

Obtaining A Real Estate License:



“Your Training Professionals”

STEP ONE – Attend (60) hours of pre-licensing fundamentals. Choose from the schedule below and successfully complete both **PRELICENSING A & B** courses.

2 0 0 9	Day Schedule (9AM-4PM)	Evening Schedule (6PM-10PM)	Weekend Schedule (see below)
PRELICENSING PART A	June 8-12 or July 13-17 or August 10-14 or September 14-18 or October 12-16 or November 9-13 or December 7-11	June 8-11 & 15-18 or August 10-13 & 17-20 or October 12-15 & 19-22 or December 7-10 & 14-17	July 10-12 & 17-19 (Fri 6PM-9PM, Sat & Sun 9AM-4PM) or September 11-13 & 18-20 (Fri 6PM-9PM, Sat & Sun 9AM-4PM) or November 6-8 & 13-15 (Fri 6PM-9PM, Sat & Sun 9AM-4PM)
PRELICENSING PART B	June 15-19 or July 20-24 or August 17-21 or September 21-25 or October 19-23 or November 16-20 or December 14-18	July 13-16 & 20-23 or September 14-17 & 21-24 or November 9-12 & 16-19	June 5-7 & 12-14 (Fri 6PM-9PM, Sat & Sun 9AM-4PM) or August 7-9 & 14-16 (Fri 6PM-9PM, Sat & Sun 9AM-4PM) or October 9-11 & 16-18 (Fri 6PM-9PM, Sat & Sun 9AM-4PM) or December 4-6 & 11-13 (Fri 6PM-9PM, Sat & Sun 9AM-4PM)

STEP TWO – Pass the Tennessee Affiliate Broker Exam. With 24+ years experience, we have an excellent first time pass rate! Want a little extra test preparation? Consider taking the *Accelerated Review Course* to pinpoint strengths and weaknesses so study time is used more effectively.

2 0 0 9	Weekends (8AM - 5PM)
ACCELERATED REVIEW	June 20-21 or July 25-26 or August 22-23 or September 26-27 or October 24-25 or November 21-22 or December 19-20

STEP THREE – Complete (30) Hours of **The Course For New Affiliates**. An interesting and convenient home study course designed to help you succeed from day 1 in a real office!

Prelicensing A&B \$350. total (prepaid) includes all materials. **Accelerated Review Course** \$95. (\$80 former student) total includes all materials. **The Course For New Affiliate Brokers** home study \$185. includes all materials.

Call CLI Today with Questions or to Register! (615)297-1800 or (800)523-7575

How to Obtain Your Real Estate Broker License:



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STEP ONE - The process is easy! Attend a (30) hour TREC approved office/ brokerage management course. CLI offers conveniently scheduled **Real Estate Office Management** courses and dynamic instruction from industry-active professionals.

2 0 0 9	Day (8:30AM-5PM)
REAL ESTATE OFFICE MANAGEMENT	August 24-27 or November 16-19

**this course now available in home study format

STEP TWO - Pass the Tennessee Broker Exam. With 24+ years experience, we have an excellent first time pass rate! Want a little extra test preparation? Consider taking the **Broker Exam Review Course** designed specifically for broker exam candidates to pinpoint strengths and weaknesses so study time is used more effectively. Truly a wise investment of your time.

2 0 0 9	Day/Weekend (8AM-5PM)
BROKER EXAM REVIEW	August 28-30 or November 20-22

ANYTHING ELSE? - Meet the minimum education and experience requirements. You must have a minimum of 120 hours of TREC approved education (including the Real Estate Office Management course). Candidates must also have maintained an active license for at least 3 years. CLI has a huge variety of approved courses to assist with ongoing continuing education requirements. Told you it was easy!
Real Estate Office Management \$185 (prepaid, classroom or home study format) includes all materials. *Broker Exam Review Course* \$175 total includes all materials.

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You Need CE Hours? We've Got CE Hours!



"Your Training Professionals"

CLI offers a great selection of home study courses to assist you with meeting your continuing education obligation for license renewal. Choose sixteen (16) hours of TREC approved continuing education from the list below. Remember - renewal education must include the (4) hour *TREC Core 2009/2010* course.

4 HOUR HOME STUDY COURSES	\$40 EACH	NO FINAL EXAM!!
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| ~ TREC Core Course 2009-2010 | ~ Diversity & Doing Business | ~ Risk Management |
| ~ Introduction to Commercial Real Estate Sales | ~ Real Estate Finance | ~ Buyer Representation |
| ~ Red Flags Property Inspection Guide | ~ Real Estate & Taxes | ~ Property Management & Managing Risk |
| ~ Environmental Issues In Your Real Estate Practice | ~ Fair Housing | |

8 HOUR HOME STUDY COURSES	\$85 EACH	NO FINAL EXAM!!
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| ~ Disclosure and Expanding Liability | ~ Targeting The Over 55 Client | |
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16 HOUR HOME STUDY COURSES	\$140 EACH	
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| ~ Risk Reduction - Drafting Contract Clauses | ~ The Complete Home Inspection Kit | |
| ~ Effective Real Estate Sales and Marketing | | |

30 HOUR HOME STUDY COURSES	\$185 EACH	
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| ~ Introduction To Real Estate Law | ~ The Course For New Affiliates | |
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