

Real Estate Salesperson's Exam Preparation

Course Materials

Each student enrolled in the Real Estate Salesperson's Exam Preparation course is issued:



- Three-ring binder filled with over one thousand practice questions, arranged by subject and broken up into sixteen different topic sections
- Exam Update with the latest sample questions we have added to the course
- Three complete practice exams on paper and computer disk
- Optional Audio cassette, Audio CD, VHS video cassette, or DVD lectures with roughly seven hours of lecture covering the sixteen topic sections in the binder

General Information

Exam Preparation courses are not required by the DRE, but are indispensable for preparing for the State exam.

The Exam Preparation Course binder can be used in a classroom for live instruction, or it can be combined with our optional audio or video lectures for a home-study program. "Fast Fact" summaries at the start of each section cover the essential information needed for the State exam. They are not a summary of the Principles course: **they focus specifically on the State exam questions.** In the optional audio and video lectures, the instructors guide students through the Fast Facts, then go on to discuss sample questions for that section.

Each sample question comes as close as we can to the way the State words their questions. We then offer a detailed explanation for each and every answer so the student can learn the point of the question and can anticipate related questions. In particular, we show all the calculations for every math question.

Our sample question format is designed to be user-friendly: The answers and explanations are located immediately below the questions: There's no need to fumble around or flip back and forth for an answer section. This makes it much easier and faster to learn.

At the end of the course are three closed-book "Practice Exams" that are formatted and timed just like the State exam: Each one has 150 questions and includes a State-style multiple-choice answer sheet and separate detailed answer keys with explanations.

Real Estate Broker's Exam Preparation

Course Materials

Each student enrolled in the Real Estate Broker's Exam Preparation course is issued:



- Three-ring binder filled with over one thousand practice questions, arranged by subject and broken up into sixteen different topic sections, as well as a *Broker Supplement* containing questions specific to the Broker Exam
- Exam Update with the latest sample questions we have added to the course
- Two complete practice exams on paper
- Optional Audio cassette, Audio CD, VHS video cassette, or DVD lectures with roughly seven hours of lecture covering the sixteen topic sections in the binder

General Information

Exam Preparation courses are not required by the DRE, but are indispensable for preparing for the State exam.

The Exam Preparation Course binder can be used in a classroom for live instruction, or it can be combined with our optional audio or video lectures for a home-study program. "Fast Fact" summaries at the start of each section cover the essential information needed for the State exam. They are not a summary of the Principles course: **they focus specifically on the State exam questions.** In the optional audio and video lectures, the instructors guide students through the Fast Facts, then go on to discuss sample questions for that section.

Included in the Broker's Exam Preparation is the Broker Supplement, containing over 200 additional sample questions specific to the Broker's Exam.

Each sample question comes as close as we can to the way the State words their questions. We then offer a detailed explanation for each and every answer so the student can learn the point of the question and can anticipate related questions. In particular, we show all the calculations for every math question.

Our sample question format is designed to be user-friendly: The answers and explanations are located immediately below the questions: There's no need to fumble around or flip back and forth for an answer section. This makes it much easier and faster to learn.

At the end of the course are two closed-book "Practice Exams" that are formatted and timed just like the State exam: Each one has 200 questions and includes a State-style multiple-choice answer sheet and separate detailed answer keys.

Real Estate Principles (DRE #1759-99)

Course Materials

Each student enrolled in the Real Estate Principles course is issued:



- Information Packet which includes student enrollment paperwork and instructions for successfully completing the course—**(Student enrollment forms must be filled out and submitted to Television Education (Tel Ed) by fax or mail.)**
- New Real Estate Principles Textbook
- Real Estate Principles DVD Lecture

General Information

Real Estate Principles is a required course for anyone seeking a Real Estate Salesperson's license and an elective course for anyone seeking a Real Estate Broker's license.

The course textbook is an excellent introduction to the real estate industry and is accompanied by a DVD featuring a licensed California Real Estate Agent who introduces the student to the textbook and prepares him or her for the open-book final exam. Tel Ed is the only publisher offering DVD lectures for the Qualifying Courses.

Tel Ed's Real Estate Principles course is approved by the Department of Real Estate (DRE) as a correspondence (home-study) course (DRE #1759-99). This approval means that Tel Ed is authorized to issue a Certificate of Completion to students when they complete the course. It also means **Tel Ed** must grade and keep official records of the student's performance. Additionally, because it is a home-study course, the DRE requires that the student must be enrolled in the course for at least 2-1/2 weeks (18 days) before taking the final exam.

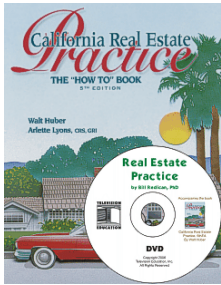
When students have finished reading the textbook and watching the DVD lecture, they must pass the open-book final exam for the course. Students can choose to take the final exam **Online** or nominate an administrator to supervise the final exam. The **open-book final examination** consists of 100 multiple-choice questions. The passing score is 60% and is scored on a PASS/FAIL basis. Detailed instructions are included with every enrollment packet and every exam.

The Real Estate Principles DVD includes an introduction that walks the student through the paperwork and gives step-by-step instructions for successfully completing the course.

Real Estate Practice (DRE #2017-04)

Course Materials

Each student enrolled in the Real Estate Practice course is issued:



- Information Packet which includes student enrollment paperwork and instructions for successfully completing the course—**(Student enrollment forms must be filled out and submitted to Television Education (Tel Ed) by fax or mail.)**
- New Real Estate Practice Textbook
- Real Estate Practice DVD Lecture

General Information

Real Estate Practice is a required course for anyone seeking a Real Estate Salesperson's license or a Real Estate Broker's license.

The course delivers practical "how to" information for the real estate salesperson and broker and is accompanied by a DVD featuring a licensed California Real Estate Agent who introduces the student to the textbook and prepares him or her for the open-book final exam. Tel Ed is the only publisher offering DVD lectures for the Qualifying Courses.

Tel Ed's Real Estate Practice course is approved by the Department of Real Estate (DRE) as a correspondence (home-study) course (DRE #2017-04). This approval means that Tel Ed is authorized to issue a Certificate of Completion to students when they complete the course. It also means **Tel Ed** must grade and keep official records of the student's performance. Additionally, because it is a home-study course, the DRE requires that the student must be enrolled in the course for at least 2-1/2 weeks (18 days) before taking the final exam.

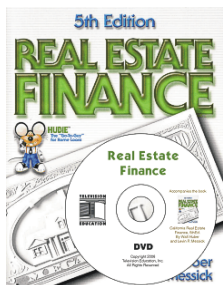
When students have finished reading the textbook and watching the DVD lecture, they must pass the open-book final exam for the course. Students can choose to take the final exam **Online** or nominate an administrator to supervise the final exam. The **open-book final examination** consists of 100 multiple-choice questions. The passing score is 60% and is scored on a PASS/FAIL basis. Detailed instructions are included with every enrollment packet and every exam.

The Real Estate Practice DVD includes an introduction that walks the student through the paperwork and gives step-by-step instructions for successfully completing the course.

Real Estate Finance (DRE #1923-03)

Course Materials

Each student enrolled in the Real Estate Finance course is issued:



- Information Packet which includes student enrollment paperwork and instructions for successfully completing the course—**(Student enrollment forms must be filled out and submitted to Television Education (Tel Ed) by fax or mail.)**
- New Real Estate Finance Textbook
- Real Estate Finance DVD Lecture

General Information

Real Estate Finance is a required course for anyone seeking a Real Estate Broker's license and an elective course for anyone seeking a Real Estate Salesperson's license.

The course textbook explains, in detail, all the most popular home loan finance programs available today and is accompanied by a DVD featuring a licensed California Real Estate Agent who introduces the student to the textbook and prepares him or her for the open-book final exam. Tel Ed is the only publisher offering DVD lectures for the Qualifying Courses.

Tel Ed's Real Estate Finance course is approved by the Department of Real Estate (DRE) as a correspondence (home-study) course (DRE #1923-03). This approval means that Tel Ed is authorized to issue a Certificate of Completion to students when they complete the course. It also means **Tel Ed** must grade and keep official records of the student's performance. Additionally, because it is a home-study course, the DRE requires that the student must be enrolled in the course for at least 2-1/2 weeks (18 days) before taking the final exam.

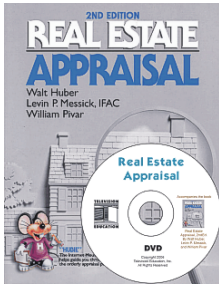
When students have finished reading the textbook and watching the DVD lecture, they must pass the open-book final exam for the course. Students can choose to take the final exam **Online** or nominate an administrator to supervise the final exam. The **open-book final examination** consists of 100 multiple-choice questions. The passing score is 60% and is scored on a PASS/FAIL basis. Detailed instructions are included with every enrollment packet and every exam.

The Real Estate Finance DVD includes an introduction that walks the student through the paperwork and gives step-by-step instructions for successfully completing the course.

Real Estate Appraisal (DRE #1843-01)

Course Materials

Each student enrolled in the Real Estate Appraisal course is issued:



- Information Packet which includes student enrollment paperwork and instructions for successfully completing the course—**(Student enrollment forms must be filled out and submitted to Television Education (Tel Ed) by fax or mail.)**
- New Real Estate Appraisal Textbook
- Real Estate Appraisal DVD Lecture

General Information

Real Estate Appraisal is a required course for anyone seeking a Real Estate Broker's license and an elective course for anyone seeking a Real Estate Salesperson's license.

The course textbook is written from the viewpoint of the appraiser and is accompanied by a DVD featuring a licensed California Real Estate Agent who introduces the student to the textbook and prepares him or her for the open-book final exam. Tel Ed is the only publisher offering DVD lectures for the Qualifying Courses.

Tel Ed's Real Estate Appraisal course is approved by the Department of Real Estate (DRE) as a correspondence (home-study) course (DRE #1843-01). This approval means that Tel Ed is authorized to issue a Certificate of Completion to students when they complete the course. It also means **Tel Ed** must grade and keep official records of the student's performance. Additionally, because it is a home-study course, the DRE requires that the student must be enrolled in the course for at least 2-1/2 weeks (18 days) before taking the final exam.

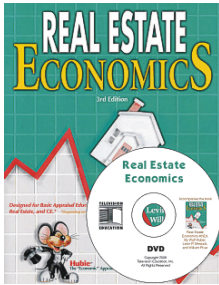
When students have finished reading the textbook and watching the DVD lecture, they must pass the open-book final exam for the course. Students can choose to take the final exam **Online** or nominate an administrator to supervise the final exam. The **open-book final examination** consists of 100 multiple-choice questions. The passing score is 60% and is scored on a PASS/FAIL basis. Detailed instructions are included with every enrollment packet and every exam.

The Real Estate Appraisal DVD includes an introduction that walks the student through the paperwork and gives step-by-step instructions for successfully completing the course.

Real Estate Economics (DRE #1775-99)

Course Materials

Each student enrolled in the Real Estate Economics course is issued:



- Information Packet which includes student enrollment paperwork and instructions for successfully completing the course—**(Student enrollment forms must be filled out and submitted to Television Education (Tel Ed) by fax or mail.)**
- New Real Estate Economics Textbook
- Real Estate Economics DVD Lecture

General Information

Real Estate Economics is a required course for anyone seeking a Real Estate Broker's license and an elective course for anyone seeking a Real Estate Salesperson's license.

The course textbook introduces key economic topics in a simple, easy-to-read format that anyone can understand and is accompanied by a DVD featuring a licensed California Real Estate Broker who introduces the student to the textbook and prepares him or her for the open-book final exam. Tel Ed is the only publisher offering DVD lectures for the Qualifying Courses.

Tel Ed's Real Estate Economics course is approved by the Department of Real Estate (DRE) as a correspondence (home-study) course (DRE #1775-99). This approval means that Tel Ed is authorized to issue a Certificate of Completion to students when they complete the course. It also means **Tel Ed** must grade and keep official records of the student's performance. Additionally, because it is a home-study course, the DRE requires that the student must be enrolled in the course for at least 2-1/2 weeks (18 days) before taking the final exam.

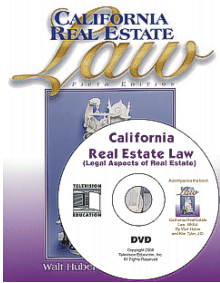
When students have finished reading the textbook and watching the DVD lecture, they must pass the open-book final exam for the course. Students can choose to take the final exam **Online** or nominate an administrator to supervise the final exam. The **open-book final examination** consists of 100 multiple-choice questions. The passing score is 60% and is scored on a PASS/FAIL basis. Detailed instructions are included with every enrollment packet and every exam.

The Real Estate Economics DVD includes an introduction that walks the student through the paperwork and gives step-by-step instructions for successfully completing the course.

Legal Aspects of Real Estate (DRE #1842-01)

Course Materials

Each student enrolled in the Legal Aspects of Real Estate course is issued:



- Information Packet which includes student enrollment paperwork and instructions for successfully completing the course—**(Student enrollment forms must be filled out and submitted to Television Education (Tel Ed) by fax or mail.)**
- New California Real Estate Law Textbook
- California Real Estate Law (Legal Aspects of Real Estate) DVD Lecture

General Information

Legal Aspects of Real Estate is a required course for anyone seeking a Real Estate Broker's license and an elective course for anyone seeking a Real Estate Salesperson's license.

The course textbook simplifies legal concepts for the Real Estate Agent and is accompanied by a DVD featuring a licensed California Real Estate Broker who introduces the student to the textbook and prepares him or her for the open-book final exam. Tel Ed is the only publisher offering DVD lectures for the Qualifying Courses.

Tel Ed's Legal Aspects of Real Estate course is approved by the Department of Real Estate (DRE) as a correspondence (home-study) course (DRE #1842-01). This approval means that Tel Ed is authorized to issue a Certificate of Completion to students when they complete the course. It also means **Tel Ed** must grade and keep official records of the student's performance. Additionally, because it is a home-study course, the DRE requires that the student must be enrolled in the course for at least 2-1/2 weeks (18 days) before taking the final exam.

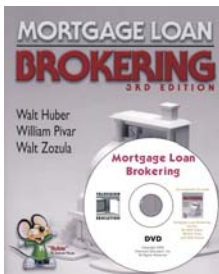
When students have finished reading the textbook and watching the DVD lecture, they must pass the open-book final exam for the course. Students can choose to take the final exam **Online** or nominate an administrator to supervise the final exam. The **open-book final examination** consists of 100 multiple-choice questions. The passing score is 60% and is scored on a PASS/FAIL basis. Detailed instructions are included with every enrollment packet and every exam.

The California Real Estate Law (Legal Aspects of Real Estate) DVD includes an introduction that walks the student through the paperwork and gives step-by-step instructions for successfully completing the course.

Mortgage Loan Brokering and Lending (DRE #1776-99)

Course Materials

Each student enrolled in the Mortgage Loan Brokering and Lending course is issued:



- Information Packet which includes student enrollment paperwork and instructions for successfully completing the course—**(Student enrollment forms must be filled out and submitted to Television Education (Tel Ed) by fax or mail.)**
- New Mortgage Loan Brokering Textbook
- Mortgage Loan Brokering DVD Lecture

General Information

Mortgage Loan Brokering and Lending is an elective course for anyone seeking a Real Estate Salesperson's or Broker's license.

The course textbook provides a summary of state and federal laws that govern mortgage loan brokering and lending in the State of California and is accompanied by a DVD featuring a licensed California Real Estate Agent who introduces the student to the textbook and prepares him or her for the open-book final exam. Tel Ed is the only publisher offering DVD lectures for the Qualifying Courses.

Tel Ed's Mortgage Loan Brokering and Lending course is approved by the Department of Real Estate (DRE) as a correspondence (home-study) course (DRE #1776-99). This approval means that Tel Ed is authorized to issue a Certificate of Completion to students when they complete the course. It also means **Tel Ed** must grade and keep official records of the student's performance. Additionally, because it is a home-study course, the DRE requires that the student must be enrolled in the course for at least 2-1/2 weeks (18 days) before taking the final exam.

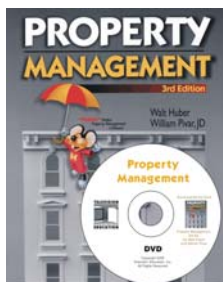
When students have finished reading the textbook and watching the DVD lecture, they must pass the open-book final exam for the course. Students can choose to take the final exam **Online** or nominate an administrator to supervise the final exam. The **open-book final examination** consists of 100 multiple-choice questions. The passing score is 60% and is scored on a PASS/FAIL basis. Detailed instructions are included with every enrollment packet and every exam.

The Mortgage Loan Brokering DVD includes an introduction that walks the student through the paperwork and gives step-by-step instructions for successfully completing the course.

Property Management (DRE #1780-99)

Course Materials

Each student enrolled in the Property Management course is issued:



- Information Packet which includes student enrollment paperwork and instructions for successfully completing the course—**(Student enrollment forms must be filled out and submitted to Television Education (Tel Ed) by fax or mail.)**
- New Property Management Textbook
- Property Management DVD Lecture

General Information

Property Management is an elective course for anyone seeking a Real Estate Salesperson's or Broker's license.

The course textbook covers everything in commercial and residential property management, including leases and lease clauses, liability, risk management, and advertising and is accompanied by a DVD featuring a Real Estate Agent and Regional Director of a large property management firm who introduces the student to the textbook and prepares him or her for the open-book final exam. Tel Ed is the only publisher offering DVD lectures for the Qualifying Courses.

Tel Ed's Property Management course is approved by the Department of Real Estate (DRE) as a correspondence (home-study) course (DRE #1780-99). This approval means that Tel Ed is authorized to issue a Certificate of Completion to students when they complete the course. It also means **Tel Ed** must grade and keep official records of the student's performance. Additionally, because it is a home-study course, the DRE requires that the student must be enrolled in the course for at least 2-1/2 weeks (18 days) before taking the final exam.

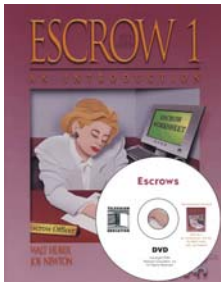
When students have finished reading the textbook and watching the DVD lecture, they must pass the open-book final exam for the course. Students can choose to take the final exam **Online** or nominate an administrator to supervise the final exam. The **open-book final examination** consists of 100 multiple-choice questions. The passing score is 60% and is scored on a PASS/FAIL basis. Detailed instructions are included with every enrollment packet and every exam.

The Property Management DVD includes an introduction that walks the student through the paperwork and gives step-by-step instructions for successfully completing the course.

Escrows (DRE #1779-99)

Course Materials

Each student enrolled in the Escrows course is issued:



- Information Packet which includes student enrollment paperwork and instructions for successfully completing the course—**(Student enrollment forms must be filled out and submitted to Television Education (Tel Ed) by fax or mail.)**
- New Escrow 1: an Introduction Textbook

General Information

Escrows is an elective course for anyone seeking a Real Estate Salesperson's or Broker's license.

The course textbook is a complete introductory course designed for beginning students who have limited business and legal knowledge and is accompanied by a DVD featuring a Real Estate Agent who introduces the student to the textbook and prepares him or her for the open-book final exam. Tel Ed is the only publisher offering DVD lectures for the Qualifying Courses.

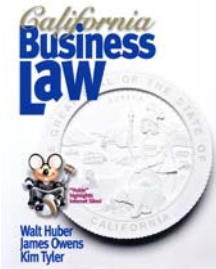
Tel Ed's Escrows course is approved by the Department of Real Estate (DRE) as a correspondence (home-study) course (DRE #1779-99). This approval means that Tel Ed is authorized to issue a Certificate of Completion to students when they complete the course. It also means **Tel Ed** must grade and keep official records of the student's performance. Additionally, because it is a home-study course, the DRE requires that the student must be enrolled in the course for at least 2-1/2 weeks (18 days) before taking the final exam.

When students have finished reading the textbook, they must pass the open-book final exam for the course. Students can choose to take the final exam **Online** or nominate an administrator to supervise the final exam. The **open-book final examination** consists of 100 multiple-choice questions. The passing score is 60% and is scored on a PASS/FAIL basis. Detailed instructions are included with every enrollment packet and every exam.

Business Law (DRE #1841-01)

Course Materials

Each student enrolled in the Business Law course is issued:



- Information Packet which includes student enrollment paperwork and instructions for successfully completing the course—**(Student enrollment forms must be filled out and submitted to Television Education (Tel Ed) by fax or mail.)**
- New California Business Law Textbook

General Information

Business Law is an elective course for anyone seeking a Real Estate Salesperson's or Broker's license.

The course textbook covers all important areas of the law relating to California consumers and business persons. A DVD lecture is in production for this course

Tel Ed's Business Law course is approved by the Department of Real Estate (DRE) as a correspondence (home-study) course (DRE #1841-01). This approval means that Tel Ed is authorized to issue a Certificate of Completion to students when they complete the course. It also means **Tel Ed** must grade and keep official records of the student's performance. Additionally, because it is a home-study course, the DRE requires that the student must be enrolled in the course for at least 2-1/2 weeks (18 days) before taking the final exam.

When students have finished reading the textbook, they must pass the open-book final exam for the course. Students can choose to take the final exam **Online** or nominate an administrator to supervise the final exam. The **open-book final examination** consists of 100 multiple-choice questions. The passing score is 60% and is scored on a PASS/FAIL basis. Detailed instructions are included with every enrollment packet and every exam.