

THE KSCORE PROGRAM

WISCONSIN 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.

72-HOUR COURSE

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 the 72-hour course, 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

LICENSE ACTIVATION & JOIN BOARD OF REALTORS

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

START SELLING!

THE KSCORE PROGRAM

COMMITMENT: *Time*

You must successfully complete the 72-hour course, 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

(20-25 hours per week)

Week 1 - Complete 24 hours

Week 2 - Complete 24 hours

Week 3 - Complete 24 hours

Week 4 - Study and pass state and national exam

Part-Time Schedule: license in about 3 months

(6 hours per week)

Week 1 - Complete 6 hours

Week 2 - Complete 6 hours

Week 3 - Complete 6 hours

Week 4 - Complete 6 hours

Week 5 - Complete 6 hours

Week 6 - Complete 6 hours

Week 7 - Complete 6 hours

Week 8 - Complete 6 hours

Week 9 - Complete 6 hours

Week 10 - Complete 6 hours

Week 11 - Complete 6 hours

Week 12 - Complete 6 hours, study and pass state and national 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: ~~\$429 value~~ - No Cost to You!
- Education package upgrades or study materials/ exam prep: varies
- State and National Exam through PearsonVue: \$65

License

- WI DSPS New License Application: \$60

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

WISCONSIN 72-HOUR COMPLETE LICENSING PACKAGE (\$429 VALUE)

Wisconsin Real Estate Principles:

This course is the authority in real estate license law, regulation, and practice. Updated with the latest legislative changes, this real estate course prepares you to ace the Wisconsin licensing exam and enter the real estate profession. Multiple choice exams test your knowledge, while a sample transaction with Wisconsin real estate forms guides you through the sales process. A physical textbook ships upon enrollment in Kaplan's Home Study package.

Exam Prep

- Wisconsin Real Estate Exam Prep Online Video Course: The engaging, online video course features topics on ownership and transfer of property, valuing and financing property, agency, and more. All questions are written by real estate professionals and are designed to reflect what you will see in the real estate licensing exam, so you can prepare for and score higher on the Wisconsin state-specific portion. Detailed information, review questions, in-depth rationales, and a supplemental workbook make this a must-have resource. A PDF workbook is included.
- National Real Estate Exam Prep Online Video Course: This online video course is built alongside the testing provider outline so you can see and practice the exact topics and subtopics that will be on the national real estate licensing exam. This course also covers strategies for test-taking and includes a pre-test and post-test simulating the national portion of the real estate licensing exam. To further your knowledge, the exam prep workbook allows you to review the real property characteristics, property use, forms of ownership, transfer and title, property valuation, and appraisal. A PDF workbook is included.
- National Interactive Study Group (Live Online)*: The Interactive Study Group covers all the national licensing content in live webinars. Join our expert faculty and other students for a lively discussion of topics. Prepare any questions you may have and bring them to the study groups; the goal is to keep you on track to finish your education, reinforce key concepts covered in your courses, and provide the opportunity for you to interact with our faculty and learn from other students
- National Interactive Study Group* and our National and Wisconsin Real Estate Exam Prep Online Video Courses to help you prepare for exam day.