

## **Training programs related to Real Estate Sales Agents**

### **ACH Consulting**

Broker/Associate Broker Upgrade Course  
e-Base: Pre-Licensing  
Fairbanks Post-Licensing for New Licensees  
Fairbanks Pre-licensing  
Juneau Classroom Post-Licensing for Broker/Associate Brokers  
Post-licensing for Brokers/Associate Brokers  
Post-licensing for New Licensees  
Real Estate Continuing Education  
Real Estate License Upgrade

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### **Alaska Academy of Real Estate**

Alaska Landlord/Tenant Act – Basics for all Licensees  
Alaska Real Estate Consumers Pamphlet  
Alaska State Law Course - 6 Hr Pre-License Course  
Buyer Broker Contracts, Property Management, Commercial Transactions,  
Back Up Offers, Addendums and Amendments Conversations  
Competitive Market Analysis, Appraisals, and Marketing to Sellers  
Conversations  
Confidentiality Conversations  
Consumer Protection  
Contingent on Sale or Close Conversations  
Contracts and Real Estate License Law  
Current Alaska Real Estate Legal & Ethical Issues  
Disclosure and Home Inspections Conversations  
Earnest Money Conversations  
Ethics Conversations  
Homeowner and Condominium Conversations  
Internet Loans, Mortgage Fraud and Predatory Lending Practices  
Conversations  
Landlord Tenant Act Conversations  
Listing Agreement (Authorization and Exclusive Right to Sell) Conversations  
Multiple Offer Conversations  
Negotiation Conversations  
Pre-Approval and Pre-Qualification Letters, Good Faith Estimates, Loan  
Types Conversations  
Purchase and Sale Agreements and Land Purchase and Sale Agreements  
Purchase and Sale Agreements Buyers  
Purchase and Sale Seller Agreement Conversations  
Real Estate Post-Licensing  
Real Estate Pre-License  
Settlement Statements, Security Deposit Transfers, Rent Prorations, Seller  
Net Proceeds, and Good Funds Law Conversations  
Showing Properties and Marketing to Buyers Conversations  
The Closing Process Conversations  
Title Reports, CC&Rs, Resale Certificates, Public Offering Statements,  
Zoning, Environmental Issues, Survey and Recordkeeping Conversations

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### **Alaska Association of Realtors**

Alaskan Soils and Environmental Concerns for Realty  
Code of Ethics in Action: Real-Life Applications  
Marijuana In Real Estate

Marketing, Advertising, and Social Media Compliance  
Real Estate - Advocating for Short Sale Clients  
Real Estate - Alaska Electives Package #1 (with Ethics course)  
Real Estate - Alaska Electives Package #2  
Real Estate - Alaska Electives Package, Commercial  
Real Estate - Alaskan Soils and Environmental Concerns for Realty  
Real Estate - Anatomy of Commercial Building  
Real Estate - Attracting Online consumers: Listings and Syndication  
Real Estate - Client Advocacy in Commercial Real Estate  
Real Estate - Code of Ethics in Action: Real-Life Applications  
Real Estate - Code of Ethics: Good For Your Clients and Your Business  
Real Estate - Commercial Ethics  
Real Estate - Commercial Landlord Representation  
Real Estate - Determining Value of Commercial Properties  
Real Estate - Did You Serve? Identifying Homebuying Advantages for Veterans  
Real Estate - Going Green: The Environmental Movement in Real Estate  
Real Estate - Investment Strategies in Commercial Real Estate  
Real Estate - Keeping it Honest: Understanding Real Estate and Mortgage Fraud  
Real Estate - Marijuana in Real Estate  
Real Estate - Marketing, Advertising, and Social Media Compliance 3.0  
Real Estate - Personal Safety  
Real Estate - Preparing a Market Analysis: Best Practices  
Real Estate - Residential Property Management Essentials  
Real Estate - Roadmap to Success - Business Planning for Real Estate Professionals  
Real Estate - Sign Here: Contract Law on E-Signatures  
Real Estate - Technology Tools, Trends, and Risk Management  
Real Estate - The Fundamentals of Commercial Real Estate  
Real Estate - Today's MLS: New Paradigms: Better Results  
Real Estate - Uncle Sam has Homes for Sale: Listing and Selling HUD homes  
Working With Real Estate Investors: Understanding Investor Strategies  
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### **Alaska Craftsman Home Program**

Energy Conversations for New Construction Marketing

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### **Alaska Housing Finance Corporation**

Certified Aging in Place Specialists CAPS Designation  
HomeChoice  
How to Choose a Contractor, B  
More than a Mortgage  
Underwriting Home Rental Projects

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### **Northern Trust Real Estate Academy**

New (Real Estate) Licensee Training  
Real Estate Post-Licensing Training  
Real Estate Pre-Licensing

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### **Real Estate Associate Learning Systems for Alaskans**

Real Estate - 3-4 Hours Continuing Education for License Renewal (classroom)  
Real Estate - 6-8 Hours Continuing Education for License Renewal

(classroom)  
Real Estate - Broker Supervision Requirements & Record Keeping #1027  
Real Estate - Consumer Protection (to include TRID) #16179  
Real Estate - Continuing Education by the Hour (classroom)  
Real Estate - Contract Law #16178  
Real Estate - Correspondence Continuing Education by the Hour  
(correspondence)  
Real Estate - Disclosures for the Real Estate Broker #1028  
Real Estate - Eight Required Hours 2016 Renewal (correspondence)  
Real Estate - Eight Required Hours 2018 Renewal (correspondence)  
Real Estate - Foreclosures, Short Sales, REO's & Auctions  
(correspondence #2711)  
Real Estate - Forms of Ownership #16181  
Real Estate - Introduction to Commercial Real Estate Sales  
(correspondence #2387)  
Real Estate - Licensee Relationships & Disclosures #16180  
Real Estate - Organizing & Managing a Real Estate Office #1026  
(correspondence)  
Real Estate - Overview of Real Estate Documents (correspondence #2079)  
Real Estate - Paper Trails (correspondence #2211)  
Real Estate - Property Disclosures & Inspections #2843  
Real Estate - Property Disclosures - The Real Estate Professionals Guide to  
Reducing Risk (#2202)  
Real Estate - Property Management & Managing Risk 6 ECE  
(correspondence #2203)  
Real Estate - Sales Contracts for the RE Professional (correspondence  
#2542)  
Real Estate - Situational Ethics #16178  
Real Estate - Title Insurance Policies (correspondence #2078)  
Real Estate - Trust Accounting Procedures #1029  
Real Estate - Twelve Elective Hours (correspondence)  
Real Estate - Twenty Hour Continuing Education for License Renewal  
(classroom)  
Real Estate - Twenty Hours 2016 License Reinstatement (correspondence)  
Real Estate - Twenty Hours 2018 License Renewal (correspondence)  
Understanding 1031 Tax Free Exchanges (correspondence #2999)

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## **Royse & Associates**

Asset Protection  
Real Estate Broker Post-License  
Real Estate Broker Pre-License  
Real Estate Continuing Education Class  
Real Estate Continuing Education Class Package  
Real Estate Sales Post-License  
Real Estate Sales Pre-License  
State Law for Alaska