

THE KSCORE PROGRAM

MINNESOTA LICENSE

ENROLL IN KW PREP & COMPLETE MODULES 1-6

Access 17 "street-smart" modules that cover a range of topics including mindset and how to build success as a KW agent. Login to your KW Prep portal and complete the first 6 modules before filling out the Blueprint google form.

KSCORE SCHOLARSHIP AWARD LETTER

This letter will provide the terms of the program agreement and must be signed and returned to market center leadership to advance in the program.

COURSE 1

COURSE 2

COURSE 3

Once you have begun Course 3, you can schedule your onboarding session.

ONBOARDING WITH KW SELECT

Virtual appointment where we collect all the info we need to make sure your license and KW tech is fully setup. (1 hr)

NEW AGENT ORIENTATION

Learn about all the culture, training, support and resources available to you at our KW Select Market Center. (1 hr)

KELLER SUCCESSFUL CAREERS OF REAL ESTATE PRESENTS YOUR JOURNEY TO YOUR REAL ESTATE LICENSE THROUGH KW PREP.

JOIN OUR PROGRAM TO GET YOUR REAL ESTATE EDUCATION AT **NO COST TO YOU!**

15 MIN KSCORE INTEREST CALL

Submit interest inquiry to market center leadership or email growth@kw475.com. Hold a 15 minute info session with market center leadership to share your real estate goals and learn more about the KSCORE program.

FILL OUT BLUEPRINT (GOOGLE FORM)

This is your 'key' to earning a KSCORE Scholarship Award Letter. Be as detailed as possible on your real estate goals and timing.

GET DISCOUNT CODES & ENROLL IN RE SCHOOL

These codes are unique to you and CANNOT BE SHARED. You must pass three 30-hour courses, a state exam, and a national exam to be eligible to apply for a license. Licensing Courses expire 6 months from activation.

STATE & NATIONAL EXAM

We highly recommend taking the State and National Exam immediately after passing Course 1. Everything covered on these exams is learned in Course 1.

LICENSE ACTIVATION & JOIN BOR (SPAAR)

We will submit your license application and Board of Realtors (SPAAR) Application once we have all 5 course completion documents.

START SELLING!

THE KSCORE PROGRAM

COMMITMENT: *Time*

You must successfully complete three 30-hour education courses (known as Course I, Course II, and Course III), pass the State Exam, and pass the National Exam to be eligible to apply for your real estate license.

Full-Time Schedule: license in about 1 month

(25-30 hours per week)

Week 1 - Course 1

Week 2 - Begin Course 2, schedule exams, and study

Week 3 - Pass state and national exam, Finish Course 2

Week 4 - Course 3

Part-Time Schedule: license in about 3 months

(8-10 hours per week)

Week 1 - Course 1

Week 2 - Course 1

Week 3 - Course 1

Week 4 - Course 1 proctored Exam

Week 5 - Course 2, Study and pass state and national exam

Week 6 - Course 2

Week 7 - Course 2

Week 8 - Course 2 and pass proctored exam

Week 9 - Course 3

Week 10 - Course 3

Week 11 - Course 3

Week 12 - Course 3 and pass proctored exam

COMMITMENT: *Money*

Financial roadblocks are one of the biggest barriers to people entering a career in real estate. Through our KSCORE program, we eliminate a portion of the financial pressure providing financial assistance for pre-licensing education. Below is a breakdown of some of the start-up business costs to start saving for:

Education

- Pre-licensing Courses: ~~\$729 value~~ - No Cost to You!
- Education package upgrades or study materials/ exam prep: varies
- State and National Exam through PSI: \$68 combo, \$45 individual

License

- MN New License Application: \$117

Board of Realtors (SPAAR) Saint Paul Area Association of Realtors

- Annual Membership Dues: \$589/year, prorated
- SPAAR and MNAR one time initiation fee: \$200
- Quarterly MLS Fees: \$139/Qtr, prorated
- Supra/Ekey one time activation: \$50
- Supra/ Ekey monthly usage: \$10

KW Select

- One-time onboarding fee: \$165 (includes business cards and nametag package)
- E&O insurance: \$375/year, prorated
- Monthly residential KW agent fee: \$115

COMMITMENT: *To Self*

- I will have open communication with Market Center Leadership about program involvement and any changes to commitment or interest level.
- I will provide regular/weekly progress updates to MC Leadership
- I am excited to invest in my KW Community and dive into the culture, training, and growth opportunities available to me
- I am committed to my personal growth and education in the real estate industry

THE KSCORE PROGRAM

KW PREP MODULES

WATCH MODULES 1-6 AND FILL OUT THE BLUEPRINT TO CONTINUE IN THE KSCORE SCHOLARSHIP PROGRAM

- Module 1 - Welcome to KW Prep
- Module 2 - The Blueprint
- Module 3 - Assess, Commit, Repeat
- Module 4 - Your BIG Why
- Module 5 - A Day In The Life
- Module 6 - Get Ready, Get Set, Get MINDSET, Go!

WATCH ALL AT ONCE OR 1-2/WEEK ALONG WITH REAL ESTATE CLASSES

- Module 7 - Say What? Gratitude
- Module 8 - Commitment vs. Recommitment
- Module 9 - Broke to Broker
- Module 10 - The Words We Choose
- Module 11 - Real Estate Math
- Module 12 - Nuancing Niceness
- Module 13 - Leverage

WATCH WHILE PREPARING FOR EXAMS

- Module 14 - Test Prep
- Module 15 - Energy

WATCH AFTER PASSING EXAMS AND JOINING KW SELECT

- Module 16 - Mind the Gap
- Module 17 - Passing the Baton

MINNESOTA 90-HOUR COMPLETE LICENSING PACKAGE (\$729 VALUE)

Minnesota 30-Hour Salesperson Prelicense Course 1 (30 Credit Hours)

In Course 1, students will learn the basics, principles, and language of real estate. They will get the facts they need to pass the Minnesota Real Estate Exam, as well as lay an important foundation to last their entire career.

Minnesota 30-Hour Salesperson Prelicense Course 2 (30 Credit Hours)

This course begins with an introduction to real estate and quickly moves into the transaction. Students will learn how to evaluate a seller's property, complete a listing contract, complete a buyer representation agreement, financially qualify the buyer, and write the first residential purchase agreement.

Minnesota 30-Hour Salesperson Prelicense Course 3 (30 Credit Hours)

In Course 3, students will learn to market and sell a listing, as well as how to successfully manage a sale through critical steps that must be completed in order for the property to close. They will also learn the specifics required to sell condos or townhomes and to lease residential property, along with the process for selling short sale and foreclosure real estate. Housing structure, condition, and styles are comprehensively explored to help lay a solid foundation for your career.

Minnesota Real Estate Exam Prep (OnDemand video)

This course is the best way to get in gear to take the licensing exam. It uses diagnostic practice exams, lectures, quizzes, and over 800 sample questions in the course workbook to prepare students for success on test day.

Minnesota 90-Hour Complete Licensing Package (\$729 value)

The below PDFs are included with this course:

- Minnesota Real Estate Principles workbook
- Modern Real Estate Practice textbook
- Modern Real Estate Practice Workbook
- National Exam Prep Workbook
- Minnesota Real Estate Exam Prep Workbook
- Practices of Minnesota Real Estate Workbook
- Practices of Minnesota Real Estate Forms Supplement