

## REAL ESTATE

### Construction and Maintenance

#### Builder's Pre-License Training Segment I

**RLST-8020**

Segment 1 of the State mandated Builder's Pre-License training will present business management, estimating, design and building science, contracts, risk management, marketing and sales. No refunds after the materials are received. (4 or 8 sessions)

69577 .....S.....9/12-10/3 .....8 AM-4:30 PM .....\$425 .....CTR C204 .....NCI  
69578 .....MW.....9/14-10/7 .....6-10 PM.....\$425 .....CTR C204 .....NCI

#### Builder's Pre-License Training Segment II

**RLST-8019**

Segment 2 of the State mandated Builder's Pre-License training will present project management, scheduling and current Michigan Residential and Construction Safety Standards, along with management, marketing and sales. No refunds after the materials are received. (4 or 8 sessions)

69579 .....S.....10/24-11/14 .....8 AM-4:30 PM .....\$425 .....CTR H204 .....NCI  
69580 .....MW.....10/26-11/18 .....6-10 PM.....\$425 .....CTR H204 .....NCI

#### Estimating

**RLST-8023**

For anyone in the business of residential construction. Learn bid strategies that save time and maximize profit. Discover how to budget costs and overhead. Explore the true meaning of profit and break-even and how to get paid at least 5 times faster on every job. (1 session)

69581 .....S.....10/10.....8 AM-2 PM .....\$229 .....CTR H217 .....NCI

#### Home Maintenance 101

**RLST-8024**

Save money on home repairs and maintenance. Ideal for novices and first time homeowners. Learn how to perform routine maintenance and basic home repairs through hands-on activities. Instructor is a licensed builder. (4 sessions)

69583 .....MW.....9/21-9/30 .....6-9 PM.....\$139 .....CTR H227 .....P. Maniscalchi

## HOME INSPECTION

### Employment Outlook

*Opportunities include: Home Inspector for Architectural or Real Estate Firms, State or Local Government, Banks & Mortgage Lenders, Attorneys-at-Law, Home Inspection Firms and Self Employment*

*Average Hourly Rate: variable*

*Growth Rate: 14%*

#### Home Inspection

**RLST-8003A**

Learn how to set up a home inspection business. Follow the home inspection process and discover how to identify common problems, tool requirements, how to market, and what you'll need to get started. Materials included. No refund if materials are received. (7 sessions)

69582 .....T.....9/22-11/3 .....6-9:30 PM.....\$595 .....CTR H208 .....NCI

## SALES & RENTALS

### Employment Outlook

*Opportunities include: Agent, Broker, Commercial Real Estate Sales, Real Estate Appraisal, Property Management, Real Estate Advisory, Development and Construction*

*Average Hourly Rate: variable*

*Growth Rate: 9%*

#### Real Estate Fundamentals

**RLST-8004**

Designed to provide the information necessary to pass the PSI Salesperson's License exam and gain a better understanding of the business. Instruction includes practice exams, diagnostics, strategies and helpful examples. All materials included. No refund if materials are received. (10 sessions)

69585 .....TTH.....9/22-10/22 .....6-10 PM.....\$249 .....MTC 124 .....NCI

#### Rental Property Purchase & Management

**RLST-8015A**

Are you an aspiring real estate investor? Discover the benefits of owning rental properties as well as strategies for finding and acquiring such property. Additional topics include: liability and legal issues, property inspections, lease agreements, insurance issues, evictions, repairs and modifications. No refund if materials are received. (5 sessions)

69586 .....TH.....9/17-10/15 .....6-9 PM.....\$259 .....MTC 136 .....NCI

#### How to List and Sell Established Businesses

**RLST-8025**

Prerequisite: Real Estate License

Explore ways to add to your existing real estate business. Learn how to find businesses for sale and their buyers. Explore how to value a business as well as how to improve "for sale" value. (2 sessions)

69584 .....TTH.....10/27-10/29 .....6-9 PM.....\$149 .....MTC 125 .....J. Calhoun