



About the Real Estate Sales Associate Class

The 90 hour Sales Associate Licensing course will consist of 50 required in-class hours, with instructor-led instruction and 40 hours of self-study. Class assessment will consist of a 200 question end-of-course examination requiring a passing score of at least 80% and attendance is 100% mandatory.

Real Estate CE Required Hours

SALES ASSOCIATES - ONLY

Sales Associates **MUST** complete *6 hours of required* courses, one from each required core subjects: FHR, BRA, PSC, HOT, CAR, CON and *15 hours of electives*.

MANAGING BROKERS, PROPRIETARY BROKERS, and BRANCH BROKERS - ONLY

Brokers **MUST** complete the Broker in Charge course (15 Hours) and any combination of 6 hours from the six required core subjects: FHR, BRA, PSC, HOT, CON, CAR.

To inquire on which course(s) you need for your upcoming license renewal, please call the Oklahoma Real Estate Commission at (405) 521-3387.

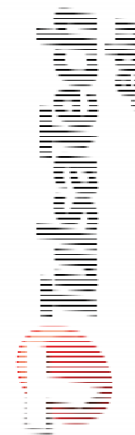
*Training Center
3638 S. Memorial Dr., Tulsa*

918.828.5000

Fax 918.828.5229

Tulsa Tech does not discriminate on the basis of race, color, religion, national origin, gender, age, marital or veteran status, or disability.

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PO Box 477200
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**Unsure on what course
you need to take?**

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your upcoming license renewal, please call the
Oklahoma Real Estate Commission at (405) 521-3387.*



**REAL ESTATE
LICENSING & CE**
JANUARY - APRIL 2017



Adult Career Development

Real Estate Continuing Education

OREC #	Class Title	Course Number	Instructor	Date	Days	Time	Hours	Tuition
	NEW Provisional Post License Course	RE-4031-S1502	C. Manchester	2/4-4/1	S	8A-3P	45	\$225
	NEW Provisional Post License Course	RE-4031-S1502	C. Manchester	4/11-5/30	T/TH	6P-9P	45	\$225
	Know Your People Style	RE-3698-S1501	C. Manchester	1/18	W	9A-12P	3	\$25
	Current Issues - Foreclosures	RE-4021-S1501	A. Tinsley	1/25	W	8A-8:50A	1	\$15
	Broker Relations	RE-4022-S1501	A. Tinsley	1/25	W	9A-9:50A	1	\$15
	Fair Housing	RE-4023-S1501	A. Tinsley	1/25	W	10A-10:50A	1	\$15
	HOA - Home Owners Association	RE-4030-S1501	A. Tinsley	1/25	W	11A-11:50A	1	\$15
	Professional Standards	RE-4024-S1501	A. Tinsley	1/25	W	1P-1:50P	1	\$15
	Contracts and Forms	RE-4025-S1501	A. Tinsley	1/25	W	2P-2:50P	1	\$15
	Code and Rules Update	RE-4026-S1501	A. Tinsley	1/25	W	3P-3:50P	1	\$15
	Life Plan: A Successful RE Business	RE-4028-S1502	C. Manchester	2/4	S	8A-11A	3	\$25
	Laws Affecting RE Practice	RE-3351-S1502	C. Manchester	2/4	S	12P-3P	3	\$25
	Qualifying the Buyer	RE-3370-S1502	C. Manchester	2/11	S	8A-11A	3	\$25
	Ethics Counts	RE-3444-S1502	C. Manchester	2/11	S	12P-3P	3	\$25
	Broker in Charge	RE-3536-S1502	C. Manchester	2/14-2/15	T/W	8:30A-5P	15	\$85
	Understanding the Sales Agreement	RE-3701-S1502	C. Manchester	2/18	S	8A-11A	3	\$25
	Negotiating: Let's Make a Deal	RE-3699-S1502	C. Manchester	2/18	S	12P-3P	3	\$25
	Current Issues - Foreclosures	RE-4021-S1502	A. Tinsley	2/22	W	8A-8:50A	1	\$15
	Broker Relations	RE-4022-S1502	A. Tinsley	2/22	W	9A-9:50A	1	\$15
	Fair Housing	RE-4023-S1502	A. Tinsley	2/22	W	10A-10:50A	1	\$15
	HOA - Home Owners Association	RE-4030-S1502	A. Tinsley	2/22	W	11A-11:50A	1	\$15
	Professional Standards	RE-4024-S1502	A. Tinsley	2/22	W	1P-1:50P	1	\$15
	Contracts and Forms	RE-4025-S1502	A. Tinsley	2/22	W	2P-2:50P	1	\$15
	Code and Rules Update	RE-4026-S1502	A. Tinsley	2/22	W	3P-3:50P	1	\$15
	Disclosure and Misrepresentation	RE-3703-S1502	A. Tinsley	2/25	S	8A-11A	3	\$25
	Broker Relationship	RE-4015-S1502	A. Tinsley	2/25	S	12P-3P	3	\$25
	Architectural Styles	RE-4027-S1503	C. Manchester	3/4	S	8A-11A	3	\$25
	Fair Housing and Case Studies	RE-3535-S1503	C. Manchester	3/4	S	12P-3P	3	\$25
	Understanding the Listing Agreement	RE-4028-S1503	C. Manchester	3/11	S	8A-11A	3	\$25
	NEW Personal Marketing	RE-3409-S1503	C. Manchester	3/11	S	12P-3P	3	\$25
	NEW Real Estate Ad Writing	RE-4032-S1503	C. Manchester	3/22	W	8A-11A	1	\$15
	NEW Safe Real Estate	RE-4034-S1503	C. Manchester	3/22	W	1P-4P	3	\$25
	NEW Real Estate Advertising That Works	RE-4033-S1503	C. Manchester	3/25	S	12P-3P	3	\$25
	Current Issues - Foreclosures	RE-4021-S1503	A. Tinsley	3/29	W	8A-8:50A	1	\$15
	Broker Relations	RE-4022-S1503	A. Tinsley	3/29	W	9A-9:50A	1	\$15
	Fair Housing	RE-4023-S1503	A. Tinsley	3/29	W	10A-10:50A	1	\$15
	HOA - Home Owners Association	RE-4030-S1509	A. Tinsley	3/29	W	11A-11:50A	1	\$15
	Professional Standards	RE-4024-S1503	A. Tinsley	3/29	W	1P-1:50P	1	\$15
	Contracts and Forms	RE-4025-S1503	A. Tinsley	3/29	W	2P-2:50P	1	\$15
	Code and Rules Update	RE-4026-S1503	A. Tinsley	3/29	W	3P-3:50P	1	\$15
	Broker in Charge	RE-3536-S1504	C. Manchester	4/11-4/12	T/W	8:30A-5P	15	\$85
	Life Plan: A Successful RE Business	RE-4028-S1504	C. Manchester	4/11	T	6P-9P	3	\$25
	Laws Affecting RE Practice	RE-3351-S1504	C. Manchester	4/13	TH	6P-9P	3	\$25
	Qualifying the Buyer	RE-3370-S1504	C. Manchester	4/18	T	6P-9P	3	\$25
	Ethics Count	RE-3444-S1504	C. Manchester	4/20	TH	6P-9P	3	\$25
	Understanding the Sales Agreement	RE-3701-S1504	C. Manchester	4/25	T	6P-9P	3	\$25
	Current Issues - Foreclosures	RE-4021-S1504	A. Tinsley	4/26	W	8A-8:50A	1	\$15
	Broker Relations	RE-4022-S1504	A. Tinsley	4/26	W	9A-9:50A	1	\$15
	Fair Housing	RE-4023-S1504	A. Tinsley	4/26	W	10A-10:50A	1	\$15
	HOA - Home Owners Association	RE-4030-S1504	A. Tinsley	4/26	W	11-11:50A	1	\$15
	Professional Standards	RE-4024-S1504	A. Tinsley	4/26	W	1-1:50P	1	\$15
	Contracts and Forms	RE-4025-S1504	A. Tinsley	4/26	W	2-2:50P	1	\$15
	Code and Rules Update	RE-4026-S1504	C. Manchester	4/26	W	3-3:50P	1	\$15
	Negotiating - Lets Make A Deal	RE-3699-S1504	C. Manchester	4/27	TH	6-9P	3	\$25

JANUARY

FEBRUARY

MARCH

APRIL

ALL STUDENTS MUST BRING PHOTO ID AND REAL ESTATE LICENSE TO CLASS

SCHEDULE AND PRICES SUBJECT TO CHANGE

Enroll Now

E-Mail: info@tulsatech.edu

Mail: Tulsa Tech

Attn: CSC/Information & Enrollment Center

PO Box 477200 Tulsa, OK 74147-7200

Phone: 918.828.5000

Fax: 918.828.5229

Online: tulsatech.edu

DOB and SSN

Name

Address

City/State/Zip

Phone-CELL/ BUS

Real Estate License #

E-Mail

Company Name

PAYMENT DUE AT TIME OF ENROLLMENT

CHECK **CASH**   

Credit Card #

Expiration Date:

Card Holder's Information

Name:

Address:

City, State, Zip:

***** CANCELLATIONS & REFUNDS *****

If you wish to cancel your class, you must notify us

PRIOR to the START DATE of the class.

Please call 918.828.5000.

NO REFUNDS FOR NON ATTENDANCE