



Livestream & Virtual Course Schedules

September 2020

WE'RE WITH YOU
EVERY STEP OF THE WAY!





IMPORTANT COVID-19 COURSE CHANGES

Your unstoppable drive is what will make you a great Real Estate Agent! To help you meet your goals, **we've made temporary accommodations to move our in-person courses to VIRTUAL CLASSROOMS**, available via Livestream webinar until it is safe to resume normal activities. We'll continue to offer our online courses so you can learn at your own pace.

This document contains everything you need to know to complete your education from the safety and comfort of your home, so you can use your down time to prepare for your new career.

SECTION 1 - VIRTUAL OPEN HOUSES

If you've thought about a career change, but you're not sure where to start, we're here to help you. At Arizona School of Real Estate & Business (ASREB), we offer Virtual Open Houses via Zoom webinars to help you learn about career opportunities in the real estate, mortgage lending, appraisal, and home inspection industries.

SECTION 2 - LIVESTREAM COURSES

Our students now have online access to 100% of the required real estate pre-licensing courses. Courses are instructor-led live-streamed and engaging, using the same "laugh and learn" format you'd enjoy in a classroom.

SECTION 3 - EXTENDED VIRTUAL OFFICE HOURS

Time with your instructor gives you the ability to ask questions and expand on course content. We've extended our typical office hours to give you plenty of time to connect with your expert instructors from home.

SECTION 4 - REMOTE CUSTOMER SUPPORT

Concerned about technical issues? Need clarification on course content or licensing requirements? Our Remote Customer Support team is available to address any inquiries you may have, and to make sure you're prepared for your virtual course.



Virtual Open Houses & Career Expos

At Arizona School of Real Estate & Business, we offer Virtual Open Houses and Career Expos via Zoom webinars. Attending an open house will help you learn about career opportunities in the real estate, mortgage lending, appraisal, and home inspection industries. Our Virtual Career Expos allow you the opportunity to connect with real estate companies and brokers.

VIRTUAL OPEN HOUSES

5:30pm - 6:30pm

September
8

September
22

October
7

October
21

[CLICK HERE TO REGISTER TODAY!](#)

VIRTUAL REAL ESTATE CAREER EXPOS

11:00am - 1:00pm

September
11

October
2

[CLICK HERE TO REGISTER TODAY!](#)

Real Estate Pre-Licensing

Course Packages and Pricing

Package Features	Set for Success Package \$699 Savings of \$221	Career Start Package \$599 Savings of \$193	Basic Package \$559	Individual Pricing
90-Hour Real Estate Sales Licensing Course*	✓	✓	✓	Sales Review Crammer Course \$99
AZ Edition: RE Principles & Practices Textbook**	✓	✓	✓	Introduction to Real Estate Contract Writing Course \$59
School Exam	✓	✓	✓	CompuCram® Real Estate Sales Exam Prep Software \$89
Career Expo Invitation	✓	✓	✓	Arizona Real Estate VocabCrammer® Flashcards \$39.95
BASIC Review Crammer® Course	✓	✓		Arizona Edition: Real Estate Sales Principles & Practices Textbook \$75
Introduction to Real Estate Contract Writing Course	✓	✓		
CompuCram® Real Estate Sales Exam Prep Software	✓			
AZ Real Estate VocabCrammer® Flashcards	✓			
Access to Online Course	✓			

We're bringing the
classroom to you
via **Livestream!**



5 reasons to love Livestream* classes:

1. **Learn** from experienced, engaging instructors and get real-world examples
2. **Ask questions** and participate in class
3. **Build your network** with other students
4. **Attend** virtual instructor Q & A sessions
5. **Get the education you need** from the comfort of your own home

If you consider yourself a classroom learner, join us via Livestream so you can enjoy the same “laugh and learn” experience you’d see in the classroom.

Visit **ASREB.com** or reach out to a member of our **Student Experience Team** at **1-800-659-8088** or **info@asreb.com** to help you get started.



Livestream Courses

If you consider yourself a classroom learner, join us via Livestream so you can enjoy the same “laugh and learn” experience you’d see in the classroom.



Real Estate Sales Pre-Licensing Schedules

WEEKDAY PROGRAM

2 WEEKS

Week 1: Mon - Fri
8:00am - 12:30pm
1:00pm - 5:30pm
Week 2: Mon - Thu
8:00am - 12:30pm
1:00pm - 5:30pm

COURSE DATES

Sep 8 - Sep 18
Sep 21 - Oct 1

EVENING PROGRAM

6 WEEKS

Mon, Tue, Thu
6:00pm - 10:30pm

COURSE DATES

Sep 14 - Oct 22

WEEKEND PROGRAM

9 WEEKS

Saturday only
8:00am - 12:30pm
1:00pm - 5:30pm

COURSE DATES

Sep 5 - Oct 31

Broker Pre-Licensing

3 WEEKS

Mon - Fri
9:30am - 11:30am
12:00am - 2:00pm
2:15pm - 4:15pm

COURSE DATES

Sep 8 - Sep 28

Introduction to Real Estate Contract Writing

8:30am - 2:30pm

COURSE DATES

Sep 1, Tue
Sep 5, Sat
Sep 8, Tue
Sep 12, Sat
Sep 15, Tue
Sep 19, Sat
Sep 22, Tue
Sep 26, Sat
Sep 29, Tue

Real Estate Math Review Courses

9:00am - 1:00pm

FORMULAS & CALCULATIONS

Sep 19, Sat

METHODS & APPLICATIONS OF REAL ESTATE MATH

Sep 26, Sat

Classes can be taken in any order. If one of our dates & times does not fit your needs, log in to your student account and you may adjust your schedule.

Math Package includes both Math courses for \$59

Individual course: \$35

Livestream Courses



Real Estate Continuing Education Schedules

Date/Time	Course	Category
Sep 2 Wed 11:00am-2:00pm	Home Inspection Rights & Responsibilities [3258] Licensees responsibility to educate buyer and seller clients in Arizona disclosure law will be discussed thoroughly, focusing on common practices in Home Inspection, such as: selecting an Inspector, need for inspecting new construction, red flags and different approaches to challenges in Home Inspection discovery.	D Tuition: \$20/class
Sep 3 Thu 11:00am-2:00pm	Keep It Fair [3321] This course covers the purpose & laws of Fair Housing & the details on who it protects. Students will gain an understanding the Act of 1866, Federal Fair Housing Act, Megan's Law & ADA, & exemptions.	FH Tuition: \$20/class
Sep 3 Thu 2:30pm-5:30pm	Working with Arizona Buyers [3234] Qualifying the buyer will cover agency relationship, buyers needs and financial capability, as well as the responsibilities of representation. Customer service and follow up will be discussed. Special attention will be given to state and federal laws regarding qualifying questions.	LI Tuition: \$20/class
Sep 4 Fri 11:00am-2:00pm	HOAs and Rental Property [3174] This course specifically addresses the power and authority that an HOA may have over a property owners ability to rent or lease out their property. There is a detailed review of Federal and State Fair Housing Laws. Agents will be able to identify the legal rights from those restrictions that are being imposed unjustly; thus enabling them to represent their clients and serve the public better.	FH Tuition: \$20/class
Sep 4 Fri 2:30pm-5:30pm	Agency Law - Case Studies & Problem Solving [3002] This course is a fundamental agency course covering the creation and implementation of agency relationships. Topics such as dual and single will be discussed along with office policies and proper agency documentation.	A Tuition: \$20/class
Sep 8 Tue 2:30pm-5:30pm	Contract Negotiations [3017] This class will discuss the importance of Negotiating, Determining priorities, negotiation strategies and skills, finding win-win options, protecting your client, agency requirements, creating and writing a strong offer, gathering information to help in negotiation, presenting offers, relationships with other agents, and counter offer strategies.	CL Tuition: \$20/class
Sep 9 Wed 9:00am-12:00pm	The Skill Set of an Engaging & Effective Instructor [IDW 1017]	IDW
Sep 9 Wed 11:00am-2:00pm	Agency Law - Protecting the Rights of the Buyer or Seller [3068] Specific topics will be discussed that impact the buyer and seller in a real estate transaction. The purchase contract will be used to illustrate specific points.	A Tuition: \$20/class
Sep 09 Wed 2:30pm-5:30pm	Property Management - Regulations & Standards [6008] In this class the licensee will become well versed in the rules and regulations governing the actions of property managers pursuant to the Arizona Revised Statutes and the Arizona Administrative Code. Particular attention will be paid to the topics of licensing requirements, management agreements, advertising and the proper handling of trust accounts.	CS Tuition: \$20/class
Sep 10 Thu 8:00am-11:00am	Real Estate Disclosure Issues - Buyer & Seller Obligations [3095] Gain an increased awareness of the common disclosure issues; the duties to discover and disclose by the licensee, buyers and sellers; and liability for failure to disclose material facts.	D Tuition: \$20/class
Sep 10 Thu 2:30pm-5:30pm	Contract Law - Disclosure [3032] This course will cover the disclosure requirements when writing a purchase contract. The purchase contract will be used to illustrate each issue.	CL Tuition: \$20/class

Livestream Courses

Date/Time	Course	Category
Sep 14 Mon 2:30pm-5:30pm	Fissures & Other Geologic Hazards in AZ [3283] This course will outline environmental hazards requiring disclosure when doing real property transactions in Arizona.	D Tuition: \$20/class
Sep 14 Mon 6:00pm-9:00pm	Apartments as an Investment [3253] This course provides an overview to apartment development and best practices for becoming an owner of an apartment complex including planning and Design, financing, and fair housing requirements.	LI Tuition: \$20/class
Sep 15 Tue 2:30pm-5:30pm	Application of Fair Housing Laws & Marketing [3311] This three-hour class will give the agents an in depth application to marketing research and how to positively advertise to the public. It will go over internet advertising laws and regulations to stay compliant with fair housing laws and regulations.	FH Tuition: \$20/class
Sep 15 Tue 6:00pm-9:00pm	How to Write a Residential Lease [6012] This course will provide a step by step approach to the structure of a residential lease pursuant to the provisions of the Arizona Residential Landlord and Tenant Act. Particular emphasis will be placed on both the obligations and rights of the landlord and those of the tenant.	CL Tuition: \$20/class
Sep 16 Wed 2:30pm-5:30pm	Disclosure - Maintenance of Rental Property 3188] Attendees will be provided with a guideline for preparing themselves and landlords/sellers for required state and federal disclosures regarding previously distressed properties when dealing with a tenant/buyer while maintaining and/or renovating a property for lease or resale.	D Tuition: \$20/class
Sep 16 Wed 6:00pm-9:00pm	Advertising in Today's Market "The Rules & Social Media" [3278] The licensee, will be made aware that all state statutes and ADRE rules of advertising apply and are tied to professional conduct. This course exposes common violations, red flags & agent liability as well as education agents and employing brokers on how to report illegal and unethical advertising; how to protect the buyer client and minimize risk for seller clients.	CS Tuition: \$20/class
Sep 17 Thu 2:30pm-5:30pm	Service & Companion Animals Guidelines in Fair Housing [3307] Understand the rules and regulations of companion and service animals in real estate. Students will learn who may have a working animal, the qualifications required, and the differences between working animals and pets.	FH Tuition: \$20/class
Sep 17 Thu 6:00pm-9:00pm	Agency - Keeping It Clear [3324] In this class we will discuss the fiduciary responsibility between client and agent as well as the fundamentals of agency law.	A Tuition: \$20/class
Sep 19 Sat 8:00am-11:00am	BMC 1 - "Rights & Responsibilities" [6000] This course will cover the statutes and rules necessary for legal operation of a Real Estate Brokerage.	CS Tuition: \$30/class
Sep 19 Sat 11:00am-2:00pm	BMC 2 - "Development & Implementation" [6001] The course covers statutory and regulatory requirements related to the operation of a brokerage pursuant to the Arizona Revised Statutes and the Arizona Administrative Code. Specifically, we will focus on assisting brokers in developing a written policy and procedures manual that meets the requirements of A.A.C. R4-28-1103(A), Broker Supervision and Control, as we walk through each topic in the Arizona Department of Real Estate's Model Policy and Procedures Manual	CS Tuition: \$30/class
Sep 19 Sat 2:30pm-5:30pm	BMC 3 - "Being the Boss" [6002] This course was designed to assist & benefit the designated broker and their assigns by providing best management techniques and practices and also uses examples and case studies to further demonstrate importance points	CS Tuition: \$30/class

Livestream Courses

Date/Time	Course	Category
Monthly Seminar		
Sep 25 Fri 9:00am-12:30pm	Commercial 360 Degrees - SEMINAR [9057] Licensees responsibility to educate buyer and seller clients in Arizona disclosure law will be discussed thoroughly, focusing on common practices in Home Inspection, such as: selecting an Inspector, need for inspecting new construction, red flags and different approaches to challenges in Home Inspection discovery.	LI Tuition: \$20/class
Sep 28 Mon 8:00am-11:00am	Commissioner's Standards & The Code of Ethics [3304] This seminar is for anyone wanting to learn about growth and development in Arizona. Learn from industry leaders regarding Arizona economic development, land availability, trust land funds, energy and water plans as well as a current market update - hear how all these factors effect the state's growth and the real estate industry.	CS Tuition: \$20/class
Sep 28 Mon 11:00am-2:00pm	Real Estate Disclosure Issues - Transaction Impact [3096] This three hour class will review the disclosure issues that impact a real estate transaction, including exceptions to the basic duty of disclosure.	D Tuition: \$20/class
Sep 28 Mon 2:30pm-5:30pm	Mortgage Basics for REALTORS [3350] Gain a better understanding of the loan process and how it affects buyers. Learn how the FICO credit scoring system works and how the FICO score affects the buyers ability to purchase as well as how the score changes their interest rates. Discussion will include criteria used to qualify a buyer and types of fees lenders will charge.	LI Tuition: \$20/class
Sep 29 Tue 8:00am-11:00am	Writing the New Homes Sales Contract [6050] This three hour class will concentrate on the professional conduct, duties and commissioner rules associated with writing new home sales contracts.	CL Tuition: \$20/class
Sep 29 Tue 11:00am-2:00pm	Complying With Fair Housing Laws [3330] This course will provide explanations for Fair Housing Laws.	FH Tuition: \$20/class
Sep 29 Tue 2:30pm-5:30pm	Agency Relationships in Real Estate [3003] This course will concentrate on the agency relationships in real estate and what duties are owed to the parties you represent. Specific attention will be given to the fiduciary obligations and their specific impact on behavior and conduct.	A Tuition: \$20/class
Sep 30 Wed 8:00am-11:00am	Rules - Ethical Conduct [3066] This class will cover the professional conduct as presented by the Commissioners Standards.	CS Tuition: \$20/class
Sep 30 Wed 11:00am-2:00pm	Researching Your Way to Reduce Risk in RE [3119] This three hour course will familiarize the licensee with the County Assessors Website and assessing the condition of the property as well as the history of the premises and surrounding area.	D Tuition: \$20/class



Virtual Instructor Q&A Sessions

We're committed to helping you every step of the way as you pursue your new career. We offer our students Virtual Instructor Q&A Sessions so you can get the help you need, when you need it.

Our industry expert instructors are available to answer your questions and provide real-world examples to help you grasp key concepts in the field.

Real Estate Office Hours

Mon, Wed, Fri
9:00am - 10:00am
6:00pm - 7:00pm

SIGN UP FOR VIRTUAL INSTRUCTOR Q&A SESSIONS TODAY
and to talk to experienced faculty via zoom webinar!



Receive expert feedback from your trusted ASREB faculty

Our expert faculty members:

- Are active in today's markets
- Keep up-to-date on the latest industry trends and issues
- Make learning easy by sharing their real-life experiences.

For current students, we offer our "Ask an Instructor" service, giving you 24/7 access to our expert faculty members to ask any course material questions, day or night!

Our instructors truly care about our students and are always available for questions.

No matter the time of day, we're always here to help.
Email your questions to askaninstructor@ASREB.com



Remote Customer Support

We're here for you when you need us, because at ASREB, we're committed to helping you throughout your entire education journey.

Our remote student experience team is standing by to answer any questions you have and guide you through the process of switching your career or continuing your education.

Contact Us

Customer Service

Monday - Friday: 7:30am to 6:00pm
Saturday: 8:00am to 12:00pm

Tech Support

Monday - Friday: 7:30am to 7:00pm
Saturday: 10:00am to 3:00pm

1-800-659-8088 • info@asreb.com

If you're interested in learning more about starting a new career, consider attending a [Virtual Open House!](#)

We're here for you.

We have always believed in entrepreneurs; those who want to achieve something more. Whether you're thinking about changing careers, or looking for your first job. We want to assure you: your dream is achievable, and our student-centric philosophy means we will be right there with you every step of the way. Many of our courses can be completed in just days or weeks, instead of months or years!

Learn more about the programs we offer at ASREB:

[Real Estate Salesperson ▶](#)

[Real Estate Broker ▶](#)

[Appraisal ▶](#)

[Mortgage ▶](#)

[Home Inspection ▶](#)