specific courses.
- . Other classes available in smaller time frames on a variety of topics.
- . Watch our website for additional class availability with times and costs.
- . Next series of Broker classes will be available in February of 2023.
- . Salesperson class is acceptable substitute for Broker Basic.

NEWS FLASH about the classes

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- These classes are **different** from those provided by other schools!
- They're set up to **highlight areas of concern of an advanced real estate agent understands them.**
- These areas include
 - Michigan License Law
 - Agency Law
 - Contract Law
 - Title and Closing Law
 - Fair Housing Law General Overview for test-taking which includes 4 hours of fair housing law.
(Yes, we separate the other 5 hours of fair housing from the basic class.)
 - (9 hours of fair housing law in a 30 hour class puts excessive emphasis on one area and **diminishes** the importance of the other topics covered.)

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Other Schools offer

A class in basic law for 30-hours OR
A class in "appraisal/valuation" for 30-hours OR
A class in commercial brokerage for 30-hours.
Some offer the testing class in a 60-hour format.
Or a general 30-hour Basic Broker class for testing purposes
Which includes 9 hours of Fair Housing. (My head hurts!)

Our class offers specific knowledge in critical areas.
We are of the belief that real estate classes should address these critical areas to help you in your
overall business.

We believe we are looking out for your best interest and for more protection to reduce risk.

Practice Test Questions

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- Most students tell me that practicing as many of the available questions as they can get to is of the most help to them in passing the test. Just for the record, if you are in doubt about an answer, call me. I'm more prone to typos than wrong answers. Be sure to check the WORKBOOK I sent for additional practice questions and answers.

- I have gotten these questions from previous students after they have tested. They are as close to the actual questions as I can get. Generally, they are a question the student remembers, often because he had trouble with it. Do as many questions as you can and use the Text and Glossary to check your understanding.

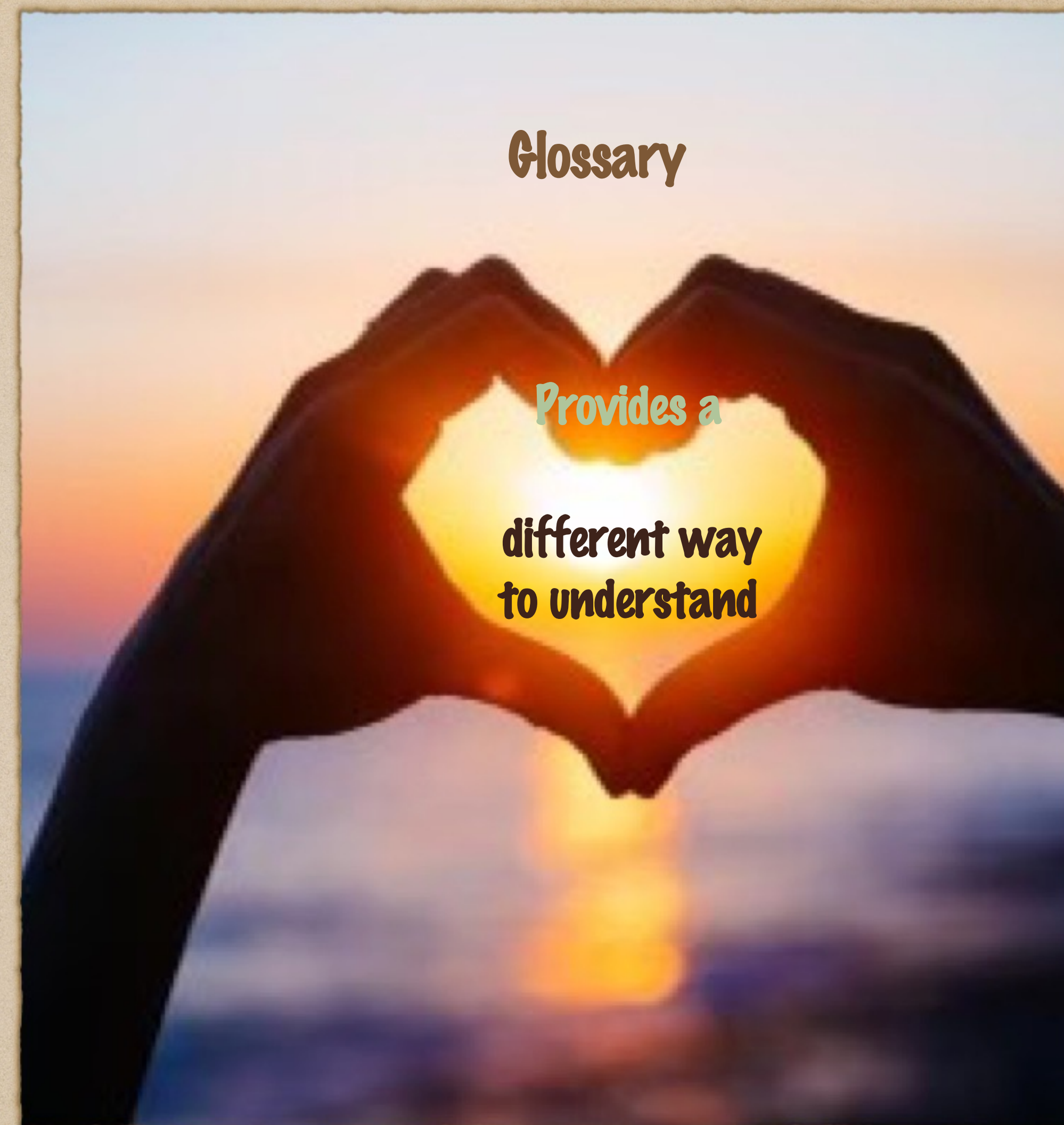
These may be used in the Zoom review we do. Sometimes a student is unable to recall exactly how the question was worded, but the gist of the question is there. Sometimes he can't remember all of the answers, so I have to add one or two. I will also use the questions to discuss test-taking skills.

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Glossary

The dawning?

A different explanation!

Use the workbook if you are not clear on the meaning of a term as it is explained in the textbook
Use it with the questions.





WORKBOOK

Get the license and move into the Future
Pass the Test and Practice the Occupation

Practice Quizzes and Practice Tests

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- Tests are lettered A, B and C and together they cover all the material.
- Questions are all multiple choice like the test.
- If you can't figure out why an answer is right, call, text or email me. I am prone to typos.
- Answers are included.
- Quizzes are set up to go more or less along with the text and the class. The questions are broken down into specific topics you pinpoint.
- There are true and false as well as multiple choice questions. True and false practices one concept at a time. Multiple prepares for the type of questions on the Exam.
- Answers are included.

- Study Guides - Title Insurance Policy and Deed
- Title insurance Policy
 - Who it Covers
 - Mortgage - life of loan (bank)
 - Owner's - life of ownership (grantee)
 - How Much it Covers
 - Without Exception - Covers everything except Fraud
 - With Exceptions - Does not cover pre-existing conditions
- Deed
 - Types of
 - Warranty - typical 3rd party transfer - 6 Warranties
 - Special Warranty - Bank owned - only warranty is that Bank did not harm quality of title
 - Bargain and Sale - Only assures that title transfers
 - Quit Claim - May not even hold title, but if grantor did, title transfers.
 - Purpose of
 - Evidence of Title - Proof (verification) receiver receives and holds title if given by actual grantor
 - Instrument of Conveyance - transfers from one title holder to another

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Study Guide Types of Licenses

- Broker - is the Company

- Individual - person becomes company - dba - County Clerk

- LLC or Inc. - Non-living entity is broker

- Requires Principal Associate Broker license - to run the company as owner or driver

- Non-Principal Associate Broker - Salesperson for company with advanced license.

- Salesperson - lowest license indicates less than 3 years licensed or

- Never applied for advanced license