

Winter 2025 CE/POST License Schedule

Day	Date	Start Time	End Time	Course Name	Post or CE Credit	Hours	Required or Elective	Instructor
Mon	1/6	9 am	Noon	Intro to Real Estate	Both	3	E	Bob H
		1 pm	4 pm	NAR Ethics	Both	3	PSC	Bob H
Mon	1/13	9 am	Noon	Financing Real Estate	Both	3	E	BOK
		1 pm	4 pm	Creating a Business Plan that Works	Both	3	E	Kira A
Mon	1/20	9 am	Noon	Broker Relationships	Both	3	BRA	Heidi W
		1 pm	4 pm	Fair Housing	Both	3	FHR	Bob H
Mon	1/27	9 am	Noon	Real Estate Tech	Both	3	E	Bob H Marketing
		1 pm	4 pm	Planned Approach to Working with Buyers	Both	3	E	Heidi W
Mon	2/3	9 am	Noon	Prospecting in Today's Social Environment	Both	3	E	Bob H
		1 pm	4 pm	Marketing You and Your Listing	Both	3	E	Marketing
Mon	2/10	9 am	Noon	Contract Workshop	Both	3	CON	Heidi W
		1 pm	4 pm	How to use a Buyer Broker Agreement	Both	3	E	Bob H
Mon	2/17	9 am	Noon	How to do a Listing Presentation	Both	3	E	Bob H
		1 pm	4 pm	The Title Company & Title Search	Both	3	E	FirsTitle
Mon	2/24	9 am	Noon	How to Process a Listing	Both	3	CON	Rachel H
		1 pm	4 pm	Property Management	Both	3	E	Danielle S
Mon	3/3	9 am	Noon	23 Ways to Lose Your License	Both	3	CAR	Heidi W
		1 pm	4 pm	Contract to Close	Both	3	CON	Kira A
Mon	3/10	9 am	Noon	New Construction as a Selling Tool	Both	3	E	Curt R
		1 pm	4 pm	Open House How To's	Both	3	E	Veronica O Courtney R
Mon	3/17	9 am	Noon	3 1 Hour Classes	CE	3	R	Bob H
		1 pm	4 pm	3 1 Hour Classes	CE	3	R	Bob H
Mon	3/24	9 am	Noon	Cost to Buyer/Net to Seller	Both	3	E	Rachel H
		1 pm	4 pm	Post License Test	POST	3	R	Bob H

