

RAISE THE BAR REAL ESTATE SCHOOL

8600 East Anderson Drive - Suite 200 - Scottsdale, Arizona 85255 - 480-945-2651

90 HOUR SALESPERSON'S PRELICENSE COURSE

October 21, 2019 – December 2, 2019

Class sessions are Monday – Thursday, 5:30pm to 9:00pm

Contract Writing Bootcamp

Monday & Tuesday, December 9th & 10th 5:30pm – 8:30pm

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



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