

Dinning-Beard

Center for Career Development



1st Quarter Calendar
2012



Licensing and Continuing Education Classes



Licensing Courses: Complete the Principles of Real Estate course prior to taking your Kansas license exam and then follow up with the Principles of Real Estate.

Continuing Education Classroom Workshops: Monthly offerings of Required courses and Elective courses in a participant driven workshop environment.

On-line Continuing Education Courses: A variety of discounted on-line courses are available to take at your convenience.

Professional Development Opportunities



This great opportunity to compliment your real estate education is priceless with this comprehensive program from the Center for Career Development called Rock U. Whether newly licensed or a veteran licensee, there are workshops available for you. Rock U offers workshops designed to springboard the new licensee's success as well as advanced workshops to assist the experienced licensee with the many challenges they face in the real estate industry.



To enhance the learning experience and continue to advance in your career, licensees at Prudential Dinning-Beard have full access to national training courses through the Prudential University. Instructor and virtual lead classes are offered as well as web-based courses that the licensee can complete at their own pace.



Quick and easy on-line registration required for all courses

Go to **PRUGO.COM** and click on "Training" to register





JANUARY 2012

Sun	Monday	Tuesday	Wednesday	Thursday	Friday	Sat
1	2	3	4	5	6	7
8	9	10 Smart Phone Tips 10-11 WEST TNT (Tuesday Night Training) 5-7	11	12	13	14
15	16	17 Smart Phone Tips 10-11 EAST	18	19	20	21
22	23	24 TNT (Tuesday Night Training) 5-7	25	26	27	28
29	30	31				

FEBRUARY 2012

Sun	Monday	Tuesday	Wednesday	Thursday	Friday	Sat
			1	2	3	4
5	6	7 TNT (Tuesday Night Training) 5-7	8	9	10	11
12	13 PDB Orientation 1-4	14 Mortgage Financing 1-4	15 Web Tools 9-12	16 Writing Purchase Contracts 9-12	17 Agency & Risk Management 9-12	18
19	20 From Sale to Closing 1-4	21 CMA's 1-4 TNT (Tuesday Night Training) 5-7	22 Selling New Homes 9-12	23 Listing is Lasting 9-12	24 MLS Basics 9-12	25
26	27	28	29			

For a complete description of all courses offered, please see the Course Catalog which is available on PRUGO.COM, Training section.

All classes are located at east office unless otherwise noted



12021 E. 13th, Bldg. 100, Wichita, KS 67206



MARCH 2012

Sun	Monday	Tuesday	Wednesday	Thursday	Friday	Sat
				1 Selling HUD Homes 1-3	2	3
4	5	6 TNT (Tuesday Night Training) 5-7	7	8	9	10
11	12	13	14	15	16	17
18	19	20 TNT (Tuesday Night Training) 5-7	21 Selling Homes with Owner Finance	22	23	24
25	26	27	28	28	28	

CONTINUING EDUCATION

March



- 7th ABC's of Mortgage Lending 9-12
- 8th Property Inspections 9-12
- Salesperson/Broker Core 1-4
- 9th Lawsuits & The Real Estate Professional 9-12
- Informing Consumers about Radon 1-4



Continuing Education classes are \$15.00 each and payable at time of class. PDB agents can request to have billed to account.



Quick and easy on-line registration required for all courses

Go to **PRUGO.COM** and click on "Training" to register



Dinning-Beard

Center for Career Development

LICENSING COURSES

6 Easy Steps To Obtaining Your Real Estate License

1. Register for the Principles of Real Estate Course (Pre-Exam course)
2. Complete the KBI & FBI fingerprint kit and background check & submit to the Kansas Real Estate Commission
3. Complete the 30 hour Principles of Real Estate Course*
4. Take and pass the Kansas Real Estate Exam
5. Complete the 30 hour Kansas Practice Course**
6. Deliver your 2 course certificates and passing exam papers to a broker to apply for your license

* Principles of Real Estate - Pre Exam

Each group represents one 30 hour course

January 7th - 8th 9-5:30
January 14th - 15th 9-5:30

February 6th - 9th 6-10pm
February 11th - 12th 9-5:30

March 19th - 22nd 6-10pm
March 24th - 25th 9-5:30

May 5th - 6th 9-5:30
May 7th - 10th 6-10pm

June 2nd - 3rd 9-5:30
June 9th - 10th 9-5:30

** Kansas Practice Course

Each group represents one 30 hour course

January 28th 9-5:30 + home study
February 4th 9-5:30

February 25th 9-5:30 + home study
March 3rd 9-5:30

April 14th 9-5:30 + home study
April 21st 9-5:30

June 16th 9-5:30 + home study
June 23rd 9-5:30



Registration required

Email a request to: careers@prudentialkansas.com
or call: 316-440-2206