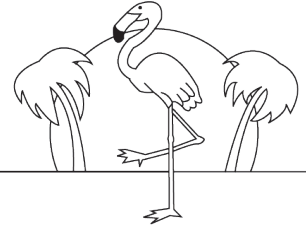


THE CUSACK CENTER
2012

FLORIDA REAL ESTATE QUALIFYING COURSES



Salesperson's Qualifying Course*

63 Hour Introduction to Real Estate
Principles & Practices
Course I

Meets 9:00 AM - 4:30 PM; 7/12, 7/13, 7/19, 7/20, 7/26, 7/27,
8/02, 8/03. Exam only 8/10, 9:00 AM - 12:00 PM.

The objective of this course is to provide students with fundamental knowledge in the field of real estate that is essential for the protection of the public welfare. The scope of this course includes material on both (1) the "principles and practices" of real estate and (2) the Florida Real Estate License Law. The licensee requires knowledge in both areas to engage competently in the real estate business.

Topics will include:

PROPERTY RIGHTS: ESTATES AND LIMITATIONS ON OWNERSHIP
CONDOMINIUMS, COOPERATIVES AND TIME SHARING
TITLE: ACQUISITION, CONVEYANCING AND PROTECTION PROPERTY
TAXES, SPECIAL ASSESSMENTS AND OTHER LIENS AND ENCUMBRANCES
METHODS OF DESCRIBING REAL PROPERTY
CLOSING OF TRANSACTIONS: ACCOUNTS, SETTLEMENTS AND CLOSING
STATEMENTS
REAL ESTATE APPRAISAL
PREPARATION OF A COMPARATIVE MARKET ANALYSIS
REAL ESTATE INVESTMENT ANALYSIS

Course Tuition: \$399 includes Text

**Prepaid Course Tuition also includes 15% Discounted Exam
Review Session: \$496**

Text: Florida Real Estate Principles, Practices & Law, 33rd Edition.
Gaines, Coleman & Crawford, Dearborn Real Estate Education†
COURSE PREREQUISITES: NONE.

Broker's Qualifying Course*

72 Hour Real Estate Principles & Practices
Course II

Meets 9:00 AM - 5:00 PM; 9/06, 9/07, 9/13, 9/14, 9/20, 9/21,
9/27**, 9/28, 10/04.
Exam only 10/05 9:00 AM - 12:00 PM.

The overall objective for this course is to acquaint the prospective broker with concepts and practices encountered and utilized in successful brokerage businesses. The course is divided into four parts: appraisal, financing, investment and business management. The areas are highly interrelated and students will become aware of the many ways in which the subjects are combined in professional application.

Topics will include:

THE BROKER'S ROLE IN APPRAISING
REAL ESTATE FINANCIAL ANALYSIS
FEDERAL GOVERNMENT INFLUENCES ON REAL ESTATE
CLOSING OF TRANSACTIONS, ACCOUNTS, SETTLEMENTS AND
CLOSING STATEMENTS
BROKERAGE OPERATIONS
ESCROW ACCOUNT MANAGEMENT
PROPERTY MANAGEMENT

Course Tuition: \$499 includes Text

**Prepaid Course Tuition also includes 15% Discounted Exam
Review Session: \$669**

Text: Florida Real Estate Broker's Guide; 3rd Edition.
Crawford & O'Donnell. Dearborn Real Estate Education†

COURSE PREREQUISITES: ACTIVE SALESPERSON OR BROKER LICENSE FOR AT
LEAST 12 MONTHS WITHIN THE PRECEDING PAST 5 YEAR PERIOD.

or online anytime at
www.cusackcenter.com/go/florida

Approved by the Florida Department of Business and Professional Regulation
Division of Real Estate

*Instructor-led classes are approved for 22.5 Hours of NYS Real Estate Continuing Education credit.

**Make-up available

†Subject to change without notice

Providing Continuing Professional Education Since 1990

