

## Continuing Education Course Schedules

Register online at [www.hondros.com](http://www.hondros.com) or by calling 1.888.HONDROS

30 Hour Real Estate  
Classroom Packages  
**\$199**

- 21 Elective Hours
- 9 Core Hours

9 Hour  
Classroom Package  
**\$69**

- INCLUDES:**
- Civil Rights
  - Canons of Ethics
  - Core Law

Individual  
Classroom Courses

- **\$9** per Credit Hour

For detailed course listings,  
please visit [www.hondros.com](http://www.hondros.com)

## CLASSROOM COURSES

**Agent Safety**  
5 HOURS

**Canons of Ethics**  
3 HOURS

**Civil Rights Update**  
3 HOURS

**Core Law Update**  
3 HOURS

**Creating Wealth: Evaluating Rental Properties**  
8 HOURS

**Creating Wealth: Financing Rental Properties**  
5 HOURS

**Creating Wealth: Managing Rental Properties**  
8 HOURS

**How To Manage Difficult Agents & Clients**  
8 HOURS

**Mortgages: What Agents Don't Know**  
8 HOURS

**Negotiating To A Win: How To Put Deals Together For Buyers & Sellers**  
5 HOURS

**New Construction, Trends & Financing**  
5 HOURS

**Property Management Fundamentals & Landlord**  
8 HOURS

**Real Estate Investing: Working With Investors**  
8 HOURS

**Social Networking & Marketing For Realtors**  
8 HOURS

## CINCINNATI/WEST CHESTER

COURSE	CE HRS	DATE	TIME
<b>Weekday How to Be Successful In Real Estate</b>			
Social Networking & Marketing for Realtors	8	Jan. 29	8:30am-5:00pm
Agent Safety	8	Jan. 30	8:30am-5:00pm
How to Manage Difficult Agents & Clients	5	Jan. 31	8:30am-1:30pm
Canons of Ethics	3	Jan. 31	2:30pm-5:30pm
Core Law Update	3	Feb. 1	8:30am-11:30am
Civil Rights Update	3	Feb. 1	12:30pm-3:30pm

<b>Weekday Creating Wealth Through Real Estate Investments</b>			
Creating Wealth: Evaluating Rental Properties	8	Mar. 26	8:30am-5:00pm
Creating Wealth: Managing Rental Properties	8	Mar. 27	8:30am-5:00pm
Creating Wealth: Financing Rental Properties	5	Mar. 28	8:30am-1:30pm
Canons of Ethics	3	Mar. 28	2:30pm-5:30pm
Core Law Update	3	Mar. 29	8:30am-11:30am
Civil Rights Update	3	Mar. 29	12:30pm-3:30pm

## CLEVELAND SOUTH/INDEPENDENCE

<b>Weekday How to Be Successful In Real Estate</b>			
Social Networking & Marketing for Realtors	8	Feb. 26	8:30am-5:00pm
How to Manage Difficult Agents & Clients	8	Feb. 27	8:30am-5:00pm
Agent Safety	5	Feb. 28	8:30am-1:30pm
Canons of Ethics	3	Feb. 28	2:30pm-5:30pm
Core Law Update	3	Mar. 1	8:30am-11:30am
Civil Rights Update	3	Mar. 1	12:30pm-3:30pm

## COURSE CE HRS DATE TIME

COURSE	CE HRS	DATE	TIME
<b>Weekend Real Estate Investments</b>			
Mortgages: What Agents Don't Know	8	Apr. 14	8:30am-5:00pm
Real Estate Investing: Working With Investors	8	Apr. 15	8:30am-5:00pm
New Construction, Trends & Financing	5	Apr. 16	8:30am-1:30pm
Canons of Ethics	3	Apr. 16	2:30pm-5:30pm
Core Law Update	3	Apr. 17	8:30am-11:30am
Civil Rights Update	3	Apr. 17	12:30pm-3:30pm

## COLUMBUS/WESTERVILLE

<b>Weekday Property Management</b>			
Property Management Fundamentals & Landlord	8	Feb. 26	8:30am-5:00pm
Real Estate Investing: Working With Investors	8	Feb. 27	8:30am-5:00pm
Negotiating To A Win: How To Put Deals Together For Buyers & Sellers	5	Feb. 28	8:30am-1:30pm
Canons of Ethics	3	Feb. 28	2:30pm-5:30pm
Core Law Update	3	Mar. 1	8:30am-11:30am
Civil Rights Update	3	Mar. 1	12:30pm-3:30pm

<b>Weekend Real Estate Investments</b>			
Mortgages: What Agents Don't Know	8	Apr. 21	8:30am-5:00pm
Real Estate Investing: Working With Investors	8	Apr. 22	8:30am-5:00pm
New Construction, Trends & Financing	5	Apr. 28	8:30am-1:30pm
Canons of Ethics	3	Apr. 28	2:30pm-5:30pm
Core Law Update	3	Apr. 29	8:30am-11:30am
Civil Rights Update	3	Apr. 29	12:30pm-3:30pm

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### Real Estate Salespersons and Brokers | Licensing Requirements

Licensees are required to complete **30** hours of continuing education every **3** years – with the first cycle starting after their first birthday following licensure. There are **3** required **3** hour courses (**9** hours total); Canons of Ethics, Core Law (Agency) and Civil Rights. The other **21** hours are electives.

**NEW!** If you are a broker, broker on deposit, or management level licensee that is licensed after April 6, 2017, you must also complete a **3** hour course on the duties of a principal broker and other issues involved in operating a real estate brokerage. Our **Operating a Brokerage** course satisfies this requirement. NOTE: This does not change the total requirement of **30** hours – it just adds an additional core course for the licensees impacted. This course can also be used as an elective for all other licensees.

Licensees age **70** or older only need to complete the required hours – either **9** or **12** depending on license type.

#### 30 Hour Real Estate Online Package

## \$169

##### INCLUDES:

- Real Estate Investments & Expanding Your Business
- Fundamentals for Real Estate Success
- 21 Elective Hours
- 9 Core Hours

#### 9 Hour Real Estate Online Package

## \$59

##### INCLUDES:

- Civil Rights
- Canons of Ethics
- Core Law

### Individual Online Courses

- **\$7** per credit hour

For detailed course listings, please visit [www.hondros.com](http://www.hondros.com)

### ONLINE COURSES

**Basic Construction Review**  
6 HOURS

**Canons of Ethics**  
3 HOURS

**Civil Rights Update**  
3 HOURS

**Core Law Update**  
3 HOURS

**Evaluating Current Standards in Fair Housing**  
7 HOURS

**Keeping It Real: Property Law & Case Studies**  
3 HOURS

**NAR: May the Code be with You**  
3 & 7 HOURS

**Navigating the Path Through Settlement**  
7 HOURS

**NEW! Operating A Brokerage**  
3 HOURS

**Painless Property Rentals: Managing Investment Properties**  
3 HOURS

**Property Tax & Mortgage Valuation**  
3 HOURS

**Real Estate Disclosure Issues: Buyer & Seller Obligations**  
3 HOURS

**Running A Small Brokerage Firm**  
3 HOURS

**Social Media in Ethics**  
3 HOURS

**The Residential Contract: Issues, Disputes and Solutions**  
3 HOURS

**Thinking Outside the Box: Financing Investment Properties**  
3 HOURS

**What's Up Doc: Examining Investment Properties**  
3 HOURS

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### MICHIGAN ONLINE COURSES

Michigan Real Estate Licensees are required to take **18** hours of continuing education every **3** years due by the end of the calendar year (12/31). At least **2** hours of education per year is required in laws, rules, or court cases regarding real estate topics.

### Individual Online Courses | 3 hours, \$20 each | 6 hours, \$40 each

**Basic Construction Review**  
6 HOURS

**Evaluating Current Standards in Fair Housing**  
6 HOURS

**Keeping It Real: Property Law & Case Studies**  
3 HOURS

**NAR: May the Code Be With You**  
3 & 6 HOURS

**Navigating the Path Through Settlement**  
6 HOURS

**Painless Property Rental: Managing Investment Properties**  
3 HOURS

**Property Tax & Mortgage Valuation**  
3 HOURS

**Running A Small Brokerage Firm**  
3 HOURS

**Social Media Ethics**  
3 HOURS

**The Residential Contract: Issues, Disputes, & Solutions**  
4 HOURS

**Thinking Outside the Box: Financing Investment Properties**  
3 HOURS

**What's Up Doc: Examining Investment Properties**  
3 HOURS

### NEW YORK ONLINE COURSES

New York Real Estate Licensees are required to take **22.5** hours of continuing education every **2** years due by their license date. At least **3** hours of Fair Housing and **1** hour of Law of Agency are required. If a salesperson is within their first license term they must complete **2** hours of Law of Agency.

### 22.5 Hour Real Estate Online Package

# \$129

#### INCLUDES:

- Navigating the Path Through Settlement 4 Hours
- Real Estate Contracts 4 Hours
- Evaluating Current Standards in Fair Housing 3.5 Hours
- Running a Small Brokerage Firm 3 Hours
- NAR: May the Code Be with You 4 Hours
- Residential Contract Issues, Disputes & Solutions 4 Hours

**Agency Social Media Ethics**  
2 HOURS

**Evaluating Current Standards In Fair Housing**  
3.5 HOURS

**NAR: May the Code be with You**  
4 HOURS

**Navigating the Path Through Settlement**  
4 HOURS

**Real Estate Contracts**  
4 HOURS

**Residential Contract Issues, Disputes and Solutions**  
4 HOURS

**Running A Small Brokerage Firm**  
3 HOURS

### Individual Online Courses

\$8 PER CREDIT HOUR

- Agency Social Media Ethics 2 hours
- Evaluating Current Standards in Fair Housing 3.5 hours
- NAR: May the Code Be with You 4 Hours
- Navigating the Path Through Settlement 4 Hours
- Real Estate Contracts 4 Hours
- Residential Contract Issues, Disputes & Solutions 4 Hours
- Running a Small Brokerage Firm 3 Hours