

Course Outline for:
Florida Real Estate Sales Associate Post License Course

(45 total hours – 50-minute hours)

- ◆ Legal Issues and Risk Management
- ◆ Business Planning and Time Management
- ◆ Prospecting for Listings
- ◆ Pricing the Property to Sell
- ◆ Making the Listing Presentation
- ◆ Listing Contracts
- ◆ Working with Buyers
- ◆ Sales and Option Contracts
- ◆ Writing and Presenting the Offer
- ◆ Exploring Mortgage Alternatives
- ◆ Acquiring Financing for the Property
- ◆ Closing Real Estate Transactions
- ◆ Analyzing Real Estate Investments
- ◆ Professional Property Management
- ◆ Instructions for the Final Exam

45 total hours – 50-minute hours