



SALESPERSON'S PRELICENSURE COURSE

August 23 – October 6, 2021

Mondays – Thursdays | 5:30pm – 9pm

CONTRACT WRITING BOOTCAMP

Tuesday & Wednesday | Oct. 12 & 13, 2021

5:30pm – 8:30pm

Brought to you by the Scottsdale Area Association of REALTORS®

Unit 1	Mon. 8/23/21	Orientation, Property & Government Rights
Unit 2	Tue. 8/24/21	Land Development, Zoning, Encumbrances & Liens
Unit 3	Wed. 8/25/21	Contracts & Real Estate Employment Agreements
Unit 4	Thurs. 8/26/21	Agency & Real Estate Brokerage
Unit 5	Mon. 8/30/21	Purchase Contracts
Unit 6	Tue. 8/31/21	Financing Basics
Unit 7	Wed. 9/1/21	FHA, VA Conventional Loans; Primary & Secondary Markets
Unit 8	Thurs. 9/2/21	Key Facts Units 1-7
R 1-7	Tues. 9/7/21	Review Quiz (Units 1-7)
Unit 9	Wed. 9/8/21	Government Regulations & Fair Housing
Unit 10	Thurs. 9/9/21	Appraisal & Appraisal Approaches
Unit 11	Mon. 9/13/21	Appraisal Income Approaches & Environmental Issues
Unit 12	Tues. 9/14/21	Estates in Real Property
Unit 13	Wed. 9/15/21	Transfer & Methods of Ownership
Unit 14	Thurs. 9/16/21	Deeds & Title Insurance
Unit 15	Mon. 9/20/21	Settlement, Prorations & Investments
Unit 16	Tues. 9/21/21	Key Facts Units 9-15
R 8-16	Wed.9/22/21	Review Quiz (Units 8-16)
Unit 17	Thurs. 9/23/21	Arizona Real Estate Code
Unit 18	Mon. 9/27/21	Commissioner's Rules, Subdivisions & Timeshares
Unit 19	Tues. 9/28/21	Voluntary Liens & Foreclosures in Arizona
Unit 20	Wed.9/29/21	Involuntary Liens & Homestead Exemptions
Unit 22	Thurs. 9/30/21	Arizona Water Law & Land Descriptions
Unit 21	Mon. 10/4/21	Landlord & Tenant Act, Property Management, Planned Communities & Homeowner's Associations
Unit 23	Tues. 10/5/21	Key Facts Units 17 – 22
R 17-22	Wed. 10/6/21	Review Quiz (Units 17-22)
Bootcamp	Mon. 10/12/21	Contract Writing Boot Camp
Bootcamp	Tues. 10/13/21	Contract Writing Boot Camp

RAISE THE BAR REAL ESTATE SCHOOL

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