

RLEST-187: Broker Management

Course Description:

This course plus the Broker Preparation RLEST 183 will meet the requirements for the State of Wisconsin licensing as a Real Estate Broker. The course will cover in depth all the State of Wisconsin real estate forms, contracts and documents. A heavy focus will be on the management of a real estate brokerage business. This would include business management, financial management, office management and employee or agent management. Another important area that will be covered in depth is the duties of a broker and ethics. We will look at these components considering industry standards and regulatory requirements.

Total Credits: 3.00

Course Competencies

- 1. Understand all State of Wisconsin Real Estate contract forms.**
- 2. Create the business management procedures for the Brokerage office**
- 3. Create the financial management procedures for the brokerage office**
- 4. Manage the office personnel in the brokerage office**
- 5. Integrate all State of Wisconsin Statutes and Administrative rules into the brokerage office**
- 6. Monitor the real estate agents in the brokerage office**
- 7. Implement business ethics for the brokerage office**
- 8. Facilitate all real estate transactions involving the brokerage office**
- 9. Investigate all alternative real estate transfer options**
- 10. Differentiate all the different types and specialty properties**
- 11. Qualify all other business opportunities and options**