

Real Estate Associates Licensing Education

Meets or exceed education standards established by Alliance for Canadian Real Estate Education and Canadian Real Estate Regulators.

Phase 1

**Introduction to a
Career in Real Estate**

EXAM

Phase 2 - Fundamentals of Real Estate

| | | | | | | |
|--|--|--|--|--|---|-------------------------------------|
| <p>Section 1.</p> <p>Interpersonal Relations & Communication Handling Conflict & Negotiations Planning & Time Management Marketing Sales Process Technology</p> | <p>Section 2.</p> <p>Financing Real Estate Transactions</p> | <p>Section 3.</p> <p>Contract Law Representation Relationships Title Registration Land Use Controls Condominium</p> | <p>Section 4.</p> <p><i>Real Estate Act</i></p> | <p>Section 5.</p> <p>Environmental Issues Insurance and Loss Prevention</p> | <p>Section 6.</p> <p>Building Construction Types Measurement</p> | <p>REVIEW + EXAM</p> |
|--|--|--|--|--|---|-------------------------------------|

Phase 3 - Real Estate Areas of Practice

| | | | | | |
|---|--------------------|---|--------------------|--|--------------------|
| <p>Section 7.</p> <p><u>Residential Real Estate</u> Role of Industry Member Property Evaluation Working with Sellers Working with Buyers Completing the Transaction Case Studies</p> | <p>Exam</p> | <p>Section 8.</p> <p><u>Commercial Real Estate</u> Role of Industry Member Property Evaluation Working with Sellers/Landlords Working with Buyers/Tenants Investment Leasing Completing the Transaction Case Studies</p> | <p>Exam</p> | <p>Section 9.</p> <p><u>Rural Real Estate</u> Role of Industry Member Agricultural Property Features Working with Sellers Working with Buyers Completing the Transaction Case Studies</p> | <p>Exam</p> |
|---|--------------------|---|--------------------|--|--------------------|