

## 90 HOUR SALESPERSON'S PRELICENSE COURSE

**July 13 – August 19, 2020**

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

### Contract Writing Bootcamp

Monday & Tuesday, August 24 & 25, 2020  
5:30pm – 8:30pm



Brought to you by the Scottsdale Area Association of REALTORS®

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

### **RAISE THE BAR REAL ESTATE SCHOOL**

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