



QUICKSTART[®] Course Syllabus

Chesapeake Campus 2017

\$280.00 Full Week Session or can be purchased by segment
30 Hours of Post or Continuing Education

MONDAY 8:30 AM – 12:30PM	TUESDAY 9 AM – 12 PM	WEDNESDAY 9 AM – 12 PM	THURSDAY 9 AM – 12 PM	FRIDAY 9 AM – 12 PM
<p>8 hours Board Regulations and Laws</p> <p>Review of real estate laws required disclosures ,plus the Flood and National Flood Program</p>	<p>3 hour Agency Law **</p> <p>Review of seller and buyer agency, designated agency, dual agency. 3 ST Post 3 CE Required \$30</p>	<p>3 hours Risk Management</p> <p>Review of the laws and risk as they relate to on RESPA, Anti Trust, Chesapeake Bay Act, Environmental Issues and Mold</p> <p>3 ST Post 3 CE Related \$30</p>	<p>6 hour Contracts</p> <p>Basic review of completing a standard purchase offer and its components as well as presentation of the completed offer.</p> <p>6 ST Post 6 CE Required \$50</p>	<p>Ethics and Standards of Conduct/Current Industry Issues and Trends</p> <p>Review of the ethical standards of the NAR'S Code of Ethics and it practical application to the day to day activities in the real estate industry.</p> <p>3 ST Post 3 CE Required \$30</p>
MONDAY 1 :30– 5:30 PM	TUESDAY 1 -5 PM	WEDNESDAY 1 – 4 PM	THURSDAY 1 – 4 PM	FRIDAY 1 – 4 PM
<p>8 hours Board Regulations and Laws Continued</p> <p>8 ST Post 8 CE Related \$60</p>	<p>2 hours Current Industry Trends : Short Sales</p> <p>Review of the short sale and foreclosure process, effects on ability to sell the home and risks to homeowners and buyers</p> <p>2 ST Post 2 CE RR \$25</p> <p>2 hours Fair Housing</p> <p>2 ST Required \$25</p>	<p>3 hours Escrow Deposits and Trust Moneys</p> <p>Review of the regulations governing escrow funds, including identifying escrow funds, record keeping and disbursement.</p> <p>3 ST Post 3 CE Related \$30</p>	<p>Contracts Continued</p>	

NOTE: