

CONTINUING EDUCATION COURSES-AT-A-GLANCE • 2024

CURRENT LICENSEES – REQUIRED 3.5 HOURS - PROPERTY MANAGEMENT & ADVERTISING
(LICENSED BEFORE DECEMBER 1, 2021)

Course Number	Date	Course Name	Time
REIRCE2024-003	3/27/24	Required - Broker & Salesperson Responsibilities	5:30 PM - 9:00 PM
REIRCE2024-004	4/11/24	Required - Broker & Salesperson Responsibilities	1:00 PM - 4:30 PM
REIRCE2024-005	4/23/24	Required - Broker & Salesperson Responsibilities	9:00 AM - 12:30 PM
REIRCE2024-006	5/7/24	Required - Broker & Salesperson Responsibilities	9:00 AM - 12:30 PM

CURRENT LICENSEES – ELECTIVE COURSES
(LICENSED BEFORE DECEMBER 1, 2021)

Course Number	Date	Course Name	Time
REICE2024I-001	3/20/24	Understanding Acquisition Due Diligence	5:30 PM - 9:00 PM
REICE2024J-001	3/26/24	Investment Decision Making	5:30 PM - 9:00 PM
REICE2024K-001	3/27/24	Understanding Leases	5:30 PM - 9:00 PM
REICE2024F-002	4/2/24	Property Management Inspection Tips	9:00 AM - 12:30 PM
REICE2024M-001	4/9/24	Stigmatized Properties & Litigation in Real Estate	1:00 PM - 4:30 PM
REICE2020E-002	4/10/24	Negotiating the Agreement of Sale	9:00 AM - 12:30 PM
REICE2020H-001	4/10/24	Drone Tech in Real Estate	1:00 PM - 4:30 PM
REICE2020I-002	4/16/24	Understanding Acquisition Due Diligence	9:00 AM - 12:30 PM
REICE2020J-002	4/17/24	Investment Decision Making	9:00 AM - 12:30 PM
REICE2020C-002	4/17/24	Rental Laws in Philadelphia	1:00 PM - 4:30 PM
REICE2020K-002	4/23/24	Understanding Leases	1:00 PM - 4:30 PM
REICE2020L-001	4/23/24	Working with Trans Clients & Queer Families	9:00 AM - 12:30 PM

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CURRENT LICENSEES – ELECTIVE COURSES CONT.
(LICENSED BEFORE DECEMBER 1, 2021)

Course Number	Date	Course Name	Time
REICE2024F-003	5/3/24	Property Management Inspection Tips	1:00 PM - 4:30 PM
REICE2024E-003	5/7/24	Negotiating the Agreement of Sale	1:00 PM - 4:30 PM
REICE2024G-001	5/8/24	Ethics, Understanding Agency, Escrow & Disclosure Requirements	9:00 AM - 4:30 PM
REICE2024H-002	5/14/24	Drone Tech in Real Estate	1:00 PM - 4:30 PM
REICE2024L-002	5/15/24	Working with Trans Clients & Queer Families	9:00 AM - 12:30 PM
REICE2024M-002	5/15/24	Stigmatized Properties & Litigation in Real Estate	1:00 PM - 4:30 PM
REICE2020C-003	5/22/24	Rental Laws in Philadelphia	1:00 PM - 4:30 PM

NEW LICENSEES – MANDATORY COURSES
(LICENSED AFTER DECEMBER 1, 2021)

Course Number	Date	Course Name	Time
REIMCE2024-003	3/27/24	MCE-Residential Module (7 Hours)	9:00 AM - 4:30 PM
REIMCE2024-001	4/18 & 4/19	MCE-General Module (7 Hours)	9:00 AM - 12:30 PM
REIMCE2024-004	5/1/24	MCE-Residential Module (7 Hours)	9:00 AM - 4:30 PM
REIMCE2024-002	5/14/24	MCE-General Module (7 Hours)	9:00 AM - 4:30 PM

COURSE DELIVERY FORMATS

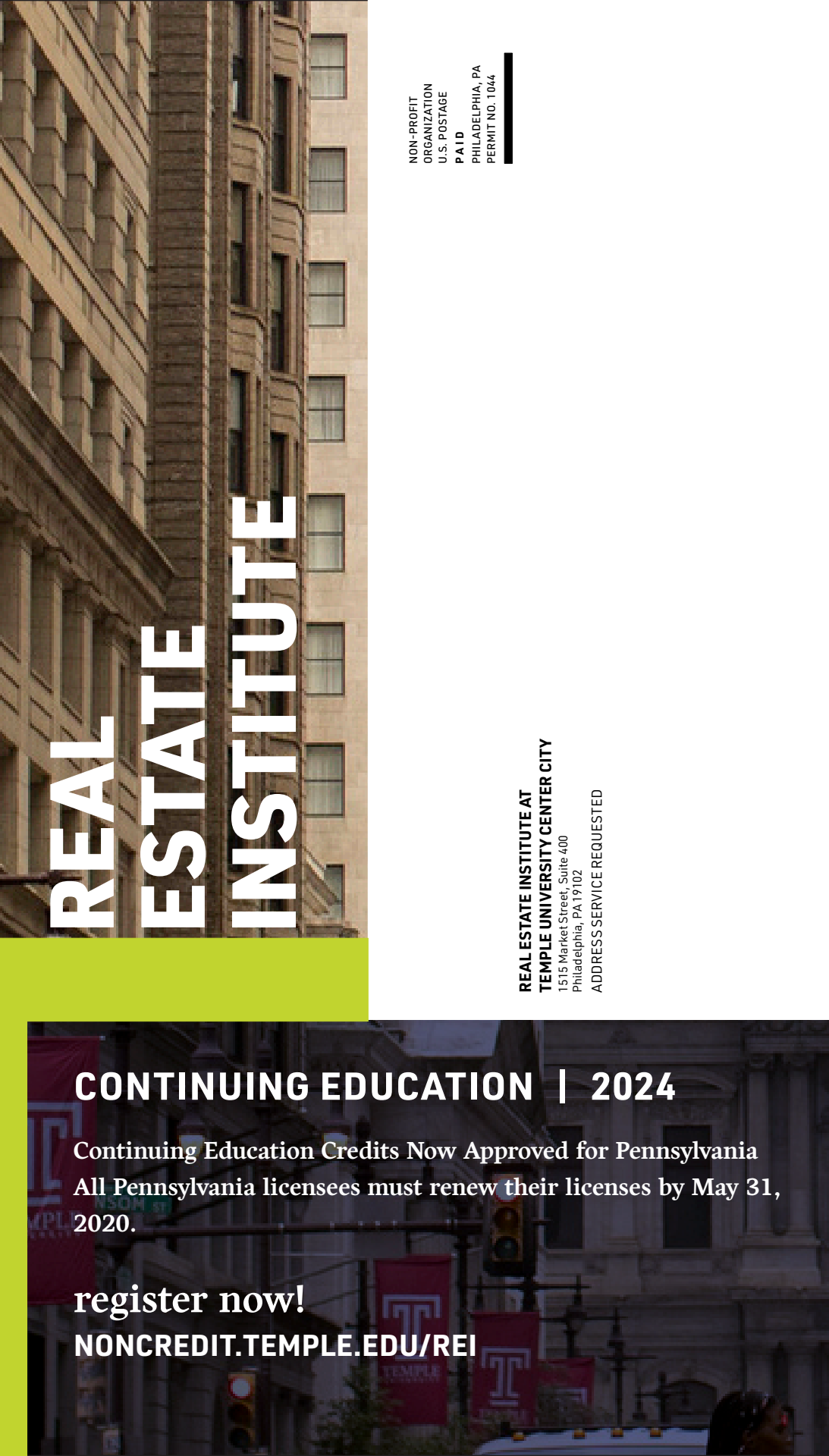
Temple Real Estate Institute Courses are available in 4 different formats:

- **IN-PERSON** - Live instruction at Temple University Center City Campus
- **VIRTUAL** - Live instruction via Zoom Meetings
- **HYBRID** - Live instruction both at TUCC and via Zoom Meetings
- **SELF-PACED** - Asynchronous instruction online

REAL ESTATE INSTITUTE REFUND POLICY

A student may withdraw from class at any time prior to the start of the second day of class and receive a full tuition refund. A student's request to withdraw must be in writing. Students may also transfer their enrollments to future sessions. No refunds will be issued for cancellations made after the start of the second day of class - students can still request a transfer of their enrollment to a future session after the second class session however no refund will be issued at any point after.

REGISTER NOW. ONLINE: [NONCREDIT.TEMPLE.EDU/REICE](https://noncredit.temple.edu/reice) | PHONE: 215-204-1539



CONTINUING EDUCATION | 2024

Continuing Education Credits Now Approved for Pennsylvania
All Pennsylvania licensees must renew their licenses by May 31, 2020.

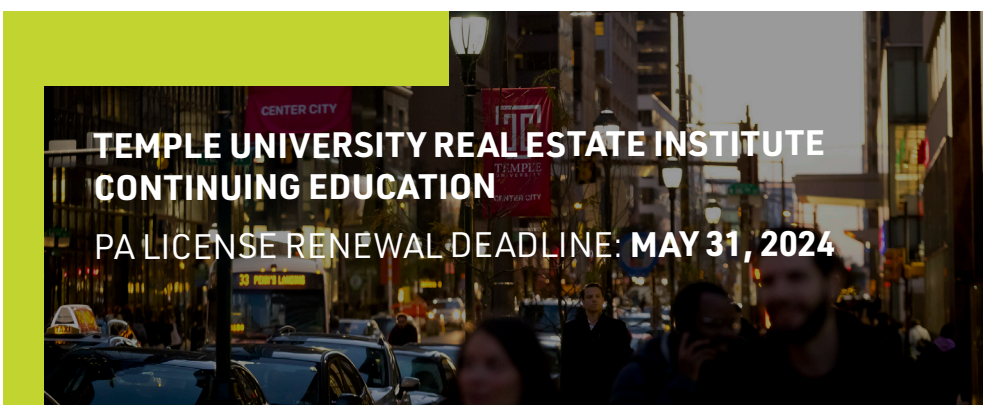
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CONTINUING EDUCATION CREDITS NOW APPROVED FOR PENNSYLVANIA AND NEW JERSEY

WELCOME TO THE REAL ESTATE INSTITUTE (REI) AT TEMPLE UNIVERSITY CENTER CITY.

REI at Temple University is the largest program for professional real estate education in the tri-state region. All of our real estate classes are held at the Temple University Center City Campus, which is located at 1515 Market Street, Philadelphia, PA. If you have any questions, please feel free to call our office at (215) 204-1539.

All Pennsylvania licensees must renew their licenses by May 31, 2024.

ATTENTION REAL ESTATE LICENSEES:

REQUIREMENTS FOR CURRENT LICENSEES

(LICENSED **BEFORE** DECEMBER 1ST, 2021):

- **PENNSYLVANIA BROKER AND LICENSEE RESPONSIBILITIES (3.5 HOURS)**
- **10.5 HOURS OF ADDITIONAL ELECTIVES**

REQUIREMENTS FOR NEW LICENSEES

(LICENSED **AFTER** DECEMBER 1ST, 2021):

- **GENERAL MODULE (7 HOURS)**– Taught by Rob Luciani
- **EITHER THE RESIDENTIAL MODULE (7 HOURS)**– Taught by Trent Pettus **OR THE COMMERCIAL MODULE (7 HOURS)**– Coming Soon

CURRENT LICENSEE - REQUIRED

BROKER AND LICENSEE RESPONSIBILITIES

(PA 3.5 Hours) • \$70

This course complies with the Pennsylvania Real Estate Commission's mandatory continuing education topic requirement pertaining to the responsibilities of the broker and the responsibilities of licensees in regard to general supervision, advertising, and property management. Additionally, you will learn, via case studies provided by the commission, specific examples of disciplinary actions and regulatory violations to help you avoid issues. Test your knowledge with interactive exercises, reading comprehension quizzes, and unit exams.

CURRENT LICENSEE - ELECTIVE

UNDERSTANDING LEASES

(PA 3.5 Hours) • \$70

Taught by Robert Meulmeester
Lease agreements are almost never standardized across the real estate industry from property type to property type, and also rather complex in most cases. There are certain critical elements that should always be part of any lease, and overall, most elements are negotiable. This seminar attempts to develop an understanding of various types of leases and the elements of a lease. Lease structures are discussed in detail in order to provide the attendees with the accurate knowledge about what to look for in leases and interpret its financial impact.

NEW LICENSEE - REQUIRED

GENERAL / RESIDENTIAL MODULE

(PA 7 Hours) • \$70

Taught by Rob Luciani / Trent Pettus
The purpose of this course is to provide recently licensed standard salespersons with a high level of knowledge and understanding regarding key areas of real estate practice. Content areas introduced in pre-license coursework will be further developed, amplified and reinforced. Material presented will enable the salesperson to “bridge” from their pre-license experience to a high level or real world professional practice.

NEGOTIATING THE AGREEMENT OF SALE

(PA 3.5 Hours) • \$70

Taught by Trent Pettus
How can you save your clients money and increase your marketability as an agent? By understanding the agreement of sale from a negotiating perspective. While understanding the agreement of sale is crucial in providing clients great representation, seeing it as a negotiating tool puts you ahead of the class, and puts real estate dollars back in your client's pocket. This course teaches you the different areas in which the agreement of sale can help your client, and how timing, silence, and some detective work will help you become a better negotiator, as well as help grow your business.

PROPERTY MANAGEMENT INSPECTION TIPS FOR AGENTS

(PA 3.5 Hours) • \$70

Taught by Joe Glennon
Whether managing multi-unit investment property or a single family residential dwelling, having property management inspection knowledge will serve real estate licensees well. This course explores vital areas of property inspections and helps agents identify deferred, emergency and routine maintenance, which essentially will help your client determine if a contractor is needed.

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DRONE TECH IN REAL ESTATE

(PA 3.5 Hours) • \$70

Taught by Michael Batley
Drones are by definition, unmanned aircraft. Today, drones are operating in every industry around the world, especially in the real estate market. Since January 2016, over 300,000 pilots or individuals have registered their drones with the FAA for commercial use. The FAA requires that all drones flown for commercial use be registered and FAA Certified. This course educates real estate professionals on the

FAA's rules and regulations, as well safety. It also provide techniques in aerial photography, good drone practices and protocols that will promote safe skies and limited liabilities.

UNDERSTANDING ACQUISITION DUE DILIGENCE

(PA 3.5 Hours) • \$70

Taught by Robert Meulmeester
Procedures for due diligence in commercial real estate transactions. Whether a real estate transaction concerns a cash flowing investment, a future development, or to conduct a business operations, i.e., acquisition of a property to operate a business, due diligence to uncover key information is required to reduce and mitigate financial uncertainties, and thereby to avoid expensive post transaction surprises.

INVESTMENT DECISION MAKING

(PA 3.5 Hours) • \$70

Taught by Robert Meulmeester
When analyzing a cash flowing real estate investment opportunity, certain steps help to determine whether a deal is desirable or not. Learn the essential concepts, measurements and calculations employed in quantitative real estate investment analysis. This seminar attempts to develop an understanding of procedures to perform to decide about a cash flowing real estate investment. Real estate finance concepts are discussed in detail and put in practice in order to provide the attendees with the accurate knowledge about what to do when analyzing deals.

WORKING WITH TRANS CLIENTS AND QUEER FAMILIES

(PA 3.5 Hours) • \$70

Taught by Liz Scott
Basics terms and case studies are presented to ensure agents are better equipped to work with transgender clients and queer families. This seminar attempts to develop a complete understanding of current terms related to transgender individuals and queer families in order to provide the attendees with the accurate knowledge and understanding to assist a diverse range of clients.

STIGMATIZED PROPERTIES AND LITIGATION IN REAL ESTATE

(PA 3.5 Hours) • \$70

Taught by John Featherman
This engaging and informative 3.5-hour course explores the intriguing world of stigmatized properties within the real estate industry. From murder-suicides and haunted houses to drug-related incidents, this course delves into the legal and ethical implications surrounding these properties. Through case studies, discussions, and expert insights, real estate agents will gain a comprehensive understanding of how stigmatized properties impact transactions, disclosure obligations, and potential litigation.

PHILADELPHIA RENTAL LAWS

(PA 3.5 Hours) • \$70

Taught by John Featherman
Landlords in the City of Philadelphia need to follow specific requirements. This class will teach you those rules and regulations and will help you navigate conducting business with the city – ranging from using the eCLIPSE system to setting up Zoom or in-person meetings with the

License and Inspections, Public Health, Revenue and other relevant municipal departments. From the city's new Rental Access Act to its updated Lead Paint Disclosure and Certification Law to its new Bed Bug law, you will learn how to comply with the city's health, safety, and maintenance rules and regulations for houses and apartments.

ETHICS, UNDERSTANDING AGENCY, ESCROW & DISCLOSURE REQUIREMENTS

(PA 7 Hours) • \$140

Taught by Trent Pettus
This core course will familiarize Brokers and Real Estate Salespersons with the legal compliance and professional responsibility standards associated with agency relationships, escrow accounts and disclosure requirements. Most Brokers and Real Estate Salespersons that face discipline for bad acts or omissions in these areas either knew the correct way to do things but abridged the rules intentionally. However, some admit to ignorance of agency laws, escrow rules and disclosure requirements that should have been common knowledge. This course will provide you with instruction of best practices in these key areas to keep your real estate license in good standing. This course will also address the importance and significance of ethics in real estate. The 17 Articles of the Code of Ethics of the National Association of Realtors serves as an example because it contains practical applications of business ethics in a format pertaining to the real estate industry. The history of how the Code of Ethics was created and how it functions on a daily basis illustrate the necessity of ethical real estate practice.

register online:
NONCREDIT.TEMPLE.EDU/REICE
phone: 215-204-1539

register in person:
TEMPLERUNIVERSITY
REAL ESTATE INSTITUTE
1515 MARKET STREET, STE. 215
PHILADELPHIA, PA 19102

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ONLINE REGISTRATION IS STRONGLY RECOMMENDED