

45-Hour Sales Post-Licensing Course Course Outline and Time Line

The following detailed course outline is based on 45 one classroom hour sessions consisting of 50 minutes each.

Time	Detailed Course Outline	Learning Objectives	Teach Tech Used
0.00-1.00 1.00-2.00 2.00-3.00	Module 1 Changes in Laws and Rules	<ol style="list-style-type: none"> 1. Name key changes to Chapter 475, F.S., Part I (statute governing real estate licensees). 2. Name key changes to the Florida Real Estate Commission (FREC) rules. 3. Evaluate the impact on real estate professionals of at least two of the key changes to Chapter 475, F.S. or the FREC rules. 4. Name key changes to Chapter 475, F.S., Part II. 5. Compare and contrast the payment of referral fees and sharing real estate commissions. 6. Summarize the activities that can be performed by an unlicensed personal assistant. 	Dist. Learn Dist. Learn Dist. Learn
3.00-3.30 3.30-4.00 4.00-5.00 5.00-6.00	Module 2 Real Estate Brokerage Relationships	<ol style="list-style-type: none"> 1. Compare and contrast the significant elements of Florida's 1997 <i>Brokerage Relationship Disclosure Act</i> with the 2003 legislative amendments. 2. Define terms such as <i>client, customer, designated sales associate, dual agency, fiduciary, principal, single agency, subagency, and transaction brokerage</i>. 3. Compare and contrast the variety of relationships Florida real estate practitioners can have with real estate consumers. 4. Describe the differences between single agency, dual agency, and transaction brokerage. 5. Cite the rules regarding agency disclosure. 6. Compare and contrast the differences 	Dist. Learn Dist. Learn Dist. Learn Dist. Learn

		between being treated as a <i>client</i> and being treated as a <i>customer</i> .	
6.00-6.30 6.30-7.00 7.00-8.00 8.00-9.00 9.00-9.30	Module 3 Property and Transaction Disclosures	<ol style="list-style-type: none"> 1. Explain the impact of the <i>Johnson</i> ruling on real estate transactions. 2. Define the terms <i>caveat emptor</i>, <i>material fact</i>, <i>latent defects</i>, <i>affirmative discovery</i>, and <i>stigmatized properties</i>. 3. Discuss the role of various disclosure practices, such as seller property disclosure forms and buyer net sheets. 4. Cite the required disclosure practices for material facts, termite and roof reports, energy-efficiency ratings, radon gas, lead-based paint, closing costs, condominiums, advertising, and brokerage relationships. 5. Cite provisions of Florida's environmental protection laws. 6. Discuss appropriate responses to consumer questions about disclosure in regard to stigmatized properties. 	Dist. Learn Dist. Learn Dist. Learn
9.30-10.30 10.30-11.30 11.30-12.30 12.30-13.30 13.30-14.30 14.30-15.30	Module 4 Fair Housing	<ol style="list-style-type: none"> 1. List groups protected under and exemptions to the <i>Fair Housing Act</i>. 2. Cite the significant aspects of the <i>Florida Fair Housing Act</i> and identify groups protected under this statute. 3. Define the terms <i>steering</i>, <i>redlining</i>, <i>blockbusting</i>, <i>familial status</i>, and <i>discriminatory advertising</i>. 4. Cite government enforcement policies and procedures. 5. Provide examples of specific acts of discrimination. 6. Explain the impact on real estate practices of the <i>Civil Rights Act of 1866</i>, the <i>Fair Housing Act of 1968</i>, the <i>Equal Credit Opportunity Act</i>, and the <i>Americans with Disabilities Act</i>. 	Dist. Learn Dist. Learn Dist. Learn Dist. Learn

15.30-16.30	Module 5 Environmental Hazards	1. Describe the origins and potential health hazards attributed to toxic mold.	Dist. Learn
16.30-17.30		2. Define and describe electric and magnetic fields (EMFs) and the potential health hazards associated with exposure to them.	Dist. Learn
17.30-18.30		3. Identify the appropriate disclosures regarding lead-based paint.	Dist. Learn
18.30-19.00		4. Describe asbestos-related problems and identify potential health hazards associated with exposure.	Dist. Learn
19.00-20.00		5. Describe the origins of radon gas and summarize the appropriate disclosures regarding radon gas.	Lecture
20.00-21.00		6. Evaluate the role of the licensee in providing information to consumers about environmental issues.	Dist. Learn
21.00-21.30			
21.30-22.30	Module 6 Ethics and the Real Estate Practitioner	1. Evaluate the significance of research studies and polls on real estate agents' integrity.	Dist. Learn
22.30-23.30		2. Discuss the myths of ethical decision-making.	Dist. Learn
23.30-24.30		3. Analyze an ethical dilemma using some of the suggested techniques.	Dist. Learn
24.30-25.30		4. Discuss the relevance of ethical decision-making skills to business practice.	Dist. Learn
25.30-26.00		5. List critical questions to ask when responding to an ethical dilemma.	Dist. Learn
26.00-27.00			Dist. Learn
27.00-28.00	Module 7 Court Decisions	1. Evaluate the impact of various court decisions on brokerage relationships.	Dist. Learn
28.00-29.00		2. Evaluate the impact of various court decisions regarding the interpretation of "as is" on a sales contract and disclosure practices.	Dist. Learn
29.00-30.00		3. Describe the significance of various cases dealing with fair housing practices.	Dist. Learn
30.00-31.00			Dist. Learn

31.00-32.00		<ol style="list-style-type: none"> 4. Discuss the impact of environmental hazards on consumers. 5. Evaluate the significance to licensees and consumers, based on court decisions, of ethical decision-making skills and ethical conduct. 6. Explain the significance of properly reporting the completion of continuing education requirements. 	<p>Dist. Learn</p> <p>Dist. Learn</p>
32.00-33.00 33.00-34.00 34.00-35.00 35.00-36.00	Module 8 Home Ownership and Income Tax Deductions	<ol style="list-style-type: none"> 1. Describe the various tax deductions available to homeowners. 2. Define the terms <i>acquisition financing, adjusted sales price, basis, capital gain, consumer interest, distance test, equity financing, improvements, installment sales, once-in-a-lifetime exemption, points, prepayment penalties, rollover rule, and work test.</i> 3. Explain the various methods available to avoid capital gain tax on the sale of a principal residence. 4. Calculate capital gain on a residence. 5. Compare and contrast the changes in the tax deductions permitted homeowners before and after the <i>Taxpayer Relief Act of 1997.</i> 6. Describe the rules regarding deduction of moving expenses. 	<p>Dist. Learn</p> <p>Dist. Learn</p> <p>Dist. Learn</p> <p>Dist. Learn</p>
36.00-37.00 37.00-38.00 38.00-39.00 39.00-40.00	Module 9 Construction and Insurance Issues	<ol style="list-style-type: none"> 1. Identify and describe polybutylene (PB) piping and its use in residential property. 2. Discuss litigation regarding PB piping and the problems associated with the use of this material. 3. Define the term <i>R-value</i> and describe how it is determined. 4. Describe the significant elements of the <i>Florida Building Energy-Efficiency Rating Act (Chapter 553.990, F.S.)</i>. 5. Identify the key elements of an Energy Rating Guide. 6. Evaluate the impact of the energy- 	<p>Dist. Learn</p> <p>Dist. Learn</p> <p>Dist. Learn</p> <p>Dist.</p>

		<p>efficiency changes to the Florida Building Code.</p> <ol style="list-style-type: none"> 7. Describe the purpose of the <i>Residential Swimming Pool Safety Act</i> (Chapter 515, F.S.). 8. Evaluate the impact of Hurricane Andrew on Florida's insurance industry and the significance of the <i>Windstorm Bill</i>. 9. Evaluate the impact of September 11, 2001, on insurance exclusions and property insurance coverage. 10. Describe some of the current issues regarding homeowner's insurance. 	Learn
40.00-41.00	Module 10 Real Estate Industry Trends	<ol style="list-style-type: none"> 1. Describe the growing need for property management and the laws that affect property management. 2. Evaluate the impact of the events of September 11, 2001, on property management. 3. Describe trends in finance and lending since 2002. 4. Define the increasing role of protective covenants in home ownership. 5. Evaluate major social and demographic trends that will affect the real estate business in the near future. 6. Discuss the effects of those trends on Florida and its real estate industry. 	Dist. Learn
41.00-42.00			Dist. Learn
42.00-45.00		1. FINAL EXAM	