

# KW Pre-License Course - WINTER 2017

45-Hr Live-Instruction Course (50-minute hours) - Including 15-Hr Interactive Portion

**Yellow Book  
Modern Real Estate Practice in Illinois**

<u>Session</u>	<u>Date</u>	<u>Material Covered in this session</u>
Sessions 1-12	45-Hour Pre-License	Ch. 1 - Ch. 14
Session 13	Tuesday, January 10	Ch. 15 - Real Estate Financing: Principals
Session 14	Thursday, January 12	Ch. 16 - Real Estate Financing: Practice
Session 15	Tuesday, January 17	Ch. 19 - Real Estate Appraisal
Session 16	Thursday, Jan. 19	Ch. 21 - Fair Housing and Ethical Practices
Session 17	Tuesday, January 24	Ch. 17 - Leases
Session 18	Tuesday, January 26	Ch. 20 - Land-Use Controls and Property Development
Session 19	Thursday, January 31st	Ch. 23 - Closing the Real Estate Transaction

**Commercial Book  
The Insider's Guide to Commercial Real Estate**

<u>Session</u>	<u>Date</u>	<u>Material Covered in this session</u>
Session 20	Thursday, February 2	Ch. 2 - Types of Properties
Session 21	Tuesday, February 7	Review Session &

**15 Hour Interactive Portion = 15 50-minute hours**

<u>Session</u>	<u>Date</u>	<u>Material Covered in this session</u>
Session 22	Tuesday, February 21	Listing Presentation Listing Agreements Selling Net Sheet Selling Disclosures

Session 23	Thursday, February 23rd	Market Analysis/CMA Buyer Agency Buyer Representation Agreements
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Session 24	Tuesday, February 28	Buyer Cost to Purchase Sheet Writing a Purchase Contract
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Session 25	Thursday, March 2	Presenting and Negotiating Offers Multiple Offers Inspections and Repair Issues Assistants Fair Housing Violations and Questions Distribution of Earnest Money Distressed Property Sales Anti-Trust Scenarios
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**Test Time!**

Session 26	Tuesday, March 7	Review for Final Exam
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Session 27	Thursday, March 9	<b>FINAL EXAM</b>
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