



# 6 Easy Ways to Register



**ONLINE**

ce.unm.edu



**EMAIL**

ceregistration@unm.edu



**PHONE**

505-277-0077 Option 1  
M-F, 8:00am-5:00pm  
Most credit cards accepted.



**MAIL**

UNM Continuing Education  
Attn: Registration  
MSC07 4030  
1 University of New Mexico  
Albuquerque, NM 87131-0001



**FAX**

505-277-1990  
Fax/Mail instructions:  
see website.



**IN PERSON**

M-F, 8:00am-5:00pm  
UNM Continuing Education  
1634 University Blvd. NE  
South Building, Room 101  
(just north of Indian School)

**Tuition Remission Benefit**

UNM employees may use tuition remission for most UNM Continuing Education non-credit classes.



**Real Estate Pre-Licensing Courses:**

UNM Continuing Education offers a week night pre-licensing course, total 90 credit hours. There are three sections: Real Estate Law (30 hours), Real Estate Principles and Practice (30 hours), and Broker Basics (30 hours). Students will study and discuss all the New Mexico Real Estate Commission's required topics for the pre-licensing. It is a great opportunity to change or start a new career as a real estate agent. Students will earn accreditation toward the New Mexico state licensure examination with successful completion of this course.

**Real Estate Law**

Gain an understanding of the general legal principles of real estate, focusing primarily on contract and agency law. Learn the current rules and regulations of the New Mexico Real Estate Commission. Earn accreditation toward the New Mexico state licensure examination with successful completion of this course.

**Textbooks** are not included.

**Course 37400 Jan 8-26 MWF 6:00am-9:30pm \$349**  
**Instructor: Jim Stringfield**

**Real Estate Principles and Practice**

Gain a basic knowledge of the real estate business, covering all aspects of the profession. Study real estate finance and appraisal methods. Earn accreditation toward the New Mexico state licensure examination with successful completion of this course. **Same textbook used in Course 37400.**

**Course 37401 Feb 5-23 MWF 6:00am-9:30pm \$349**  
**Instructor: Jim Stringfield**

**Broker Basics**

Understand the most recent changes made to the New Mexico Real Estate Licensing regulations! This 30 hours class satisfies one of the requirements necessary to become a licensed real estate broker in New Mexico. Learn about agency relationships and law, listing and purchasing agreements, risk management, trust account responsibilities, and other related subjects.

**Same textbook used in Course 37400.**

**Course 37402 Mar 5-23 MWF 6:00am-9:30pm \$349**  
**Instructor: Jim Stringfield**

Register for all three courses above and students will get 10% off each course plus a FREE **Bonus Real Estate Exam Prep & Pass to Success** (see other side for description and details - 3.5 hrs). **UNM Tuition remission eligible.**

**SEE NEXT PAGE >**

**CONTINUING EDUCATION**

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**For more information:** Visit our website at ce.unm.edu.

**Questions:** Contact bizskills@unm.edu | 505-277-6033



## Real Estate

### UNM Staff, Faculty and Retirees:

#### Use your Tuition Remission:

Fees up to \$2,626.88 for Fall, \$2,626.88 for Winter & Spring, \$1,313.44 for Summer may be applied to Professional Development courses.

Questions about this benefit? Visit us online at: <http://ce.unm.edu/TR> or call the benefits office at (505-277-MyHR).

To register, send completed forms for registration & tuition remission to [ceregistration@unm.edu](mailto:ceregistration@unm.edu) or come by our registration office, located at 1634 University Blvd. NE (just north of Indian School).

### Bonus Real Estate Exam Prep & Pass to Success FREE

This course is completely free to everyone. It was originally designed as a free bonus to students who registered three pre-licensing courses through UNM Continuing Education; however, now is free to the public. This course includes two parts: Exam Rapid Review & Pass to Success. Exam review will help students diagnose the strengths and weaknesses before the exam; next step, you are so close to have a real estate license, but how do you generate business and make money in the Albuquerque market? You will find answer in this bonus course.

**Course 37404**      **Mar 27**      **T**      **6:00pm–9:30pm**      **FREE**  
**Instructor: Jim Stringfield**

### New Mexico Real Estate Commission: Mandatory Courses NMREC CORE Course:

This four (4) hour commission-approved continuing education course that all brokers are required to complete annually as a condition of license renewal. The intention of the CORE course is to deliver the material and content in a format that encourages adult learning and with a focus creating better educated licensees who are aware of how to best lower E&O claims both in quantity and dollar amounts.

#### Course 37403

<b>WIA-PD</b>	<b>Jan 5</b>	<b>F</b>	<b>8:30am–12:30pm</b>	<b>\$95</b>
<b>WIB-PD</b>	<b>Feb 2</b>	<b>F</b>	<b>8:30am–12:30pm</b>	<b>\$95</b>
<b>WIC-PD</b>	<b>Mar 2</b>	<b>F</b>	<b>8:30am–12:30pm</b>	<b>\$95</b>

**Instructor: Jim Stringfield**

### Property Management (NMREC CORE elective course) NEW

Residential Property Management in New Mexico is an important and challenging segment of service provided to Consumers. This segment of service has also proved to be the basis for a large portion of Errors and Omissions (E&O) claims and complaints to the New Mexico Real Estate Commission. This course will look at the top five causes for these claims and what Brokers can do to prevent them. Participants will discuss the 2018 Broker duties and responsibility to owners and tenants, and other licensees. In addition, participants will use a case study based on an actual E and O claim to better understand both how mistakes are made and how to foresee and prevent them. Don't miss this opportunity to learn how to improve the professional delivery of real estate services in New Mexico. This is a Real Estate CORE Elective course.

#### Course 37405

<b>WIC-PD</b>	<b>Mar 2</b>		<b>1:30pm–5:30pm</b>	<b>\$95</b>
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**Instructor: Jim Stringfield**



**CONTINUING  
 EDUCATION**

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**More information:** [bizskills@unm.edu](mailto:bizskills@unm.edu) | 505-277-6033 | [ce.unm.edu](http://ce.unm.edu)