

# Real Estate Courses

## SPRING 2020



### Prepare to be a real estate agent or enhance your existing career!

The College of Lake County is approved by the Division of Real Estate, part of the Illinois Department of Financial and Professional Regulation. CLC offers classes for the new to the experienced real estate agent.

Learn more by attending a free information session.

Visit [www.clcinfosessions.eventbrite.com](http://www.clcinfosessions.eventbrite.com) for more information.

## GROW YOUR REAL ESTATE BUSINESS

Gain the competitive edge in the real estate market. Set your business apart from the rest.

### REAL ESTATE HOME STAGING

First impressions matter, especially when it comes to selling real estate property. Through this home staging class, you will learn techniques to prepare your property to be the most desirable listing on the market. Learn what catches a buyer's eye and what will set you apart from the competition. Realtors, homeowners, investors and builders will benefit from our proven instructor who has had great success in helping homes sell very quickly with her unique ideas and strategies.

**7566**      **PRLE 41-001**      **Grayslake Campus**  
Thursday, February 13      1 Session  
6-9 p.m.  
\$69      E125      J. Delacluyse

**7567**      **PRLE 41-002**      **Grayslake Campus**  
Wednesday, March 11      1 Session  
2-5 p.m.  
\$69      E125      J. Delacluyse

### BEAUTIFYING A HOME WITH THE RIGHT COLORS

For a home to look its best, it should have paint colors that complement the finishes in the home. Studies have shown that the wrong paint colors are one of the top 5 reasons that people will not be interested in a home. Many people take a "one color fits all" or "what's currently trending" approach to selecting paint colors, but every home is unique and needs just the right colors to create maximum appeal. Whether you are buying or selling a home or simply redecorating, this course will help you to select paint colors that bring out the best in the home.

*In this course, you will learn how to:*

- Select the best color for a room
- Select coordinating colors for adjacent spaces
- Combine multiple colors in a room
- Select the best whites for trim, doors, cabinets, etc.
- Select the correct paint finish
- Create the desired mood for a room

**7568**      **PRLE 42-001**      **Grayslake Campus**  
Thursday, April 9      1 Session  
6-9 p.m.  
\$69      E124      J. Delacluyse

*Broker Pre-Licensing courses on the back.*

Professional Development

Call: (847) 543-2990

Email: [professionalworkshops@clcillinois.edu](mailto:professionalworkshops@clcillinois.edu)

Visit: [www.clcillinois.edu/wpdi](http://www.clcillinois.edu/wpdi)

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### BEGIN YOUR REAL ESTATE CAREER

#### Broker Requirements

Candidates must meet all of the following requirements to qualify for an Illinois Real Estate Broker's license under IDFPD Category A that states applicants must: 1) Be at least 18 years old; 2) Have graduated from high school or obtained the equivalent of a high school degree (GED); and 3) Have successfully completed the required curriculum of 90 class hours of Real Estate courses at a real estate school approved by the Illinois Department of Financial and Professional Regulation. PRLE 2 and PRLE 3 satisfy the course requirements for Category A., are approved by IDFPD and allow an individual to be eligible for the Illinois Real Estate Broker Examination. PRLE 2 (Live) and PRLE 3 (Live) classes require attendance for all class hours and the PRLE 2 (Online) class requires a score of 75% or higher on the class final exam to pass the course and receive a Uniform Real Estate transcript.

#### BROKER PRE-LICENSING TOPICS

This course, with the Broker Pre-Licensing Applied Principles course (PRLE 3), fulfills the new education requirements for obtaining an Illinois Real Estate Broker license. You are required to attend all sessions which include: introduction to the license law and real property; basics of agency, seller and buyer relationships and counseling; brokerage, marketing and advertising; market analysis and appraisal; financing, contracts, independent contractor and employee status, occupational disciplines and business planning.

<b>7563</b>	<b>PRLE 2-001</b>	<b>Southlake Campus</b>
Tuesday and Thursday, February 6 to March 10 5:30-10 p.m.		15 Sessions
AND		
Saturday, February 8 to March 7 8 a.m. to 2 p.m.		
\$699	V328	W. Paprocki

<b>7564</b>	<b>PRLE 2-002</b>	<b>Southlake Campus</b>
Tuesday and Thursday, March 31 to May 7 5:30-10 p.m.		15 Sessions
AND		
Saturday, April 4 to May 2 8 a.m. to 2 p.m.		
\$699	V328	W. Paprocki



#### BROKER PRE-LICENSING TOPICS ONLINE

This Internet-based class is offered as an option for completing the 75 hours of the broker pre-licensing curriculum without having to attend class meetings. Students can access the Internet learning portal 24 hours a day and reach out to the instructor M-F. A visit to the Grayslake Campus is required for orientation on 2/17/20 from 5:15-6:15 p.m. and students must take their final exam on campus.

<b>7619</b>	<b>PRLE 2-981</b>	<b>Online Course</b>
February 17 to April 17 ONLINE		
\$699		D. Sarrett

#### BROKER PRE-LICENSING APPLIED PRINCIPLES

This course, with the Broker Pre-Licensing Topics course (PRLE 2), fulfills the new education requirements for obtaining an Illinois Real Estate Broker license. This interactive course includes role play situations, case studies and demonstration examples. You are required to attend all sessions, which include: listing presentations, buyer representations, agency disclosures, purchase agreements, negotiating, market analysis, closing costs, escrow money, fair housing and anti-trust.

<b>7685</b>	<b>PRLE 3-001</b>	<b>Southlake Campus</b>
Thursday, March 12 and 19 5:30-10 p.m.		3 Sessions
AND		
Saturday, March 14 8 a.m. to 2 p.m.		
\$199	V328	W. Paprocki

**FOR ALL REAL ESTATE BROKER CLASSES**  
A textbook is required and may be purchased in the CLC bookstore prior to class.

Professional Development

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**College**  **Lake County**  
Workforce and Professional  
Development Institute