

*Start your way to a new  
Career!*

*Study to become a licensed  
Real Estate Agent At  
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Real Estate right here in  
Sioux Falls! Or if you're  
already licensed, sign up  
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101 West 69th  
Suite 101  
Sioux Falls, SD 57108

**South Dakota School of Real Estate**

**South  
Dakota  
School of  
Real  
Estate**



**Doug Nelson  
605-731-2660**

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*101 West 69th St  
Suite 101  
Sioux Falls, SD 57108*

# South Dakota School of Real Estate Classes

## South Dakota School of Real Estate Application:

### Principles & Practices: (100 hours) \$995

In depth study of all aspects of the practice of real estate in South Dakota. The 100 classroom hours prepare the student to test for the South Dakota Real Estate Exam and to start a successful career in Real Estate.

### Ethics: (4 hours) \$75

Broad study of NAR Code of Ethics, as well as the basic overview of general ethical considerations that apply to not only Real Estate agents but also to the general population.

### Fair Housing: (4 hours) \$75

Updated information on all the contemporary topics as well as the historical concepts that have brought these issues to the forefront of our industry.

### Responsible Broker: (15 hours) \$295

This course meets the South Dakota requirement to become a Responsible Broker. Topics include: Opening your own office, risk management, recruiting, trust accounting, office management, leadership and license law.

### Trust Accounts: (8 hours) \$120

Practical application of operating a trust account for the licensee or office manager. A top to bottom study of trust accounting from the earnest money deposit to the South Dakota Real Estate Commission Audit.



### License Law: (8 hours) \$120

Review and update South Dakota License Law. Incorporates changes to the law and applies the law to real situations.

### Real Estate on the Street: (8 hours) \$120

From marketing to closing the transaction, an application of real estate practices that includes listing presentations, prospecting, how to explain all required paperwork to the client and prepare closing statements for an on-time, stress-free closing.

### Environmental Issues: (4 hours) \$75

Evaluation & due diligence of real property concerns with potential hazards. (From asbestos to wetlands) Learn to identify steps to avoiding legal liability.

### Red Flags: (6 hours) \$90

Updated overview of the topics that include asbestos, radon, hazardous vegetation, and more.

### Risk Management: (6 hours) \$90

Essentials that every real estate professional needs to know to avoid legal problems. Will demonstrate how to plan for minimizing liability and establish procedures for risk shifting, risk anticipation, and control.

### Disclosures: (6 hours) \$90

Study of the legal issues that face real estate professionals, including misrepresentation, nondisclosures, and negligent advise. Reduce risk by knowing what, when, and how to disclose.

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