



# California Real Estate Agent and Broker Licensing, and Continuing Education

**KAPLAN** PROFESSIONAL SCHOOLS

## The RIGHT Choice For Your Career!

### WHY ANTHONY SCHOOLS AND KAPLAN?

Throughout our 70-year history, Kaplan has remained student-focused, results-driven, and committed to helping individuals achieve their educational and career goals.

**We build futures, one success story at a time.**

We provide a variety of study solutions to help you pass the California Real Estate Licensing Exam, as well as continuing education courses to help you maintain your license. Here are some of the many benefits in store for you:

- **Expert Instructors** – Our educators possess a unique understanding of the real estate field, and they implement the most effective teaching strategies.
- **Convenient Classes** – With traditional classroom locations throughout the state or convenient home study and online courses, we have a class for you.
- **Flexibility** – Choose from classroom, online, or home study courses to fit your particular learning style and schedule.
- **Structure** – Our products are designed to provide a logical and well-planned approach to the study process.

At Kaplan Professional Schools, our mission is to provide the highest quality education in California for professionals seeking to obtain and maintain their real estate licenses. Over the years, we have acquired Anthony Schools, the leading real estate school in California, in order to bring you the very best in instruction, educational materials, and exam preparation.

### We're Interested in Your Long-Term Success!

The California Department of Real Estate (DRE) establishes the requirements for Real Estate Licensing, and we are here to guide you through the process. Our study solutions help you:

- Complete your educational requirements in the shortest time possible
- Prepare for the California Real Estate Licensing Exam with confidence
- Learn and retain the concepts you need for a successful career

Once you've passed the licensing exam and obtained your Agent License, we provide support through our extensive selection of continuing education courses. If you decide to become a broker, we also offer broker licensing and continuing education courses.

### The Bottom Line

We want your experience with Kaplan Professional Schools to be exceptional. We are here to answer your questions and to offer you advice. Simply call us at 800-951-7322.

## Welcome to Kaplan Professional Schools and an exciting career in real estate!

# Obtaining Your California Real Estate Agent License

## COMPLETE THE 135-HOUR REQUIRED EDUCATION

The California Department of Real Estate (DRE) requires that applicants complete 135 credit hours of DRE-approved education. The credit hours need to include:

- 45 credit hours in Real Estate Principles
- 45 credit hours in Real Estate Practice
- 45 credit hours in a DRE-approved elective course (we recommend Legal Aspects)

We offer courses specifically designed to satisfy the required DRE education, delivered in a variety of formats, to fit your learning style and schedule:

### Real Estate Principles

Includes important real estate principles topics—land descriptions and subdivisions, acquisition and transfer of real property, liens and encumbrances, leases, contacts, financing, taxes, unlawful discrimination, agency and business principles, and ethics.

### Real Estate Practice: Blueprint for Success

Learn what it really takes to succeed in real estate sales. Each session will give you moneymaking ideas and creative solutions to common real estate situations. You will learn how to deliver client-centered service every time!

### Legal Aspects of Real Estate

This course makes the law come alive and will help you arrive at your own conclusions to avoid legal entanglements. Explore some common myths and misconceptions that affect your day-to-day activities.

	PREMIUM INSTRUCTION STUDY SOLUTION \$699	ESSENTIAL STUDY SOLUTION \$349	BASIC SELF-STUDY SOLUTION \$199
Real Estate Principles Class	Live, Online, or OnDemand		
Real Estate Practice Class	Live, Online, or OnDemand		
Legal Aspects of Real Estate Class	Live, Online, or OnDemand		
Instructor-led State Exam Prep	Live, Online, or OnDemand	Online or OnDemand	
Drill and Practice Question Bank	Online	Online	
Terms and Definitions Audio CD	•	•	
CA Real Estate Principles Textbook with Online Exam	•	•	•
CA Real Estate Practice Textbook with Online Exam	•	•	•
Legal Aspects of Real Estate Textbook with Online Exam	•	•	•

*Anthony Schools—a Kaplan Professional Company—is registered with the Bureau for Private Postsecondary & Vocational Education and California Association of Private Postsecondary Schools. In addition, Anthony Schools is approved by the California Department of Real Estate and the Office of Real Estate Appraisers to provide real estate education in the state of California.*

**QUESTIONS?** Visit our online customer support center at [www.kpsservice.com](http://www.kpsservice.com).

## NEW! ONDEMAND COURSES

Need to prepare for the California Real Estate Licensing Exam, but don't have time for scheduled classes? Our new OnDemand courses offer comprehensive instruction anytime, anywhere! View each session as often as you'd like, when it's convenient for you.

The following courses are available:

- Real Estate Principles
- Real Estate Practice: Blueprint for Success
- Legal Aspects of Real Estate
- California State Exam Prep

## FOCUSED LIVE INSTRUCTION

Our instructor-led options are for students who prefer a learning environment with maximum teacher/student interaction. Real estate experts deliver material in a concise and easy-to-understand manner, while providing important topical insight and valuable exam tips and strategies.

Choose from:

- **Traditional Live Class**  
Engaging classroom settings in metro areas.
- **Live Online Class**  
An interactive webcast that provides the structure and format of classroom instruction.

## COMPREHENSIVE PRINT MATERIALS

### Textbook

A comprehensive textbook covering all aspects of the exam. Summaries and mini-quizzes are included at the end of each chapter to help reinforce key concepts.

### Workbook

The perfect complement to the in-class presentation slides, our workbooks provide outlines, notes, key terms, and review questions.

## ONLINE MATERIALS

### Open Book Exams

Open Book Exams for each course include 100 multiple-choice questions. You will need a 60% or better score to pass and receive certificates that qualify you to take the state exam.

## ADDITIONAL STUDY TOOLS

### Flashcards **\$39**

More than 400 real estate terms divided into the seven categories on the state exam printed on convenient flashcards. Also includes special math cards.

### STATE EXAM PREP **\$199**

Included in Premium and Essential Solutions

#### 2-Day Exam Prep Course

Our State Exam Prep course is designed to ensure that you have no surprises on exam day. Our experienced instructors focus on "Hot Topic" subject areas that are likely to be tested. The course includes a workbook and online pre- and post-diagnostic testing that will measure your strengths and weaknesses by subject area and give you a reliable prediction of your performance on the California Real Estate Licensing Exam. Choose from Traditional Live Class, Live Online Class, or our new OnDemand Course.

#### Drill and Practice Question Bank

Sharpen your test-taking skills and increase comprehension with this easy-to-use database of test questions that enables you to customize a nearly unlimited number of practice exams. It contains detailed rationales and practice final exams that simulate the actual exam in proportional topic and weighting.

**The key to passing the California Real Estate Licensing Exams!**

# Online and Classroom Instruction for Real Estate Licensing

## LIVE CLASS SCHEDULE

### San Francisco

Real Estate Principles
Monday & Wednesday, 6:15 pm–9:30 pm
November 16, 18, 23, 30, December 2, 7, 9, 14
Saturday & Sunday, 9:00 am–4:15 pm
October 3, 4, 10, 11, December 5, 6, 12, 13

Real Estate Practice: Blueprint for Success
Monday & Wednesday, 6:15 pm–9:30 pm
October 19, 21, 26, 28, December 16, 21, 23, 28
Saturday & Sunday, 9:00 am–4:15 pm
October 17, 18, January 9, 10

Legal Aspects of Real Estate
Monday & Wednesday, 6:15 pm–9:30 pm
November 2, 4, 9, 11, January 4, 6, 11, 13
Saturday & Sunday, 9:00 am–4:15 pm
October 31, November 1, January 16, 17

Real Estate Exam Prep
Saturday & Sunday, 9:00 am–5:00 pm
October 24, 25, November 21, 22, December 19, 20

### West Los Angeles

Real Estate Exam Prep
Saturday & Sunday, 9:00 am–5:00 pm
October 24, 25, November 21, 22, December 19, 20

### San Diego

Real Estate Principles
Monday & Wednesday, 6:15 pm–9:30 pm
November 9, 11, 16, 18, 23, 30, December 2, 7
Saturday & Sunday, 9:00 am–4:15 pm
October 3, 4, 10, 11, December 5, 6, 12, 13

Real Estate Practice: Blueprint for Success
Monday & Wednesday, 6:15 pm–9:30 pm
October 12, 14, 19, 21, December 9, 14, 16, 21
Saturday & Sunday, 9:00 am–4:15 pm
October 17, 18, December 19, 20

Legal Aspects of Real Estate
Monday & Wednesday, 6:15 pm–9:30 pm
October 26, 28, November 2, 4, December 28, 30, January 4, 6
Saturday & Sunday, 9:00 am–4:15 pm
October 31, November 1, January 9, 10

Real Estate Exam Prep
Saturday & Sunday, 9:00 am–5:00 pm
October 24, 25, November 21, 22, December 19, 20

### Irvine

Real Estate Exam Prep
Saturday & Sunday, 9:00 am–5:00 pm
November 7, 8

## Need a class that better fits your schedule? Register for our new OnDemand courses!

Our new OnDemand courses offer comprehensive instruction anytime, anywhere! View each session as often as you'd like, when it's convenient for you. This study option features all of the benefits of our live classes, with the convenience of online courses.

# Classroom Instruction for Real Estate Licensing

## LIVE ONLINE CLASS SCHEDULE

Real Estate Principles
Monday & Wednesday, 9:00 am–12:15 pm
October 5, 7, 12, 14, 19, 21, 26, 28
Tuesday & Thursday, 6:15 pm–9:30 pm
November 3, 5, 10, 12, 17, 19, 24, December 1

Real Estate Practice
Monday & Wednesday, 9:00 am–12:15 pm
November 2, 4, 9, 11
Tuesday & Thursday, 6:15 pm–9:30 pm
December 8, 10, 15, 17

Legal Aspects of Real Estate
Monday & Wednesday, 9:00 am–12:15 pm
November 16, 18, 23, 25
Tuesday & Thursday, 6:15 pm–9:30 pm
January 5, 7, 12, 14
Saturday & Sunday, 9:00 am–4:15 pm
October 3, 4

Real Estate Exam Prep
Saturday & Sunday, 9:00 am–5:00 pm
October 10, 11, November 14, 15, December 12, 13

## Next Step: Become a Broker

### NOW IS THE TIME TO INVEST IN YOUR CAREER!

You may have already completed at least three courses toward your broker's license. If you have been a full-time agent for two of the past five years, or have your bachelor's degree, please call one of our career counselors for your free transcript evaluation. Your broker's license may be closer than you think.

Applicants for a real estate broker license examinations must have successfully completed eight courses as shown below:

5-course package

\$299\*

8-course package

\$448\*

### The five required courses are:

- Real Estate Practice (DRE # 1680-97)
- Legal Aspects of Real Estate (DRE # 1660-97)
- Real Estate Appraisal (DRE # 1708-98)
- Real Estate Economics (DRE # 1711-98)
- Real Estate Finance (DRE # 1678-97)

### The five electives we offer are: (choose three)

- Mortgage Loan Brokering and Lending (DRE # 1766-99)
- Real Estate Property Management (DRE # 1726-98)
- Escrow (DRE # 0929-88)
- Real Estate Office Administration (DRE # 1644-97)
- Real Estate Principles (DRE # 1656-97)

\*Other Packages available! Visit [www.kpscalifornia.com](http://www.kpscalifornia.com) for details.

## Broker State Exam Prep \$199

Our 2-day State Exam Prep course will help you review crucial Real Estate Principles material and broker-specific content to maximize your performance on the exam. Exam Prep is offered at least once a month at many of our locations throughout California, or you can take our live, online classroom exam prep. The \$199 Exam Prep price includes our online Drill and Practice Question Bank. Flashcards are also available for an additional \$39.

### Continuing Education for Brokers

Our wide array of Continuing Education courses keep you current and compliant! Call or visit [www.kpscalifornia.com](http://www.kpscalifornia.com) to learn more.

# Continuing Education Courses

## STAY CURRENT AND COMPLIANT

Our extensive selection of Continuing Education (CE) courses keep you up-to-date with relevant topics!

### AGENT FIRST RENEWAL PROGRAM **\$49**

(For agents with Conditional Licenses earned before 9/30/07)

Meet the 15-hour requirement with this program, consisting of five DRE-approved 3-hour courses:

**Agency** (DRE#0104-1202)—This course presents the fundamentals of agency law—the basic law that governs the relationship between a broker and a buyer or seller in a real estate transaction. Special focus is given to correct agency disclosure.

**Ethics and Professional Conduct** (DRE#0104-1203)—This course discusses required ethical behavior in real estate practice. It begins with an introduction to the concept of ethics and details real estate law and the commissioners' regulations as they pertain to ethics. Case studies and examples are included.

**Trust Fund Handling** (DRE#0104-1205)—Understand the legal and regulatory requirements for receiving and handling trust funds as well as the requisites for maintaining a trust fund account. Trust fund record-keeping requirements are explained and illustrated.

**Fair Housing** (DRE#0104-1204)—This course covers the federal and state fair housing law relating to the sale and rental of property, civil rights, and anti-discrimination laws. Included is a discussion of the accordancy of practices considered discriminatory and the importance of affirmative compliance.

**California Risk Management** (DRE#0104-1224)—This course highlights many areas that present the greatest liability risks to licensees and suggests practices that will help limit such risks. Topics will include risks associated with: Property Condition and Disclosures, Conflicts of Interest, and Fair Housing and Antitrust Laws.

### CHOOSE FROM THE FOLLOWING DELIVERY OPTIONS:

**Online**—available at [www.kpscalifornia.com](http://www.kpscalifornia.com) for all five subjects with an open-book final exam.

**Print**—available for home study with text and workbook materials for all five subjects with an open-book final exam.

### SECOND AND SUBSEQUENT RENEWAL PACKAGES **\$79**

Fulfill your 45-hour CE requirement with this package of four courses, plus one elective:

- Survey (DRE#0104-1206)
- Real Estate Finance Today (DRE#0104-1213)
- California Risk Management (DRE#0104-1224)
- Essential Taxation Topics (DRE#0104-1215)  
(includes *Real Estate Taxes! What Every Agent Should Know* and *Understanding 1031 Exchanges*)

Please choose one of the following elective topics to complete your 45-hour package:

#### California Foreclosure and Short Sales

(DRE#0104-1220)—Learn how to identify and market the short sale property and how to close a sale with loss mitigation departments. Locate, read, and understand foreclosure notices. Develop strategies to gain the advantage when bidding a foreclosure sale. Learn how to recognize scams that may impact your clients and others who are in foreclosure. Discuss REO properties and who to contact to get listings. Understand the Master Listing Agreements and agent responsibilities. This course will also show you how to get access to a special dedicated website that will enable you to keep up-to-date with all the many changes that are taking place with foreclosures and short sales.

**Hot Mortgage Topics** (DRE#0104-1217)—*Mortgage Fraud and Predatory Lending: What Every Agent Should Know* addresses the issues of predatory lending and mortgage fraud and how they affect foreclosed and repossessed properties. Each chapter is dedicated to a specific topic and includes a definition and discussion of the issue, relevant information, and the impact on you, the agent. *Reverse Mortgages for the Senior Homeowner* covers the application process, fees, closing costs, tax benefits, and treatments of reverse mortgages.

# General Information

This is provided to you in accordance with standards set by the CA Department of Real Estate—DRE.

## Cost

The total cost of the course(s) is the price advertised in the current brochure, on the current version of the website, or quoted to you by the Anthony Schools Registrar or Enrollment Center; fees for additional services are explained below. We do not accept cash.

## Examination Requirements

You will be required to pass a final examination, which will be administered either online or print depending on the course. All DRE-approved final exams are provided online. All online final exams are included in the course cost. For DRE-approved courses, the exam will be “open book.” All tests are timed. Please note: any in-class required exams are provided at no additional cost.

Please note: the vast majority of our real estate students complete the final exam online; it is the easiest and most efficient way to complete the course. In addition, you will be able to print your certificate after passing the exam(s).

If you require the “Monitored” print final exam service, a \$25 fee to cover the additional costs will apply. To do so, call our customer service department at 888-419-9599 and suggest a person to be your Proctor.

This person must be willing to proctor your final exam at a location that is convenient to your home or workplace. Your Proctor cannot be related to you by blood, domestic partnership, marriage, or by any other relationship that would influence them from properly administering your final exam. You may select a Proctor to administer your exam at one of the following supervised locations:

- An Association of REALTORS® office
- A title company
- A library
- Any neutral setting that provides supervision

Your final examination will be sent directly to your Proctor. Under NO circumstances will the final exam be sent to you. Final selection and approval of your Proctor, and determining the time and date of your examination, are at the discretion of Anthony Schools. Upon completion of the final exam, all exam material, including the test booklet, answer sheet, and scratch sheet must be returned to your Proctor, who will be responsible for returning the materials to Anthony Schools. We will not issue a Certificate unless we have received all these items.

## Certificate of Completion

When you pass your exam, Certificates can be printed by going to our website [www.kpscalifornia.com](http://www.kpscalifornia.com) and clicking on “Returning Students, Click Here to Log In.” Your Certificate will indicate the number of credit hours earned, and the course-approval category. If you should misplace or lose your Certificate, Anthony Schools maintains College-Level records indefinitely and Continuing Education records for a minimum of 5 years and will issue a duplicate Certificate upon request (\$15 each, payable by check or credit card).

## Course Completion Time Limits

The enrollment period for every Anthony Schools course is 12 months. Some types of delivery have shorter access periods. If you are unable to complete your course within the stated time period, you may purchase an extension for an additional fee. For DRE-approved college-level courses, the minimum completion time allowed by the DRE is 2 ½ weeks (18 days) per course. For example, the DRE will not permit you to complete 2 courses in less than 5 weeks (36 days). In addition, should you fail a college-level exam, there is an additional 18-day waiting period before you are allowed to re-take that exam; there is no waiting period for failed Continuing Education exams. To determine the minimum allowable completion time for DRE-approved Continuing Education courses, divide the number of approved hours by 8 hours per day (any fractional portion equals an additional day). For example, a course approved for 12 hours

equals 2 days (12 divided by 8, equals 1.5 or 2 days). You may not take the final exam to complete the course until the minimum completion time has been satisfied. The clock starts on the day you have access to course material. The DRE will only allow students to take exams for a maximum of 15 approved credit hours in any 24-hour period, thus the exams for an approved 45 hours. CE courses will be split into three exams, accessible one exam per day over three days.

## Refund Policy

Risk-Free Money Back Guarantee\*: Please check your materials immediately upon receipt to ensure they include everything that was ordered. If you're not completely satisfied, you can return the materials unmarked to us within 30 days from the date they were received along with a written explanation as to why they are being returned. Upon verification, you will receive a 100% refund less shipping and handling.

*\*Refunds are not provided if we have issued you a certificate of completion.*

## Dismissal for Unsatisfactory Attendance

For Residence Courses (mandatory attendance), attendance in at least 90% of a course offering is required. An instructor may authorize makeup work for up to 10% of a Residence Course offering if arranged with the instructor's approval in advance. Mandatory attendance is not required for approved correspondence courses.

## Grading System

In order to pass a course, you must achieve a minimum score on the course final exam. For all DRE-approved licensing courses, the minimum is 60%, for continuing education, it is 70%. The passing score for other courses (e.g., OREA), is course dependent.

## DRE Course and Instructor Evaluation

An online evaluation of courses and instructors is available on the DRE website at [www.dre.gov.ca](http://www.dre.gov.ca); it can be accessed by clicking on “Course and Instructor Evaluation” (lower right-hand portion of the home page).

## DRE Disclaimer Statement

These courses are approved for credit by the California Department of Real Estate. However, this approval does not constitute an endorsement of the views or opinions which are expressed by the course sponsor, instructor, authors, or lecturers. This material is for educational purposes only. In no way should any statements or summaries be used as a substitute for legal or tax advice. It is your responsibility to know and understand DRE rules and regulations concerning licensing and educational requirements. We will be pleased to help answer your questions, but the DRE is the final authority—contact them at 916-227-0931 or visit the DRE website at [www.dre.gov.ca](http://www.dre.gov.ca).

**WE ARE REGISTERED WITH THE STATE OF CALIFORNIA. REGISTRATION MEANS WE HAVE MET CERTAIN MINIMUM STANDARDS IMPOSED BY THE STATE FOR REGISTERED SCHOOLS ON THE BASIS OF WRITTEN APPLICATION TO THE STATE. REGISTRATION DOES NOT MEAN WE HAVE MET ALL OF THE MORE EXTENSIVE STANDARDS REQUIRED BY THE STATE FOR SCHOOLS THAT ARE APPROVED TO OPERATE OR LICENSED OR THAT THE STATE HAS VERIFIED THE INFORMATION WE SUBMITTED WITH OUR REGISTRATION FORM.**

**Anthony Schools**

A Kaplan Professional Company

# California Real Estate Licensing and Continuing Education

“The OnDemand learning experience was great and it saved me a lot of time and money! I loved being able to attend class from the comfort of my own office, and I was surprised at how easy it was to take an online class.”

–Daniel Onyambu

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SCHOOLS

Learn more about our broker offerings. Call us or visit our website today!  
**800-951-7322 | [www.kpscalifornia.com](http://www.kpscalifornia.com)**