



State of New Hampshire
OFFICE OF PROFESSIONAL LICENSURE AND CERTIFICATION
DIVISION OF LICENSING AND BOARD ADMINISTRATION
7 Eagle Square, Concord, NH 03301
Phone: 603-271-2152

NEW HAMPSHIRE REAL ESTATE COMMISSION

New Pre-License Course Accreditation Information and Instructions

A Course that has been submitted for review cannot be scheduled or advertised prior to accreditation, without including the information that the course is pending NHREC accreditation and may or may not be accredited. An approval letter will be e-mailed to you once a course has been accredited.

E-Mail to the Commission office:

- If you are seeking accreditation under a firm and/or trade name that will be offering classes within the State of NH, submit proof that your firm and/or trade name is registered and in good standing with the NH Secretary of State's office. This does not apply to out-of-state companies that offer on-line education.
 - See application form for more information
- Detailed timed course outline which includes the following:
 - Your name or the school/company name
 - The current date
 - A short course description
 - Time devoted to each topic
- Copy of all study materials, handouts, power point, etc.
- The appropriate Instructor Acknowledgement Form(s) for each course.
 - Course providers are responsible to keep course material up-to-date of law, rule, or other changes during the accreditation period.
- List all instructors and include a resume for each. Include other documentation as needed to substantiate applicant's qualifications pursuant to Rea 302.01 d.
- Policies:

The Commission Clarified breaks at it's March 18, 2014 meeting that *"...5 minutes per each hour of a course is allowed for breaks without having to extend the length of the course."*

Attendance and tardiness policies including:

 - A statement about your method of tracking attendance and tardiness.
 - Information on how tardiness is dealt with.

Refund and cancellation policies including:

 - Reasons for cancellation and how students are notified

- How refund of registration fee is handled.

Additional Information

Courses are accredited for a period of 2 years from the date of approval and may not be offered for education credit after the expiration date.

Renewal material will be e-mailed to you prior to the course expiration date, but if you have not received it by the time you wish to begin the re-accreditation process, you may request that the material be sent to you.

To avoid delays in processing, please be sure that all the requested material, information and payment is submitted.

Please contact NHREC at customer.support@oplcnh.gov if you need additional information or have any questions.

<https://www.oplc.nh.gov/real-estate-commission/education.htm>



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APPLICATION FOR ACCREDITATION OF PRELICENSE COURSE

Name of Course Provider: _____
 Your own name or the firm name and/or trade name under which the course will be accredited

Mailing Address: _____

Physical Address: _____
 (if different from mailing address)

School Director: _____ **Contact Person:** _____

Telephone # _____ **Telephone #** _____
 for the public if different

Fax #: _____ **E-mail Address:** _____

E-mail Address: _____ **Website:** _____
 for the public if different

Total Hours of: Entire Course _____ State Material _____ **Review** _____
 (If Applicable)

Fee Charged for: Entire Course _____ State Material _____ **Review** _____
 (If Applicable) (If Applicable)

Are Books and Study Materials Included in the fee? _____

Location(s) of Courses: _____

Names of all instructors: _____

Firm Name and/or Trade Name:

- If you are seeking course accreditation under a trade name, sole proprietorship, partnership, association, corporation, limited liability company or any other business association, the name must be registered and in good standing with the NH Secretary of State.
- Forms to register with the Secretary of State's office may be obtained at their website, <http://www.sos.nh.gov/corporate/forms.html>.
- Documentation of registration and good standing may be obtained from the Secretary of State's website, www.sos.nh.gov. That documentation will serve as proof that your firm and/or trade name are registered and in good standing with the NH Secretary of State's office.



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PROVIDER ACKNOWLEDGEMENT

Complete this form if you are seeking accreditation or re-accreditation of your own original course and material.

I, _____, certify that the course titled _____,

submitted to the Commission for accreditation or re-accreditation is an original course which I developed, designed, and created, and that am not in violation of copyright laws.

We plan to offer this course as: **live class** **Real-time internet live-class** *AND/OR*
as a distance learning course by: **correspondence booklet** **audio** **video** **computer disk**
AND/OR internet delivery

Names of individuals who have permission to teach this course for your school/company under your accreditation: _____

I further certify:

- That all the course materials are up to date and that nothing in this course conflicts with Federal Law or NH State Laws, Rules and practice.
- That as the laws, rules and practices affecting the content of this course change, the course materials will be updated and provided to the Commission.

Signature

Date



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PROVIDER ACKNOWLEDGEMENT

Complete this form if you are seeking accreditation under your own name or your school/company name, and/or teaching a class, and/or providing a distance learning course using material from another provider/publisher.

(Example: Material from the Dearborn Publishing Co, 360 Training, Realty, NAR, etc.)

- ✓ A form must be completed by each instructor.
- ✓ If you offer multiple courses, use one form, attach a list of course titles, and indicate the publisher and copyright date beside each.

I, _____, certify that the course titled _____, submitted to the Commission for accreditation or re-accreditation is from a book or course titled _____, with a copyright date of _____, published by _____, and that the material is being used

with that person's or company's permission and in accordance with the owner's guidelines. Should I no longer retain the right to use copyright material I will notify the Commission of this change within 5 days.

Will you be providing original copyrighted study material to each student? _____ If no, please explain.

I plan to offer this course as: live class Real-time internet live-class AND/OR as a distance learning course by: correspondence booklet audio video computer disk AND/OR internet delivery

I further certify:

- That I have personally read and completed the entire course, including the course outline, case studies, quizzes, test, answer key, and all other course material as applicable.

- That all the course materials are correct and that nothing in this course conflicts with Federal Law or NH State Laws, Rules and practice.

(If errors or conflicts are found, check here and attach a statement listing any issues you have with the material and how the issues will be rectified, and provide the corrected or clarified material to the Commission office along with this form)

- That as the laws, rules and practices affecting the content of this course change, I will update the material that is taught in the class and provide these updates to the Commission and to students taking the course by distance learning methods.

- That I fully understand the material, can teach the course, and have sufficient knowledge of the subject to answer students' questions on this material.

Signature

Date



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PROVIDER ACKNOWLEDGEMENT

Complete this form if your school or company is seeking accreditation or re-accreditation of original course and material that was developed for your school.

I, _____, certify that the course titled _____, submitted to the Commission for accreditation or re-accreditation is an original course which was developed, designed, and created by _____ for (school/company name) _____ and that we are not in violation of copyright laws.

We plan to offer this course as: **live class** **Real-time internet live-class** *AND/OR*
as a distance learning course by: **correspondence booklet** **audio** **video** **computer disk**
AND/OR internet delivery

Names of individuals who have permission to teach this course for your school/company under your accreditation: _____

I further certify:

- That all the course materials are up to date and that nothing in this course conflicts with Federal Law or NH State Laws, Rules and practice.
- That as the laws, rules and practices affecting the content of this course change, the course materials will be updated and provided to the Commission.

Signature

Date



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PART Rea 302 QUALIFICATIONS

Rea 302.01 Programs of Study Accreditation and Re-accreditation.

(a) Any individual applying for accreditation or any firm applying for accreditation to instruct a real estate pre-licensing or continuing education course shall submit to the commission documents substantiating the applicant's qualifications to instruct such course, including, but not limited to (b), (c), and (d) below. If the commission or its designee has any questions or needs further information prior to approving or denying the accreditation, it shall schedule the applicant to appear before the commission or its designee to address such questions or provide such information.

(b) All individuals applying for accreditation as a pre-licensing education instructor shall demonstrate the following:

(1) Brokerage experience qualifications or other qualifications found by the commission to be equivalent to an active license with a minimum of 3 years of on-going experience in real estate brokerage in New Hampshire; and

(2) Teaching experience qualifications or other qualifications found by the commission to be equivalent to the following:

a. Documentation of at least 72 hours of teaching, speaking or presentation experience;
or

b. Demonstration of teaching, speaking or presentation skills, such as, but not limited to a one hour unedited video or DVD recording which depicts the applicant teaching pre-licensing material that includes New Hampshire state-specific material; and

(3) Demonstration of subject matter knowledge before the commission as necessary to substantiate the qualifications or information submitted, pursuant to Rea 302.01(a).

(c) All individuals applying for accreditation as a core continuing education instructor shall demonstrate the following:

(1) Brokerage experience qualifications or other qualifications found by the commission to be equivalent to an active license with a minimum of 3 years of on-going experience in real estate brokerage in New Hampshire within 3 years of the date of application; and

(2) Teaching experience qualifications or other qualifications found by the commission to be equivalent to the following:

- a. Documentation of at least 72 hours of teaching, speaking, or presentation experience; or
- b. Demonstration of teaching, speaking or presentation skills, such as, but not limited to a one hour unedited video or DVD recording which depicts the applicant teaching New Hampshire core course material; and

(3) Demonstration of subject matter knowledge before the commission as necessary to substantiate the qualifications or information submitted, pursuant to Rea 302.01(a).

(d) All individuals applying for accreditation as an elective continuing education instructor shall demonstrate the following:

(1) Experience qualifications or other qualifications found by the commission to be equivalent to one of the following:

- a. A degree from an accredited institution with a major related to the subject matter of the course within 3 years prior to the date of application;
- b. A certification from an accredited institution related to the subject matter of the course within 3 years prior to the date of application; or
- c. Two years of on-going work experience or teaching experience or a combination of both within the previous 3 years of the date of application that is related to the subject matter of the course; and

(2) Either of the following:

- a. Documentation of at least 15 hours of teaching, speaking or presentation experience or other qualifications found by the commission to be equivalent; or
- b. Demonstration of teaching, speaking or presentation skills, such as, but not limited to a one hour unedited video or DVD recording which depicts the applicant teaching material on the subject matter of the course.

(e) All individuals or firms shall apply for re-accreditation of pre-licensing, core, and elective continuing education courses within 2 years from the date of original accreditation or re-accreditation.

(f) All accredited individuals, institutions or organizations shall submit notice of any substantive changes to accredited courses to the commission during the 2- year accreditation or reaccreditation period

Rea 302.02 Course Outline.

(a) Applicants for accreditation and re-accreditation of a pre-licensing course shall submit an outline showing 40 course hours to be taught, on subject areas approved by the commission, including but not limited to:

- (1) New Hampshire RSA 331-A;

- (2) New Hampshire Administrative Rules Chapters Rea 100-700;
- (3) New Hampshire real estate practices relating to:
 - a. Human rights;
 - b. Environmental issues;
 - c. Condominium Act, RSA 356-B;
 - d. Planning and zoning;
 - e. Wetlands;
 - f. Taxation;
 - g. Manufactured housing;
 - h. Property management, tenant and landlord practices;
 - i. Recordation; and
 - j. Descent and distribution;
- (4) Listing property, including:
 - a. Listing;
 - b. Assessment of property value; and
 - c. Services to the seller;
- (5) Selling property, including:
 - a. Services to the buyer; and
 - b. Advising buyers of outside services;
- (6) Property management, including:
 - a. Leasing, and;
 - b. Management;
- (7) Settlement or transfer of ownership, including:
 - a. Tax issues;
 - b. Titles;
 - c. Settlement procedures; and
 - d. Completion of the transaction;
- (8) Financing, including:
 - a. Sources of financing;

- b. Types of loans;
 - c. Terms and conditions; and
 - d. Common clauses and terms in mortgage instruments; and
- (9) Professional responsibilities, fair practices, and administration.



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Post Licensing FAQ

1. Q – I renew on February 10th, 2022. Do I need the Post Licensing CE?
A – Yes, anyone who was licensed on or after February 1, 2020 is required to complete the Post Licensure CE elective courses for their first renewal
2. Q- If I renew in December but my license doesn't expire until February, can I be grandfathered?
A – No, if your original license was issued after February 1, 2020, it does not matter when you actually submit your renewal, you must follow the Post Licensing Continuing Education Requirements.
3. Q – The rules state that the post licensure courses must be taken in a classroom setting, does this include the Core?
A – No, the core was not part of the Post Licensing Requirements for in class settings.

Rea 403.01 Continuing Education Requirements.

(a) All active and inactive renewal applicants shall complete a minimum 3- hour continuing education core course that has been accredited by the commission pursuant to Rea 302.01

4. Q – I was licensed yesterday, when can I start earning my Core and Post Licensing Continuing Education?
A – A licensee can begin taking education for their renewal the day after they are licensed. This is the same timeframe that is given to all licensees.

Rea 403.01 Continuing Education Requirements.

(f) All applicants, when submitting an application for renewal of a broker or salesperson license prior to the expiration date of the license, **shall have completed the continuing education required within the current 2-year license period**

5. Q - Does the rule require the new licensee to take all 4 topics or just 1 of the 4?
A - Must take all 4 required topics.

Rea 403.01 Continuing Education Requirements.

(d)The 12 hours of post-licensing continuing education in Rea 403.01(b) shall consist of accredited courses from one each of four approved post-licensing

course topics, and may include one or more additional accredited courses from approved optional post-licensing course topics.

6. Q - Does the Post Licensing requirement impact All new licensees or just new Salesperson licensees?

A- Only salespersons are required to take the new post licensing.

Rea 403.01 Continuing Education Requirements.

(c) A salesperson renewal applicant as defined in Rea 403.01(b), who is applying for his or her first renewal, shall complete post-licensing continuing education courses as designated by the commission to meet the applicant’s 12 hours of continuing education elective courses in addition to the core course.

7. Q – Would this impact newly licensed individuals that came over through reciprocity?

A - The rule does not distinguish between first time renewal licensees who obtained by reciprocity or not, therefore, all first-time renewal licensees are required to complete post-licensing.

Rea 403.01 Continuing Education Requirements.

(a) All active and inactive renewal applicants shall complete a minimum 3- hour continuing education core course that has been accredited by the commission pursuant to Rea 302.01.

(b) All renewal applicants whose licenses are on active status, and inactive licensees who are applying to have their licenses placed on active status, shall complete an additional 12 hours of continuing education elective courses accredited by the commission pursuant to Rea 302.01.

(c) A salesperson renewal applicant as defined in Rea 403.01(b), who is applying for his or her first renewal, shall complete post-licensing continuing education courses as designated by the commission to meet the applicant’s 12 hours of continuing education elective courses in addition to the core course.

8. Q – I am a broker who received my reciprocal license after February 1, 2020, do I need to do the post licensure courses?

A – No, 403.01 (c) specifically states “A Salesperson applicant...”

Rea 403.01 Continuing Education Requirements.

(c) A salesperson renewal applicant as defined in Rea 403.01(b), who is applying for his or her first renewal, shall complete post-licensing continuing education courses as designated by the commission to meet the applicant’s 12 hours of continuing education elective courses in addition to the core course.

9. Q – This is my first renewal but I am renewing inactive, do I still have to take all the post licensing Continuing Education?

A – No, you are only required to take the core if you are renewing inactive. However, when you return to an active status, you must complete the post licensure courses before you apply for activation of an inactive license. (c) A salesperson renewal applicant as defined in Rea 403.01(b), who is applying for his or her first renewal, shall complete post-licensing continuing education courses as designated by the commission to meet the applicant's 12 hours of continuing education elective courses in addition to the core course.

Rea 403.01 Continuing Education Requirements.

(b) All renewal applicants whose licenses are on active status, and inactive licensees who are applying to have their licenses placed on active status, shall complete an additional 12 hours of continuing education elective courses accredited by the commission pursuant to Rea 302.01.

(c) A salesperson renewal applicant as defined in Rea 403.01(b), who is applying for his or her first renewal, shall complete post-licensing continuing education courses as designated by the commission to meet the applicant's 12 hours of continuing education elective courses in addition to the core course.