

NEW MEXICO

Real Estate Licensing Education

REGISTER
NOW FOR LIVE
ONLINE CLASS
DATES



Your Partner in Success

2021
JANUARY-JUNE

ENROLL TODAY at www.KapRE.com/NMLIC | 866.602.7533

3 WAYS

to complete your education!

We know everyone learns differently. That's why we offer multiple options to not only help you meet your educational requirements but also allow you to take your classes when it works best for your schedule. All learning options offer the same **high-quality curriculum and outstanding instructors** to help you succeed throughout every stage of your career. **The choice is yours!**

Live Online

Attend live classes from the comfort of your home or office! Live Online courses make it more convenient than ever to study for your real estate licensing exam.

- You get access to the same great Kaplan Real Estate Education content and instructors.
- Our courses offer opportunities to engage with other students and your instructor.
- As an added bonus, you can learn anywhere you have internet access!*

Hybrid Online Video and Live Online

For those who prefer multiple ways to study, we offer a hybrid option that includes Online Video study as well as Live Online classroom instruction.

Live Classroom

If you work best with set class times and are looking for in-person interaction with instructors and classmates, this option is for you. Please visit www.KapRE.com/NMLIC for more information on live class schedules that are available.

8205 Spain Rd NE
Albuquerque, NM 87109

*For additional information on supported devices, please visit www.KapRE.com/Company/system-requirements

THE KNOWLEDGE

you need to succeed!

Our comprehensive study solutions:

- Provide you with the knowledge you need to succeed in your career
- Satisfy New Mexico state requirements
- Contain the most current and accurate information available
- Educate you on how to obtain your license and excel with your skills



"The Kaplan Real Estate program is **exceptional**. Not only did I pass the first time, but **I also aced the state portion**. I would definitely choose Kaplan first over other schools."

—Jeremy K.

YOUR **STEP-BY-STEP** GUIDE

to obtaining a real estate license

STEP 1:

Register and Complete One of Our 90-Hour Packages

Two learning options are now available:

Premium Package

90 Credit Hours **\$959**

Live Online

Home Study with Online Video

Essential Package

90 Credit Hours **\$809**

Live Online

Home Study with Online Video

Our goal is to help you pass the licensing exam. So we've included our New Mexico and National Exam Prep course with the all-inclusive premium package. You'll not only satisfy your education requirements but also our industry experts will be there to answer questions and personally coach you through the preparation process.

For details see page 5.

STEP 2:

Register for and Take the New Mexico Associate Broker Licensing Exam

You must pass both the state and national portions of the exam with a minimum score of 75%. Applicants must pay a non-refundable fee not to exceed \$95.

STEP 3:

Complete Your Fingerprinting and Obtain Errors & Omissions Insurance

All persons applying for a New Mexico real estate license must submit to the commission, along with their application, proof that they have completed a live fingerprint scan and obtained Errors and Omissions Insurance. Fingerprinting shall be done **no earlier than 21 days** prior to submitting documents to apply for a license. You must register at <https://www.aps.gemalto.com/index.htm> before you complete the live fingerprint scan for matching with a national arrest record database. You may find a full list of Fingerprint Source List for New Mexico Residents on the commission's website, www.rld.state.nm.us/boards/Real_Estate_Commission_Requirements_and_Continuing_Education.aspx.

STEP 4:

Apply For Your Associate Broker License

Upon passing both portions of the exam, you have 6 months to apply for your Associate Broker's License, or you will be required to take the exam again.

ASSOCIATE BROKER

Licensing Packages

We offer a variety of licensing packages designed to not only meet the requirements to obtain your license but to also help you prepare for your exam. Choose the delivery format that works best for you and your schedule. Kaplan Real Estate Education is here to be your partner in success and support you every step of the way.

| | Premium Package \$959 | Essential Package \$809 |
|--------------------------------------------|-----------------------------------------|-----------------------------------------|
| Delivery Options | Live Classroom Live Online Hybrid | Live Classroom Live Online Hybrid |
| Real Estate Law Course | ✓ | ✓ |
| Real Estate Principles and Practice Course | ✓ | ✓ |
| Broker Basics Course | ✓ | ✓ |
| Real Estate Print Textbook Library | ✓ | ✓ |
| Online Pre-Recorded Video Library | ✓ | ✓ |
| Interactive Study Group | ✓ | ✓ |
| New Mexico and National Exam Prep | ✓ | |

Real Estate Textbook Library

Includes the following titles:

- Broker Basics Book
- Modern Real Estate Practice Textbook
- New Mexico Real Estate Licensing Workbook
- New Mexico Real Estate License Law and Real Estate Commission Rules PDF
- National PSI Exam Prep Workbook (*Premium Package Only*)
- New Mexico Exam Prep Workbook (*Premium Package Only*)

WHAT MAKES KAPLAN'S LICENSING PACKAGES UNIQUE?

Interactive Study Groups

Weekly Live Webinar included with ALL Packages!*

Your success on the licensing exam depends on your full understanding of key topics and concepts. That's why we developed **Interactive Study Groups** for our students!

Interactive Study Groups are 1-hour, instructor-led webinars and are held every Tuesday evening.

*For additional information on supported devices, please visit www.KapRE.com/Company/system-requirements

UPGRADE TO QUALIFYING BROKER LICENSING COURSES

60 Credit Hours

LIVE ONLINE

ONDEMAND (New Mexico Real Estate Exam Prep Only)

Includes:

- Broker Basics (30 credit hours—not required if licensed as an Associate Broker in New Mexico after January 2006)
- Brokerage Office Administration (30 credit hours)
- New Mexico Real Estate Exam Prep

Real Estate Law

30 Credit Hours **\$299**

Live Online*

Home Study with Online Video

This in-depth law course is intended to provide you with an understanding of the basic principles of ownership of real estate, how title is held, restrictions and encumbrances on the ownership of real estate, transferring ownership, and land use controls. This course will cover the law of agency, contract law, environmental concerns and hazards affecting real estate, federal laws regarding fair housing, Americans with Disabilities Act, anti-trust laws, and real estate ethics.

This 30-hour course is required for anyone seeking a real estate associate broker or qualifying broker license.

Real Estate Principles & Practice

30 Credit Hours **\$279**

Live Online*

Home Study with Online Video

Upon successful completion of this course, you will have a greater insight into the basics of real estate finance, settlement and closing, foreclosure process, federal taxation, valuation and appraisal, land description, property management, commercial investment real estate, real estate math, financing for new construction, and more.

This 30-hour course is required for anyone seeking a real estate associate broker or qualifying broker license.

Broker Basics

30 Credit Hours **\$269**

Live Online*

This comprehensive course concentrates on the skill required to successfully operate a real estate office. The course covers brokerage relationships including broker duties, scope of authority, defensive practices for listing and purchase agreements, risk reduction in property management, the Real Estate Licensing Act, and other New Mexico real estate laws.

This 30-hour course is required for anyone seeking a real estate associate broker or qualifying broker license.

Brokerage Office Administration

30 Credit Hours **\$269**

Live Online*

This 30-hour prelicense course is required for anyone seeking to upgrade to a Qualifying Broker. The course concentrates on the areas of expertise essential to a Qualifying Broker's supervisory responsibilities of real estate related activities and awareness of other areas of accountability common to any business. The course includes Pertinent Statutes and Regulations Overview, Starting Your Brokerage, Keeping Track of Your Company, and Business and Professional Involvement.

This 30-hour course is required for anyone seeking a qualifying broker license and is also approved for 10 hours of CE credit.

***100% attendance required**



“Kaplan gives you all the tools you need to be successful! The teachers are great, and the exam prep is even better! **Highly recommended.**”

—Trinity M.

ASSOCIATE BROKERS PROGRAM

Select one option below. Each course must be complete in full prior to starting the next one.

| DAYTIME | | | | |
|-------------------|-------------------------------------|---------------------------------------|----------------------------------|------------------------------|
| SELECT ONE OPTION | REAL ESTATE LAW 9:00 am–12:30 pm | REAL ESTATE PRACTICE 9 am–12:30 pm | BROKER BASICS 9:00 am–1:30 pm | EXAM PREP 9:00 am–4:00 pm |
| Option 1 | January 11, 12, 14, 15, 19, 21, 22 | January 25, 26, 28, 29, Feb 1 | February 4, 5, 8, 9, 10, 11, 12 | February 19 & 20 |
| Option 2 | March 15, 16, 18, 19, 22, 23, 25 | March 29, 30, April 1, 2, 5 | April 8, 9, 12, 13, 14, 15, 16 | April 23 & 24 |
| Option 3 | May 10, 11, 13, 14, 17, 18, 20 | May 24, 25, 27, 28, June 1 | June 3, 4, 7, 8, 9, 10, 11 | June 18 & 19 |
| EVENING | | | | |
| SELECT ONE OPTION | REAL ESTATE LAW 6:00–9:30 pm | REAL ESTATE PRACTICE 6:00–9:30 pm | BROKER BASICS 5:00–9:30 pm | EXAM PREP 9:00 am–4:00 pm |
| Option 1 | February 15, 16, 18, 19, 22, 23, 25 | March 1, 2, 4, 5, 8 | March 11, 12, 15, 16, 17, 18, 19 | March 26 & 27 |
| Option 2 | April 12, 13, 15, 16, 19, 20, 22 | April 26, 27, 29, 30, May 3 | May 6, 7, 10, 11, 12, 13, 14 | May 22 & 23 |
| Option 3 | June 7, 8, 10, 11, 14, 15, 17 | June 21, 22, 24, 25, 28 | July 1, 2, 6, 7, 8, 9, 12 | July 17 & 18 |

BROKERAGE OFFICE ADMINISTRATION

Select one option below. Must be attended in full to receive credit.

| DAYTIME | |
|-------------------|----------------------------------------------------|
| SELECT ONE OPTION | BROKERAGE OFFICE ADMINISTRATION 8:00 am–4:30 pm |
| Option 1 | March 5, 6, 7, 8 |
| Option 2 | May 5, 6, 7, 8 |

BROKER BASICS & EXAM PREP

Select one option below after completing Real Estate Law and Real Estate Practice.

| DAYTIME | | |
|-------------------|----------------------------------|------------------------------|
| SELECT ONE OPTION | BROKER BASICS 8:00 am–4:30 pm | EXAM PREP 9:00 am–4:00 pm |
| Option 1 | January 6, 7, 8, 9 | January 14 & 15 |
| Option 2 | February 24, 25, 26, 27 | March 5 & 6 |
| Option 3 | June 22, 23, 24, 25 | June 30 & July 1 |
| DAYTIME | | |
| SELECT ONE OPTION | BROKER BASICS 9:00 am–1:30 pm | EXAM PREP 9:00 am–4:00 pm |
| Option 1 | February 4, 5, 8, 9, 10, 11, 12 | February 19 & 20 |
| Option 2 | April 8, 9, 12, 13, 14, 15, 16 | April 23 & 24 |
| Option 3 | June 3, 4, 7, 8, 9, 10, 11 | June 18 & 19 |
| EVENING | | |
| SELECT ONE OPTION | BROKER BASICS 5:00–9:30 pm | EXAM PREP 9:00 am–4:00 pm |
| Option 1 | March 11, 12, 15, 16, 17, 18, 19 | March 26 & 27 |
| Option 2 | May 6, 7, 10, 11, 12, 13, 14 | May 22 & 23 |
| Option 3 | July 1, 2, 6, 7, 8, 9, 12 | July 17 & 18 |

Dates & Times

Dates, times, and locations are subject to change. To ensure you get the most accurate and up-to-date class dates and times, please visit www.KapRE.com/NMLIC.

Looking for Live Classes? Visit www.KapRE.com/NMLIC to see what is available in your area.

“Excellent instructors, relevant materials, great prelicense exams and refreshers! The Live [Online] classes were **instrumental in me passing my exam!**”

—Wanna C.

HIGHLY RECOMMENDED!
**New Mexico and National
 Real Estate Exam Prep**

0 Credit Hours **\$229**

Live Online

OnDemand

Included in our Associate Broker Licensing Premium Packages, see page 5.

Exam prep is the most accurate predictor of whether you are ready for the actual licensing exam. This course consists of two full-length practice exams and two content review sessions. Each practice exam consists of the same two portions you will face on the actual licensing exam (a national portion and a state portion).

In this course, you will review the principles of real property law, land use controls, environmental issues, and how real property is legally described. You will also review the rights and interests you receive in real property as an owner or a tenant, how they are properly recorded, and how ownership is transferred. From the basic principles of contracts to financing, you will cover it all.

**New Mexico
 Real Estate Exam Prep**

0 Credit Hours **\$79**

Live Online

OnDemand

Included in our Qualifying Broker Upgrade Package, see page 6.

This laser-focused exam prep course reviews the New Mexico-specific exam content that you will encounter on the New Mexico licensing exam. It begins and ends with diagnostic tests that will measure your strengths and weaknesses by subject area and give you a reliable prediction of your performance on the broker's examination.

QBANK PACKAGE

Complete New Mexico Real Estate Drill and Practice QBank

0 Credit Hours **\$99** (Add this item in the cart for only \$49)

QBank

This custom, online QBank package offers you two distinct QBanks in one convenient package. Now you can focus your preparation for the New Mexico Real Estate License exam specifically on the national and state portions.

This package includes:

National PSI Drill and Practice QBank: This QBank gives you the power to simulate nearly every test environment imaginable: from licensing exams as outlined in the PSI Handbook to customizing quizzes according to topics and subtopics, you can create exactly the test you need to improve your score.

New Mexico Real Estate Drill and Practice QBank: This QBank allows you to test yourself with questions on the industry's most advanced interactive testing platform. You can simulate nearly every test environment to help improve your exam score. And because the QBank is online, you can access it anytime, anywhere it is convenient for you!

"The online experience was wonderful.
 The teachers really care and are available
 100 percent."

— Katherine T.

Did you know

**Kaplan offers complete
Real Estate Appraisal
licensing packages?**

Learn more at
www.KapRE.com/NMAPP

ENROLL TODAY

www.KapRE.com/NMLIC
or call **505.821.5556** or **866.602.7533**

KAPLAN[®]
REAL ESTATE
EDUCATION

332 Front Street, Suite 501
La Crosse, WI 54601