



REAL ESTATE ASSOCIATES PROGRAM

SPRING & SUMMER 2010

LICENSING EDUCATION

2010 Full-time & Part-time courses



300 Manning Road NE
 Calgary AB T2E 8K4
 403-781-1307
education@creb.ca

www.creb.com

PHASE	DATES	EXAM
I INTRO <i>no prerequisites</i>	☀ May 31	June 1, 8:30am
	☾ June 8 & 10	June 12, 8:30am
	⚙ June 28	June 29 1:00pm
	☀ July 12	July 13, 8:30am
	⚙ Aug 3	No Exam
	⚙ Aug 23	No Exam
II (1-6) FUNDA- MENTALS <i>with transcripts</i>	☀ June 7—28	June 29,8:30am
	☾ Jun 15—Aug 14	Aug 17, 5:30pm
	⚙ July 5—26	July 28,8:30am
	☀ Aug 9—30	Sept 1,8:30am
III (7) RESIDENTIAL <i>It is recommended that this be taken before III (8) COMMERCIAL and III (9) RURAL</i>	⚙ June 7—15	June 17,8:30am
	☀ July 5—13	July 15, 8:30am
	☾ July 6—29	Aug 3, 5:30pm
	⚙ Aug 3—11	Aug 12, 12:30pm

PHASE	DATES	EXAM
III (8) COMMERCIAL <i>required</i>	⚙ May 17—26	May 28, 8:30am
	⚙ June 21—29	June 30,8:30am
	☀ July 19—27	July 29,8:30am
	☾ Aug 10—Sept 2	Sept 7, 5:30pm
	⚙ Aug 16—24	Aug 26,8:30am
	III (9) RURAL <i>required</i>	⚙ May 31—June 4
☾ Jun 8—24		Jun 26, 9:00am
⚙ July 5—9		July 12, 8:30am
☀ Aug 3 —9		Aug 10, 8:30am
⚙ Aug 30 —Sept 3		Sept 7, 12:30pm

COURSE WITHDRAWAL & REFUND POLICY: Verbal/Written notice or withdrawal and/or transfer must be received by the CREB Education Dept. four (4) full business days prior to the start of a course to be eligible for a full refund less a \$50.00 administration fee. Otherwise students are liable for the entire course fee.

⚙ **Full-time course 9:00 a.m.—4:00 p.m.**
 ☾ **Part-time course:**
 6:30 p.m.—9:30 p.m. (Tues & Thurs)
 9:00 a.m. — 4:00 p.m. (Saturday)

Please note: if courses include long weekends, a Saturday class may be required.
 Please verify with the Education department.

REAL ESTATE ASSOCIATE'S PROGRAM

This program must be completed in its entirety to meet the educational requirements for licensing in Alberta with the Real Estate Council of Alberta (RECA)

PHASE I

Introduction to a Career in Real Estate

\$125 with GST

6-hr in-class session with home study & a 1½-hr exam

Min. exam grade of 70% required for each exam & no one of this class can be missed for this phase

There are no prerequisites for Phase I

PHASE II

Fundamentals of Real Estate

\$1,595 with GST + 1 exam: @ \$125.00 +GST

Sections 1-6: 16 days (96-hrs) & a 3-hr exam

Min. exam grade of 70% required for each exam & not more than 1½ days of classes can be missed for this phase

Phase I + transcripts + AREA form must be approved before registering in Phase II

PHASE III

Real Estate Areas of Practice

\$2,085 with GST + 3 exams @ \$125.00 each +GST

Section 7: (Residential) 7 days (42-hrs) & 3-hr exam

Section 8: (Commercial) 7 days (42-hrs) & 3-hr exam

Section 9: (Rural) 5 days (30-hrs) & 2½-hr exam

***Section 7 must be completed first*

Min. exam grade of 70% required for each exam & not more than a ½ day of class can be missed in each section

Phase II exam must be completed before attending Phase III

This new program meets or exceeds the education standards established by the Alliance for Canadian Real Estate Education and the Canadian Real Estate Regulators.

Phase I: Introduction to a Career in Real Estate

Information for candidates new to the industry

Phase II: Fundamentals of Real Estate

Section 1: Interpersonal Relations & Communication, Handling Conflict & Negotiations, Planning & Time Management, Marketing, Sales Process, Technology

Section 2: Financing Real Estate Transactions

Section 3: Contract Law, Representation Relationships, Title Registration & Land Use Controls, and Condominium

Section 4: Real Estate Act

Section 5: Industry Structure & Environment and Insurance & Loss Prevention

Section 6: Building Construction, Types and Measurements

Phase III: Real Estate Areas of Practice

Section 7*: Residential Real Estate

Role of Industry Member, Property Evaluation, Working with Sellers, Working with Buyers, Completing the Transaction, Case Studies

Section 8*: Commercial Real Estate

Role of Industry Member, Property Evaluation, Working with Sellers/Landlords, Working with Buyers/Tenants, Investment, Leasing, Completing the Transaction, Case Studies

Section 10*: Rural Real Estate

Role of Industry Member, Agricultural Property Features, Working with Sellers, Working with Buyers, Completing the Transaction, Case Studies

** All sections of Phase III must be completed for licensing even if a candidate only intends to trade in residential real estate as the license in Alberta applies to all three areas of trade*

Getting Started

1. Fill out necessary forms with desired course dates, in person at the CREB® or online at: www.creb.com
2. After Phase I is successfully completed, AREA must receive & approve of education transcripts & registration before candidates can register for Phase II. As this can take longer than expected, transcripts should be requested as early as possible. There are no exceptions made for this requirement
3. Phase II does not have to be completed to register for Phase III, however the Phase II exam must be written before candidates can attend Phase III
4. It is strongly recommended that candidates begin a certified criminal record check early, as this can take up to 6-months & is required for licensing
5. Once ALL phases are successfully completed, candidates may apply for the 3-day CREB® ORIENTATION session with Broker sponsorship
6. Once ORIENTATION is successfully completed, candidates apply for licensing at their brokerages
7. Licensed candidates are eligible to apply for CREB® Membership with MLS s& CLS access

MORE DETAILS CAN BE FOUND AT

WWW.CREB.COM

CLICK ON EDUCATION OR CAREER LINKS

☆ Please Note that course withdrawal notice must be given four business days prior to course commencement for full refund less \$50 administration fee., otherwise refunds cannot be granted