



<p>03:00</p> <p>04:00</p> <p>05:00</p>	<p><b>Module 2</b> Florida Real Estate License Law and Florida Real Estate Commission Rules</p>	<ol style="list-style-type: none"> <li>1. Describe the function of the Department of Business and Professional Regulation (DBPR).</li> <li>2. Describe the composition, appointment, and member qualifications of the Florida Real Estate Commission (FREC).</li> <li>3. Identify the powers and duties of the FREC.</li> <li>4. Explain the purpose of the Real Estate Education and Research Foundation.</li> <li>5. Describe the role of the Division of Real Estate (DRE).</li> <li>6. Describe the differences between active and inactive status (voluntary and involuntary).</li> <li>7. Define a voided license.</li> <li>8. Identify situations that cause a license to cease to be in force.</li> <li>9. Identify situations that cause a license to be canceled.</li> <li>10. Explain the purpose of multiple and group licenses.</li> </ol>	<p>Distance Learning</p>
<p>6:00</p> <p>7:00</p> <p>8:00</p>	<p><b>Module 3</b> Real Estate Brokerage Relationships</p>	<ol style="list-style-type: none"> <li>1. Compare and contrast the significant elements of Florida's 1997 <i>Brokerage Relationship Disclosure Act</i> with the 2003 legislative amendments.</li> <li>2. Define the terms <i>client</i>, <i>customer</i>, <i>designated sales associate</i>, <i>dual agency</i>, <i>fiduciary</i>, <i>principal</i>, <i>single agency</i>, <i>subagency</i>, and <i>transaction brokerage</i>.</li> <li>3. Compare and contrast the variety of relationships Florida real estate practitioners can have with real estate consumers.</li> <li>4. Describe the differences between single agency, dual agency, and transaction brokerage, and no brokerage relationship.</li> <li>5. Cite the rules regarding agency disclosure.</li> <li>6. Compare and contrast the differences between being treated as a <i>client</i> and being treated as a <i>customer</i>.</li> </ol>	<p>Distance Learning</p>

<p>9:00</p> <p>10:00</p> <p>11:00</p>	<p><b>Module 4</b> Real Estate Brokerage Activities</p>	<ol style="list-style-type: none"> <li>1. Identify the requirements a real estate brokerage office must meet and the types of business entities that may register as a real estate brokerage office.</li> <li>2. List the requirements related to sign regulation.</li> <li>3. Explain what determines whether a temporary shelter must be registered as a branch office.</li> <li>4. List the requirements related to the regulation of advertising by real estate brokers.</li> <li>5. Explain the term <i>immediately</i> as it applies to earnest money deposits.</li> <li>6. Describe the four settlement procedures available to a broker who has received conflicting demands or who has a good-faith doubt as to who is entitled to disputed funds.</li> <li>7. Explain the rules regarding the advertisement of rental property information or lists and the negotiation of rentals.</li> <li>8. Identify significant employment issues between brokers, and their sales associates and broker associates, such as commissions and policy manuals.</li> <li>9. List the obligations of broker associates and sales associates when changing employer, address or both.</li> <li>10. Identify and describe the types of business entities that may and may not be registered as brokerage firms.</li> <li>11. Describe a licensee's lawful use of a fictitious or trade name.</li> </ol>	<p>Distance Learning</p>
<p>12:00</p> <p>13:00</p> <p>14:00</p>	<p><b>Module 5</b> License Law Violations, Penalties, and Procedures</p>	<ol style="list-style-type: none"> <li>1. Describe the elements of a valid complaint.</li> <li>2. Explain the procedures involved in the reporting of violations, the investigation of complaints, and the conduct of hearings.</li> <li>3. Describe the composition of the Probable Cause Panel.</li> <li>4. Explain the penalties for first-degree and second-degree misdemeanors and recognize what real estate activities are first-degree misdemeanors.</li> <li>5. Recognize events that would cause a license application to be denied.</li> <li>6. Recognize actions that would cause a license to be subject to suspension or revocation.</li> <li>7. Identify individuals eligible (or ineligible) for reimbursement from the Real Estate Recovery Fund and the procedure to seek such reimbursement.</li> </ol>	<p>Distance Learning</p>



22.50	<b>Module 8</b> Real Estate-Related Computations and Closings	<ol style="list-style-type: none"> <li>1. Compute a sales commission.</li> <li>2. Given the original cost of the investment, calculate the percentage of profit or loss, the sales price, and the dollar amount of profit or loss.</li> <li>3. List the preliminary steps to a closing.</li> <li>4. Prorate the buyer's and seller's expenses using either the 12-month/30-day method or the 365-day method.</li> <li>5. Calculate the dollar amount of transfer taxes on deeds, mortgages, and notes.</li> <li>6. Allocate taxes and fees to the proper parties and compute individual costs.</li> <li>7. Explain the rules of thumb for closing statement entries.</li> <li>8. Explain the major sections. of the Uniform Settlement Statement (HUD-1).</li> </ol>	Distance Learning
23.50			
24.50	<b>Module 9</b> Investment Analysis and Business Opportunity Brokerage	<ol style="list-style-type: none"> <li>1. Distinguish among the risks associated with general business conditions and that affect return.</li> <li>2. Identify the advantages and disadvantages of investing in real estate.</li> <li>3. Define <i>leverage, potential gross income, effective gross income, net operating income, fixed expenses, variable expenses, and reserve for replacements.</i></li> <li>4. List the ratios that evaluate aspects of the investment.</li> <li>5. Describe the tax consequences of investment property ownership and sale.</li> <li>6. Describe the characteristics of business brokerage.</li> <li>7. Describe the types of expertise required in business brokerage.</li> <li>8. Distinguish among the methods of appraising businesses.</li> <li>9. Describe the steps in the sale of a business.</li> </ol>	Distance Learning
25.50			
26.50			
28.00	<b>Final Exam</b>		
28.00	<b>End of Course</b>		