

### **AREA 2019 Pre-Approved Mandatory Course Third-Party Equivalents:**

You may complete one of the below courses without seeking pre-approval from AREA. You will still need to verify completion with AREA PD in order to receive credit for your 2019 mandatory course requirement. The course must be complete and submitted to AREA by December 31, 2019. AREA is not responsible for the cost incurred in any of the third-party equivalent courses.

#### **Pre-Approved Courses:**

- **AREA SAIT *Certificate of Achievement in Real Estate Broker or Associate* program courses:** Conflict Management, Accounting & Finance for Non-Accountants, Basic Business Law, Customer Relations, etc. Review the [link](#) for further detail.
- **NAR Courses** – NAR Green Day 1 and 2 Certification, Seller Representative Specialist (SRS) Designation Course, Senior Real Estate Specialist (SRES), etc.
- **REIC** – Marketing and Leasing Multifamily Properties, Ethics in Business Practices, Successful Condominium Management, etc.
- **REIC2360 (CREB hosted) The Leasing Process:** August 12 – 16, 2019
- **The Nature of Real Estate** – CNE (Certified Negotiation Expert) or MCNE (Master Certified Negotiation Expert) Designation
- **CREB offered courses:**

May 28, 29 & 30	28 - 30	Certified Condominium Specialist Course - 3 Days	9:00 - 4:00pm
June	5	Industrial Real Estate	9:00 - 4:00pm
September 9, 10 & 11	11- Sep	Certified Condominium Specialist Course - 3 Days	9:00 - 4:00pm
September	19	Retail & Office Leasing	9:00 - 4:00pm
November	4	Land Use & Development	9:00 - 4:00pm
November 26, 27 & 28	26 - 28	Certified Condominium Specialist Course - 3 Days	9:00 - 4:00pm