

# Real Estate Salesperson Post-Licensure Education Requirement

## § 2293. RENEWAL OF LICENSE; LAPSED LICENSE

(2) In addition to the 16 hours of required continuing education for salespersons, within 90 days from the issuance of an initial salesperson license, the salesperson shall complete eight hours of instruction addressing topics specified by the Commission related to the salesperson's practice of the profession post-licensure.

**The following courses are approved toward the 8 hours of post-licensure education required above. A licensee may not take multiple courses in the same topic. Salespersons are required to complete an additional 16 hours of approved continuing education for license renewal.**

### Quality Workshops

- Buyer Representation for 2 hours
- Ethics in Real Estate for 2 hours
- Fair Housing for 2 hours
- Red Flags for 2 hours

### Thomas F. Heilmann/Heilmann, Ekman & Associates, inc

- Everything you wanted to know (and more) about Purchases and Sale Contracts for 2 hours

### Vermont Realtors

- Accredited Buyers' Representative – Designation Course (ABR) for 2 hours
- Effective Counseling and Representation of Real Estate Ethics for 2 hours
- Seller Representative Specialist for 2 hours
- So You're Agent, Now What? For 2 hours
- Teaching Your Clients How to Negotiate a P & S Agreement for 2 hours
- Financing through USDA and VHFA for 2 hours
- NAR – Senior Real Estate Specialist for 4
- Flood Risk, The National Flood Insurance Program (NFIP) for 2 hours
- Professional Standards for 2 hours
- Tools & Resources for Working With Farms with Commercial Agricultural Potential for 2 hours
- Code of Ethics for 2 hours
- Basic Intro to the Home Inspection Process – Exterior for 2 hours
- TRID – The Newest Acronym for 2 hours
- Realty's New Reality: The Emerging High Performance Home Market for 2 hours
- Making Opposites Agree for 2 hours
- Mediation Training for the Professional Standards Volunteer for 2 hours
- Risky Business: Managing the Risk for 2 hours
- ABR for 2 hours
- Residential Tools for Hidden Values for 2 hours
- Using Total Cost of Ownership in Mortgage Sales for 2 hours
- Vermont Residential Energy Code 2015 for 2 hours
- NAR Code of Ethics for 2 hours
- NAR Safety Matters: Safe Business-Smart Business for 2 hours
- Getting to the Heart of the Transaction for 2 hours
- VT Real Estate Law Day 2015 for 2 hours
- VT Shoreland Protection Act for 2 hours
- Appraisal Process for 2 hours

Buyer Counseling Session for 2 hours  
Seller Counseling Session for 2 hours

**Coldwell Banker Hickok & Boardman Realty**

Client Advocacy – Master Series for 2 hours

**Continuing Ed Express**

Code of Ethics Case Studies II for 2 hours  
Home Inspection Basics for 2 hours  
Federal Fair Housing Laws and Practice for 2 hours

**Cramer Home Inspection Group, Inc**

Understanding the Home Inspection Process

**Criterion-Lalancette Engineers:**

Home Construction and Inspection: Red Flags and Solutions

**First American Title Company**

Integrated Mortgage Disclosure Basics for Real Estate Professionals for 2 hours

**McKissock LLP**

A Day in the Life of a Buyer Agent for 2 hours  
Common Mistakes Made By Rookies & the Rest of Us for 2 hours  
Code of Ethics for 2 hours  
A New Look at Contract Law for 2 hours  
TILA-RESPA Integrated Disclosure Rule for 2 hours  
The Nuts & Bolts of Commercial Real Estate for 2 hours  
Know the Code: Your Guide to the Code of Ethics for 2 hours  
Helping Buyers Narrow in on Their Dream Home for 2 hours  
A Home Buyer's Guide to Credit Score for 2 hours  
Fair Housing for 2 hours  
A New Look at Contract Law for 2 hours  
Demystifying Appraisals for 2 hours  
Mortgage, Loans & Laws – How they Help Your Client for 2 hours  
The New FHA Handbook for Real Estate Professionals for 2 hours

**New Hampshire Association of Realtors**

Protection and Professionalism for 2 hours  
Real Estate & Ethics – The Only Way to Conduct Business for 2 hours

**Northwestern Vermont Board of Realtors**

NAR Quadrennial Code of Ethics for 2 hours  
Accredited Buyer Representation Designation for 2 hours  
Working with Buyers for 2 hours  
Changes to the TILA: RESPA Rules Effective August 1, 2015 for 2 hours  
Getting Your Listing Priced Right for 2 hours

**OnCourse Learning Corporation DBA Career Webschool**

Ethics in Real Estate for 2 hours  
Real Estate Math for 2 hours  
ADA and Fair Housing for 2 hours  
Environmental Hazards Disclosure for 2 hours  
Prequalifying Your Buyer in Today's Market for 2 hours  
Pricing Property to Sell for 2 hours  
Principles of Commercial Real Estate for 2 hours  
Federal Law for 2 hours

**Randy Mayhew School of Real Estate**

Buyer Cancellation Rights & Seller Agent's Best Practices for 2 hours  
Ethics for 2 hours  
Advanced Contracts for 2 hours

**The CE shop**

Cracking the Code of Ethics for 2 hours  
Fundamentals of Commercial Real Estate for 2 hours  
Accredited Buyer's Representative (ABR) Designation for 4 hours  
Code of Ethics: Good for Your Clients & Your Business for 2 hours  
A Brief Introduction to Real Estate Finance for 2 hours  
Commercial Ethics for 2 hours  
Sign here: Contract Law of E-Signatures for 2 hours  
Hot Market Strategies for 2 hours  
Fundamentals of Commercial Real Estate for 2 hours  
Realtor Code of Ethics Training for 2 hours

**360 Training.com**

Contracts for 2 hours

**American School of Real Estate Express LLC**

A Day in the life of a Buyer Agent for 2 hours  
A New Look at Contract Law for 2 hours  
Code of Ethics for 2 hours  
Commercial Real Estate: From the Beginning for 2 hours

**At Your Own Pace Online**

Real Estate Agent Safety for 2 hours  
Real Estate Contracts & Loan Programs for 2 hours  
Real Estate Financing & Title Insurance 2 hours