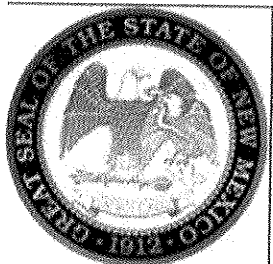
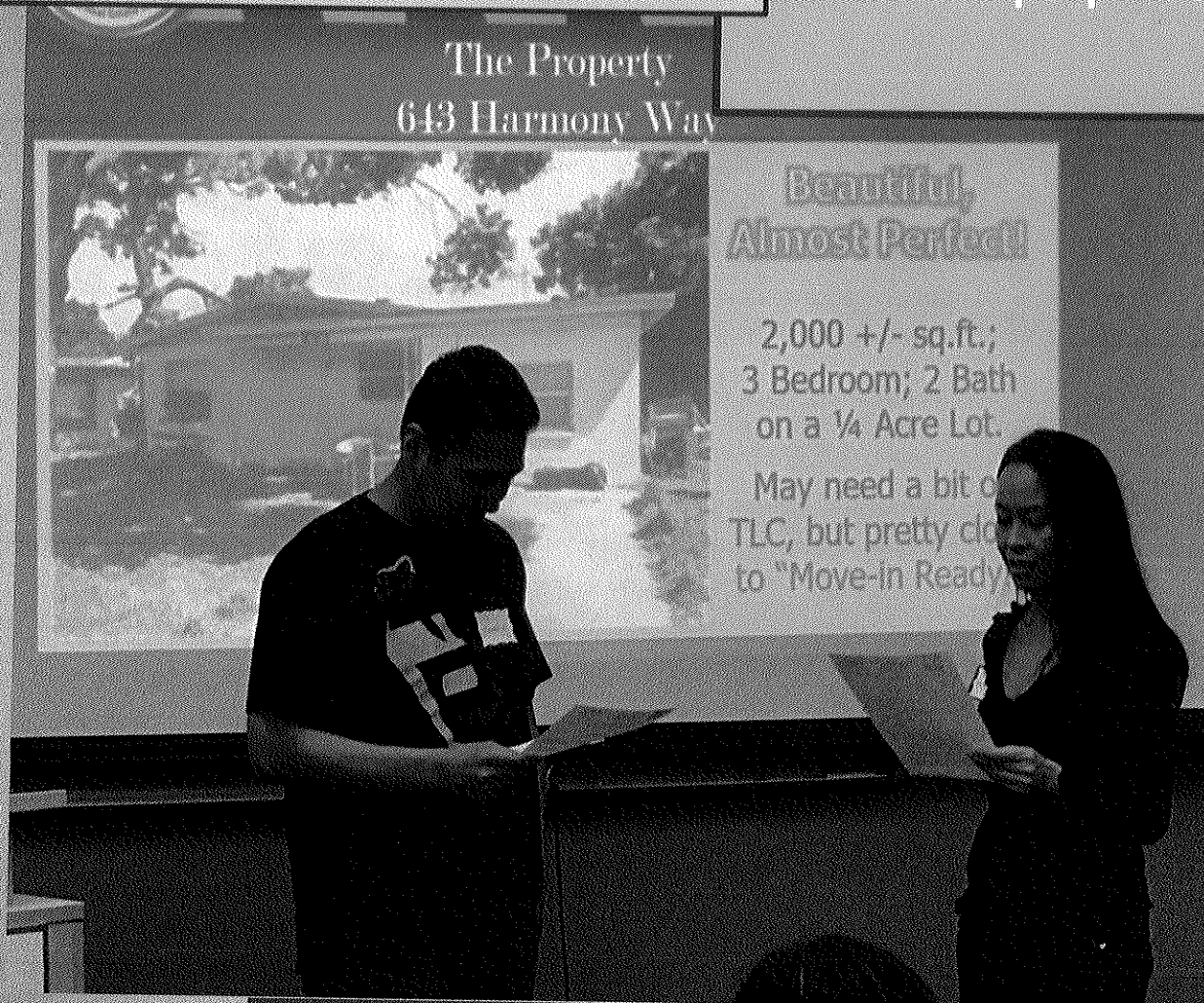


New Mexico Real Estate Commission  
**Official Approved Continuing Education Course List**  
Jan 2018 – April 2018

This is the official document used by the NMREC to determine the validity of courses taken for continuing education credit purposes.



## *New Mexico Real Estate Commission*

**2018 OFFICIAL Catalogue of APPROVED  
COURSES for CONTINUING EDUCATION**

**Updated Through April 2018**

## *How to Use This Tool*

This document contains a full list of all the continuing education courses approved by the New Mexico Real Estate Commission. Titles are as unique as possible, but all titles are in tandem with a unique 8 digit number assigned to that course.

- ✓ The list also designates the credit hours approved for continuing education that are assigned to the course.
- ✓ Beginning January 1, 2017, the Rules of the Real Estate Commission introduce new requirements to include setting a triennial 36 hour CE requirement in lieu of the previous 30 hour total requirement.
- ✓ Additionally, the Commission instituted a 4 hour Annual Core Course necessary for renewals, a 4 hour Core Elective required in any given 3-year renewal cycle, and a 4-hour Ethics elective required in any given 3-year renewal cycle.
- ✓ This tool indicates the Title, Ethics Elective Status, Core Elective Status, Credit Hours and Category (Training, Education, Core Course, Core Elective or Ethics) and the Course Number.
- ✓ Courses with outlines on the web (underlined courses) are directly linked and can be accessed by clicking the name of the course.
- ✓ Course Numbers:
  - In brief, Course numbers beginning with a 2 are Permanent Courses,
  - Course numbers beginning with a 3 are approved as "one time" courses.
  - Courses that end in a 1 are LIVE courses.
  - Courses that end in a 2 are ON LINE courses.
  - For a detailed description of the Course numbering system, you can click on the following link. [Course Numbering System Description](#)

For additional information you can contact: [Thomas.Baca@state.nm.us](mailto:Thomas.Baca@state.nm.us), Education Administrator

<http://www.rld.state.nm.us/boards/Real Estate Commission Requirements and Continuing Education.aspx>

## *Links to Schools of Live and Online Offerings*

### Course Calendars

The CED Course Calendar is available by clicking on [Education Calendar](#). Once you are on the webpage, scroll down past On Line Offerings until you come to the actual live course schedules and calendar. You will be able to type into a search engine to find the course you are looking for or simply scroll through the offerings that are posted by specific date. This tool is not exhaustive in terms of all possible offerings. You will have to check with each sponsor or school to see when they are offering courses and what courses they are approved to offer.

### Approved Schools and Sponsors of Courses

To reference a copy of approved sponsors, please click at: [Approved Schools/Sponsors](#) and scroll down to find the link to the document. Using this list you can then contact individual sponsors and schools relative to their present and future offerings.

### On Line Offerings and Vendors

On-Line offerings are becoming more and more popular among licensees and count upon the NMREC to begin including more and more online continuing education options. Our hope is to eventually include online options for mandatory course work such as the 4 hour NMREC Core Course series.

In an effort to facilitate fulfillment of your CE requirements using online resources, where possible we have incorporated "URL" (i.e. web link address) information directly in the course information within this catalogue. This will enable you to go directly from the catalogue to the approved online vendor of that course. Hopefully, that will assist in your search for additional information and/or ease in registration for the course that you need.

### Approved Instructors

You can also access a list of approved instructors and the courses they are approved to teach by clicking on: [Approved Instructor with Courses They Teach](#) and scroll down to find the link to the document.

### Core Course Planning Tool

The NMREC Core Course is an "annual" requirement. The word "annual" must always be understood within the context of the beginning and the end of a 3-year planning cycle. The Rule stipulates that each licensee shall take 12 hours of the annual core course, i.e. three separate and different 4-hour NMREC Core Course iterations during their 3-year cycle. Because the adoption of an "annual" requirement makes planning CEU compliance a bit more complex, we have prepared a Core Course Planning Guide to see what three NMREC Core Course iterations apply to your specific 3-year cycle. Click: [Core Course Planning Guide](#)

**Thomas P. Baca, M.P.A.**

Thomas P. Baca, Education Administrator  
New Mexico Real Estate Commission



2018 Course List Alphabetical – Updated Through March 2018		Ethics	Core Elec.	Hours	Course #
<ul style="list-style-type: none"> <li>• Permanent Courses highlighted in blue are recent approvals</li> <li>• Click on underlined courses for course outlines</li> <li>• Courses in gray shade are One Time Only Courses</li> <li>• Courses with * = may not be available or are obsolete</li> <li>• E = Education</li> <li>• T = Training</li> <li>• C = Core Elective</li> <li>• ETH = Ethics</li> <li>• NMC = Core Course</li> </ul>					
<u>1031 Exchanges - Increase Your Expertise Online UPDATED</u> <u>McKissock Web Link</u>				3E	21100182
<u>1031 Tax Deferred Exchanges UPDATED</u>			✓	4C	21100011
1031 Tax Deferred Exchanges (one time) CARNM			✓	4C	30141081
2012 NAR Legislative Update				2E	30010741
2012 Real Property Institute				7E	30010751
2012 SIOR Fall World Conference				2E	30110281
2012 SIOR Spring World Conference				4E	30110271
2013 New Mexico Real Estate Market Pulse				4E	30110331
2013 SIOR Fall World Conference				2E	30110361
2013 SIOR Spring World Conference				3E	30110311
2014 Economic Outlook: The Future of Construction in New Mexico				1E	30140971
2014 SIOR Spring World Conference				3E	30110501
2015 SIOR Spring World Conference				2E	30110551
2016 SIOR Spring World Conference				4E	30141061
25th Annual Real Property Institute				6E	30010921
2016 26th Annual Real Property Institute				5E	30011011
3.8% Healthcare Tax: Myths and Facts				1E	21010761
AANM 10th Annual Apartment Market Outlook				2E	30141041
AANM 11th Annual Apartment Market Outlook (AANM)				2E	30060241
AANM 12th Annual Apartment Market Outlook (AANM)				1E	30060261
AANM 101 Fair Housing & Beyond			✓	4E	21060381
AANM 102 Management of Residential Issues				8E	21060391
AANM 103 Legal Responsibilities				4E	21060401
AANM 104 Risk Management				4E	21060411
AANM 105 Financial Management				8E	21060421
A to Z of Investment Basics			✓	4C	21050431
ABQ The Plan, New Projects Announcement				1E	30140721
ACHIEVE 2013 - Four hours a day to 100K				3T	30130521
Acres of Diamonds: Finding Treasure in Your Sphere of Influence				2T	30130671
<u>ADA and Fair Housing Online</u> <u>CE Alternatives</u>			✓	4C	21010012*
ADA and Related Handicap Discrimination Law			✓	4C	21010021
Advanced Concepts in Conflict Resolution and Communication Skills for RE				2T	30130511

Updated 4/01/18

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<b>Professionals</b>				
<b>Advanced Eminent Domain and Valuation</b>			6E	30010801
<b>Advanced Excel Wizardry</b>			4T	21030311
<u>Advanced Income Property Analysis (Meyers)</u>		✓	8C	22140131
<u>Advanced Map Reading and Surveys for the RE Professional</u>		✓	8C	22020011
<b>Advanced Negotiation Techniques for Buyer's Agents</b>			6T	21130561
<b>Advanced Real Estate Transactions</b>		✓	6C	30020771
<b>Advanced Real Estate Tax Planning Considerations 2016</b>			2E	30110571
<b>Advanced Real Estate Tax Planning Considerations 2017</b>			2E	30110611
<b>Advanced Real Estate Tax Planning Considerations 2018 (CCIM)</b>			2E	30100211
<b>Aerotropolis - The Way We Live Next - How Macro Level Global Trends will Impact Albuquerque</b>			1E	30140601
<b>Affordable Housing Opportunities for Low to Moderate Income Buyers - Santa Fe</b>			2E	30050521
<u>Affordable Housing Opportunities for Low to Moderate Income Buyers (McKissock Online) McKissock Web Link</u>			4T	21050512
<u>After Tax Analysis of Income Property (Meyers)</u>		✓	5C	21405611
<u>Agency Law Online UPDATED</u> <u>McKissock Web Link</u>		✓	4C	21010042
<u>Agency Law</u>		✓	4C	21010051
<b>Agent Safety – Defensive Driving Program</b>			2T	21150001
<b>Albuquerque Zoning: What Every Real Estate Broker Should Know</b>			4E	21020591
<b>Alternative Commercial Real Estate Financing</b>			3E	22050011
<b>American National Standards Institute (ANSI): Square Footage Method of Measuring</b>		✓	4C	21040111
<b>Aamodt Settlement: Water Rights</b>			1E	30020781
<b>An Untapped Resource: A Tutorial on Real Estate Philanthropy</b>			4E	21020621
<u>Anatomy of a Commercial Lease UPDATED</u>		✓	8C	20140931
<u>Anatomy of A Commercial Lease Online (AVR+CE Gallegos)</u> <u>AVR+CE Web Link</u>		✓	4C	20140932
<b>Anatomy of a Listing Contract</b>		✓	4C	21020651
<u>Anatomy of a Purchase Contract UPDATED</u>		✓	4C	21020031
<b>Anti-Trust and Real Estate UPDATED</b>			4E	21010061
<b>Applied Professional Standards (CARNM)</b>	✓		3ETH	30141061
<u>Applied Professional Training Standards (Permanent) CARNM</u>	✓		3ETH	21120291
<u>Appraisal Process for Real Estate Professionals UPDATED</u>			4E	21040011
<u>Appraisal Process for Real Estate Professionals Online UPDATED</u> <u>McKissock Web Link</u>			4E	21040092

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Attributes of a VA Loan				2E	21050511
Back to Basics: Mediation Refresher Course				4E	30010841
Bankruptcy and Real Estate UPDATED				4E	21010071
Barstool Economics				3E	30110511
Basic Hydrology, Well Installation, and Septic System Installation for the Real Estate Professional				8E	21080011
Basic Real Estate Finance Online <a href="#">CE Alternatives</a>				8E	21050022
Basics of Green Building Online UPDATED <a href="#">McKissock Web Link</a>				4E	21090162
Basics of Land Management online– McKissock <a href="#">McKissock Web Link</a>				3E	21080162
Basics of Real Estate Taxation (online) <a href="#">The CE Shop Webpage</a>			✓	4C	21100022
Becoming a Fired Up Sales Animal				3T	30130381
Being the Boss				2T	30060161
Benefits of the 203K Program				2E	21050401
Best Practices for Commercial Real Estate			✓	5C	30140741
Bid Processing/Accelerated Marketing Brunch and Learn				2T	30140651
Body Language: Selling Yourself				6T	30130511
BOMA Southwest Conference Education Program				6E	30140641
Boot Camp, Back to the Basics				10E	21020051
Boot Camp, Back to the Basics Webinar*				10E	21020052*
BPO's: The Agent's Role in the Valuation Process				8E	31040101
Break Through Customer Service and Technology				6T	30030361
Breaking Barriers: Fair Housing UPDATED <a href="#">The CE Shop Webpage</a>				2E	21010082
Broker Basics (Required for prelicensure and waiver applicants)				10E	11020061
Broker News Alert 2013-2014				4E	21010821
Broker Safety for the Real Estate Professional				3T	21130331
Broker Safety for the Real Estate Professional Webinar*				3T	21130332*
Broker Short Sale 101 UPDATED				7E	21050031
Brokerage Office Administration (Required for upgrade to QB status)				10E	11020071
Brokerage Relationships			✓	4C	21010091
Brokerage Relationships*Webinar*			✓	4C	21010092*
Building a Strategic Business Plan UPDATED				3T	22110011
Building Your Professional Real Estate Team: Success Through Synergy (Snapp)				3T	21130831
Business Ethics for Business People		✓		3ETH	30120231

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<b>Business Ethics in Real Estate UPDATED</b>	✓		4ETH	21120021
<b>Business Planning and Marketing (CRS-Szklarz)</b>			10E	30110581
<b>Business Planning for a Successful Year and Career (Lobbergt)</b>			3T	21110401
<b>Business is Your Business</b>			8T	30110341
<b>Business Planning for Associate Brokers UPDATED</b>			4T	21110021
<b>Buyer Representation in Real Estate (online) Kaplan</b> <u>Kaplan Web Site</u>		✓	4C	21010112
<b>Buyer's Agency</b>			4E	21010101
<b>Buying Within Your Budget</b>			4T	21110381
<b>Buying Within Your Budget Online (Kaplan)</b> <u>Kaplan Web Site</u>			4T	21110382
<b>Case Studies in Acquisition Analysis</b>			1E	30140611
<b>CCIM - Advanced Negotiation Group</b>			10E	22140121
<b>CCIM - Cost Segregation</b>			3E	22140101
<b>CCIM - It's a Whole New Business - Creating and Sponsoring Real Estate Investment Group</b>			7T	22140091
<b>CCIM Site To Do Business</b>			6E	30141081
<b>CCIM Site to Do Business 2017</b>			7E	30141191
<b>CCIM - Troubled Assets</b>			7E	22140111
<b>CCIM 101 - Financial Analysis</b>			10E	22140011
<b>CCIM 102 - Market Analysis</b>			10E	22140021
<b>CCIM 103 - User Decision Analysis</b>			10E	22140031
<b>CCIM 104 - Investment Analysis</b>			10E	22140041
<b>CCIM Brunch &amp; Learn</b>			2E	30140821
<b>CCIM Brunch &amp; Learn (2014): Tax Updates and Opportunities</b>			2E	30140871
<b>CCIM: Foundations for Success in Commercial Real Estate</b>			10E	20140991
<b>Certified Apartment Manager (CAM) (AANM)</b>			10E	30060251
<b>Certified Negotiation Expert</b>			10T	21130451
<b>Certified Real Estate Team Specialist: Understanding and Leveraging Teams (C-RETS) (RHarris)</b>			10T	21110391
<b>CFPB and Real Estate</b>			4E	21050481
<b>CIPS - Europe &amp; International</b>			8E	21140361
<b>Clandestine Drug Labs UPDATED</b>			4E	21080091
<b>CLE International, 24th Annual Water-Law Conference (2016)</b>			10 E	30080141
<b>Clear the Confusion: Offers (Counters, Multiples etc.) UPDATED</b>		✓	4C	21020081
<b>Close on Time: On Time Closings: Communication, Cooperation &amp; Accountability</b>			3T	21130821
<b>Commercial Mortgage Fundamentals</b>			3E	21051001

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<u>Commercial Lease Remedies UPDATED</u>			3E	21140331
<u>Commercial Leases (Harms)</u>		✓	4C	21140571
<u>Commercial Letter of Intent (LOI)/APOD Investment Analysis</u>		✓	4C	22140091
<u>Commercial Purchase Agreement &amp; Real Estate Contract</u>			2E	30140801
<u>Commercial Real Estate &amp; Municipal Planning I: The Basics UPDATED</u>		✓	4C	21140371
<u>Commercial Real Estate &amp; Municipal Planning II: Government Domain UPDATED</u>		✓	4C	21140381
<u>Commercial Real Estate &amp; Municipal Planning III: Zoning UPDATED</u>		✓	4C	21140431
<u>Commercial Real Estate &amp; Municipal Planning IV: Architecture UPDATED</u>		✓	4C	21140451
<u>Commercial Real Estate &amp; Municipal Planning V: Construction UPDATED</u>		✓	4C	21140541
<u>Commercial Real Estate from A to Z</u>			5E	30140981
<u>Commercial Real Estate Fundamentals UPDATED</u>			2E	20140631
<u>Commercial Real Estate Leasing UPDATED</u>			2E	20140671
<u>Commercial Real Estate Loans</u>			3E	30141001
<u>Commercial Real Estate Overview UPDATED</u>			4E	20140621
<u>Commercial Real Estate Property Management UPDATED</u>		✓	2C	20140701
<u>Commercial Real Estate Property Management Online (Gallegos)</u> <u>AVR+CE Web Link</u>		✓	2C	20140702
<u>Commercial Real Estate Sales UPDATED</u>			2E	20140661
<u>Commercial Real Estate: Understanding Investments*</u>			8E	20140572*
<u>Commercial Tenant Improvements - Understanding the Process</u>			3E	30140901
<u>Communicating Lead Based Paint Disclosure to Consumers UPDATED</u>			2E	21070011
<u>Communicating the Value of High Performance Green Homes</u>			6T	30090191
<u>Comparative Market Analysis (CMA) for Paragon Users</u>			1T	30030211
<u>Compelling and Persuasive Presentations</u>			2T	30130681
<u>Compelling and Persuasive Presentations 2017</u>			2T	30130731
<u>Confessions of a Commercial Real Estate Consultant</u>			8T	22140051
<u>Consulting Sellers Successfully</u>			6T	30130391
<u>Contact Management for Paragon Users</u>			1T	30030221
<u>Contract Negotiations UPDATED</u>		✓	4C	21020121
<u>Contract Strategies UPDATED</u>		✓	4C	21020131
<u>Converting Leads into Closings (CRS)</u>			8E	30130721
<u>Conveyance of Title in New Mexico UPDATED</u>			3E	21010121
<u>Cost of Occupancy</u>			7E	30140881
<u>Coveralls to Closings UPDATED</u>			4E	21020151



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<u>Cracking the Code of Ethics (Online) UPDATED (CE Shop)</u>		✓		3ETH	21120032
<u>The CE Shop Webpage</u>					
CRB: Brokerage Liability: Develop a Comprehensive Risk Management Plan				10E	22110121
CRB: Business Management: Develop & Execute a Comprehensive Plan				10T	21110091
CRB: Financial Planning & Management				10T	21110101
CRB: Marketing Management: Attract and Keep Customers for Life				10T	21110131
CRB: Performance Leadership: Attract, Develop & Keep Successful Sales Associates				10T	21110111
CRS - New Negotiating Edge				8T	21130071
CRS 107 - Mastering the Art of Selling Homes				7T	22130061
CRS 126 - 7 Things Successful Agents Do Differently (one-time)				8T	30110621
CRS 200 - Business Planning & Marketing				10T	21110071
CRS 201 - Listing Course				10T	21130021
CRS 202 - Sales Course				10T	21130041
CRS 204 - Income Properties Course				10E	22130051
CRS 206 - Technology Course				5T	21030071
CRS 210 - Referral Course				10T	21130031
CRS: Positioning Properties to Compete in the Market				8T	21130481
CRS: Presentation 2.0: The Ultimate Listing Course				8T	30130581
Curve Benders: How will the rapidly changing political, cyclical & secular environment shape CRE?				1E	30141181
<u>Decoding the HUD-1 UPDATED</u>				4E	21020161
<u>Deed of Trust: The New Reality UPDATED</u>			✓	4C	21050301
Developing ABQ - Work in Progress				1E	30140581
Developing Rewarding Owner Relationships				6E	30130711
Developing Technical Skills to Deliver Outstanding Real Estate Services for Paragon Users				3T	30030231
Development 13 - The Annual Meeting for Commercial Real Estate				7E	30140781
Development '14. The Meeting for Commercial Real Estate				6E	30140961
<u>Disclosure in Real Estate UPDATED</u>				6E	21070021
<u>Distressed Properties (on line) (Empire)</u> <u>Empire Learning NM Web Link</u>				4E	21070172
<u>Disposition Strategies in Commercial and Investment Real Estate</u>				8E	21020171
<u>Diversity Issues and the RE Professional UPDATED</u>				6T	21010131
Documentation: A Winning Fair Housing Defense Strategy				3E	30010681
Dodd Frank - Seller Financing - Ma & Pa - Strange Bedfellows				1E	30010891
Dodd-Frank, HARP, Your Clients and You				2E	21050391
<u>Do's and Don'ts of Transferring Title to Real Property UPDATED</u>				4E	21020181

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<u>Earnest Money Disputes and Interpleader Actions UPDATED</u>			2E	21020691
<u>Easements and Access for the Non-Lawyer UPDATED</u>		✓	4C	21010151
<u>Economic Development and Planning: It's a Match</u>			1E	30110321
<u>Economic Development Summit</u>			1E	30110521
<u>Education &amp; Job Creation</u>			1T	30110491
<u>Education=Jobs=Prosperity</u>			1E	30110301
<u>Effective Negotiation for Real Estate Professionals</u>			8T	30130401
<u>Eighth Annual Apartment Market Forum</u>			2E	30140761
<u>Energy Efficiency is Green and Smart (DeJardin)</u>			2E	21080181
<u>Enhanced Mapping Functions for Paragon Users</u>			1T	30030241
<u>Environmental Hazards and Selling Real Estate</u>			3E	21080031
<u>Environmental Issues for Real Estate Professionals (online)</u>			3E	21080212
<u>Environmental Issues in Your Real Estate Practice (Kaplan)</u> <u>Kaplan Web Site</u>			4E	21080022
<u>Environmental Liability in Real Estate UPDATED</u>		✓	4C	22080041
<u>Equal Opportunity in Housing UPDATED</u>		✓	6C	21010171
<u>Essentials of Mortgage Lending UPDATED</u>			4E	21050041
<u>Ethical Use of Social Networking &amp; Technology in the Real Estate Industry</u>	✓		8ETH	21030121
<u>Ethical Use of Drones, Social Networking &amp; Technology in the RE Industry (short version)</u>	✓		4ETH	21030331
<u>Ethics Beyond the Code (Bruno)</u>	✓	✓	4C-ETH	21120151
<u>Ethics</u>	✓		3ETH	30120241
<u>Ethics (NARPM)</u>	✓		3ETH	30120261
<u>Ethics in Real Estate</u> <u>Continuing Education Alternatives</u>	✓		4ETH	21122042
<u>Evernote for REALTORS and Social Media Strategy for REALTORS</u>			3T	30030301
<u>Everybody's Got to Live Somewhere – Why Not Here? Residential/ Retirees/ Multifamily</u>			1E	30090281
<u>Everything You Wanted To Know About 1031 Exchanges But Were Afraid To Ask</u>			4E	21100031
<u>Fair Housing On-Line (Empire)</u> <u>Empire Learning NM Web Link</u>		✓	3C	21010922
<u>Fair Housing Online UPDATED (Kaplan)</u> <u>Kaplan Web Site</u>		✓	4C	21010182
<u>Fair Housing UPDATED (live)</u>		✓	4C	21010181
<u>Fair Housing &amp; Beyond UPDATED</u>		✓	4C	21010591
<u>Fair Housing: The Next Generation UPDATED</u>		✓	4C	21010201

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<u>Fair Housing Made Easy UPDATED</u>						✓	4C	21010221
Finance and Real Estate							1E	30141031
Financial Analysis Using IRR							3E	30140681
Financial Management							7E	30060231
Financial Planning through Real Estate UPDATED (Wealth Max.)							8E	21110031
Financing Solutions to Close the Deal							10E	30130701
First Things First: Information to Obtain at Listing UPDATED							2E	21020711
Foundations in Sustainability: Greening the Real Estate and Appraisal Industries Online UPDATED (McKissock) <a href="#">McKissock Web Link</a>							4E	21090172
Fraud in Real Property Transactions in Real Property Transactions UPDATED							4E	21020191
Fundamentals of Commercial & Investment Real Estate							10E	21020201
Generation Gap							3T	30130761
Give a Presentation Like No Other							1T	30130501
Going Green Begins with Energy Star Blue							1E	21090151
Going Green: Elements of an Eco-Friendly Home <a href="#">McKissock Web Link</a>							3E	21080202
Google Universe Boot Camp							6T	30030271
Google Tools for the Real Estate Professional							2T	21030181
GRI - Crunching the Numbers UPDATED							8E	21050271
GRI - Legal Liability Issues UPDATED							8E	21010391
GRI - Pricing Property Properly							8E	21040071
GRI - Real Estate is Your Business							8T	21110061
GRI - Residential Construction & Inspections							8E	21090091
GRI - REALTORS Ethical Road Map UPDATED					✓		8ETH	21120131
H4P A Realtor's guide to Utilizing the (Home Equity Conversion Mortgage (HECM) for Purchase [Reverse Mortgage]							3E	21050531
Handling Multiple Offers Ethically and Effectively					✓		4ETH	21020661
<u>Handling Objections</u>							2T	21130471
<u>Handling Objections Webinar*</u>							2T	21130472*
Healthcare . . . Is it the Catalyst for Real Estate Development in New Mexico?							1E	30140771
Healthy Homes On-Line (Empire) <a href="#">Empire Learning NM Web Link</a>							4E	21080192
High Tech Update - What's Happening in Albuquerque							1E	30140591
Hold versus Dispose Analysis for Commercial Real Estate							7E	30141071
Home Inspection Practice & Standards							4E	21020221
Home and Pest Inspections: The "Rules" of Inspections							2E	30070001
<u>Home Owners Association Act 2013</u>							1E	21010831

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<u>Hot Market Strategies Online (CE Shop)</u>					
<u>The CE Shop Webpage</u>				3T	21130482
<b>Houses: From the Ground Up</b>				8E	21090211
<b>Houses: From the Ground Up (Online) (Kaplan)</b>				8E	21090212
<u>Kaplan Web Site</u>					
<b>Houses: Why Bad Things Happen to Good Houses</b>				6E	21070161
<b>Houses: Why Bad Things Happen to Good Houses Online (Kaplan)</b>				6E	21070162
<u>Kaplan Web Site</u>					
<b>How Can New Mexico Attract Jobs? How Can We Sell our State?</b>				1E	30140551
<b>How the Qualified Mortgage will Impact Home Buyers</b>				2E	30050441
<b>How to Attract Generation Y to the Northern New Mexico Region</b>				2T	30110531
<b>How to Become a Power Agent in Real Estate</b>				2T	30130771
<b>How to Lead Your Team and Manage Conflict</b>				6T	30130491
<b>How to Make Dollars in Real Estate – Infill New Development &amp; Repurposing Existing Properties</b>			✓	5C	30090261
<b>How to Make Yourself Indispensable: Taking Initiative and Positively Influencing (Snapp)</b>				3T	21130841
<b>How to Measure Real Property</b>				3E	21040121
<b>How to Measure Real Property Online (Kaplan)</b>				3E	21040122
<u>Kaplan Web Site</u>					
<b>How to Work with Real Estate Investors</b>				3E	30020661
<b>Hydraulic Fracturing Seminar</b>				7E	30080131
<b>Identity Theft: Protecting Your Clients and Your Business (Kaplan live)</b>				3E	21010851
<b>Identity Theft: Protecting Your Clients and Your Business Online (Kaplan)</b>				3E	21010852
<u>Kaplan Web Site</u>					
<b>Ignite Brilliance in Your Leadership Communications</b>				1T	30110601
<b>Impact of Strategic Logistics on NM Real Estate Properties &amp; Economic Development</b>				1E	30140791
<b>Improving Customer Care and Retention</b>				3T	30130441
<b>Income Property Analysis (Meyers)</b>			✓	10C	21140551
<b>Increasing Real Estate Values &amp; Economic Growth by Fighting Crime</b>				1E	30090271
<b>Infill 101 - Remodel, Repurpose or Replace: Case Studies on Infill/Redevelopment Projects</b>				5E	30140891
<b>Influence and Leadership</b>				2T	30130371
<b>Innovation Corridor Nob Hill to Old Town</b>				1E	30140831
<b>InstaNet Solutions for Basic Users</b>				4T	21030201
<b>InstaNet Solutions for Basic Users Webinar</b>				4T	21030252
<b>Integrating Solar Electric (PV) Systems in our Buildings and Homes</b>				1E	31090181
<b>Intro to Solar (now a 4 hour core elective as of 3/2018)</b>			✓	4C	21090221



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<u>Introduction to Commercial Real Estate On Line (AVR+CE)</u> <u>AVR+CE Web Link</u>		✓	4C	21140562
<u>Introduction to Commercial Real Estate Sales (Kaplan)</u> <u>Kaplan Web Site</u>		✓	4C	21020232
<u>Introduction to Green Building UPDATED</u>			4E	21090021
<u>Introduction to Green Building for Realtors*</u>			2E	21090012*
<u>Introduction to Real Estate Investments Online (Kaplan)</u> <u>Kaplan Web Site</u>			6E	21020572
<u>Introduction to Real Estate Technology</u>			6E	21030021
<u>Introduction to Residential Property Management</u>			8E	21060101
<u>Introduction to Residential Property Management Webinar*</u>			8E	21060102*
<u>Introduction to the Appraisal Profession</u>			10E	21040021
<u>Investment Property Practice and Management</u>			10E	21020251
<u>IREM ASM-603 - Investment Real Estate Finance and Valuation Part One</u>			10E	21140061
<u>IREM ASM-604 - Investment Real Estate Finance and Valuation Part Two</u>			10E	21140071
<u>IREM ASM-605 - Investment Real Estate Finance and Valuation Part Three</u>			5E	22140081
<u>IREM 101 Managing Single Family Homes and Small Investment Properties, SFH201</u>			6E	21060431
<u>IREM 102 Managing Residential Properties, RES201</u>			10E	21060441
<u>IREM 103 Residential Maintenance Operations, MNT001</u>			4E	21060451
<u>IREM 104 Residential Budgeting and Accounting, FIN001</u>			3E	21060461
<u>IREM 105 Staffing a Residential Management Team, HRS001</u>			3E	21060471
<u>IREM 106 Managing Condominium and Homeowners Associations, CID201</u>			10E	21060481
<u>IREM 107 Fair Housing and Beyond, FHS201</u>		✓	4C	21060491
<u>It's High Tide You Got the Facts about Homeowner's Flood Insurance (McKissock)</u> <u>McKissock Web Link</u>			3E	21010942
<u>Key to a Smooth Closing – Manage It (LeMaster)</u>			2E	21020781
<u>Knowing the Code: Real Estate Ethics*</u>	✓		4ETH	21120042*
<u>Land Grants in Northern New Mexico</u>			1E	30010731
<u>Land Surveys and their Role Insuring Title in New Mexico UPDATED</u>			2E	21020721
<u>Land Use Law: Current Issues in Subdivision, Annexation and Zoning</u>			6E	30010911
<u>Land Use Law: Current Issues in Zoning and Subdivision</u>			6E	30010721
<u>Landlord/Tenant Rights, Obligations and Remedies UPDATED</u>			5E	21060121
<u>Law of the Rio Grande 2015</u>			10E	30010951
<u>Lead Generation (also Mining for Gold I)</u>			2T	21130491
<u>Lead Paint Disclosure: It's the Law</u>			3E	21070031
<u>Lead Paint Inspections</u>			3E	21070111
<u>Lead Paint Renovation, Repair and Painting Certification</u>			3E	21070121

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Leading a Winning Property Management Team (HRS 402)			10T	30060281
Leasing Strategies for Difficult Spaces (ICSC 2017 Conference)			1E	30141131
<u>Leasing and Managing Residential Real Estate UPDATED</u>			8E	21060111
<u>Legal Descriptions and Survey Maps</u>		✓	4C	21020271
Legal Descriptions, Title Insurance and Surveys in RE Transactions			6E	30010781
Legal Issues on Commercial Leases, LOIs and TIs		✓	4C	30141051
Legal Responsibilities and Risk Management			7E	30060221
Listing Explosion			2T	30130551
<u>Loan Types and Instruments of Finance Online UPDATED*</u>			3E	21050052*
Manufactured Home Title Processing UPDATED			3E	21020281
Marketing (NARPM)			6E	30060271
Marketing and Leasing Strategies for Office Buildings			10E	30141111
Marketplace Dynamics in Commercial Real Estate			2E	20141021
Master Certified Negotiation Expert (NCNE) Advanced Concepts (Hayman)			10T	30130781
Mastering Email Negotiations in Real Estate			6T	21130571
<u>Mechanics Liens: Law &amp; Strategy UPDATED</u>		✓	4C	21010241
<u>Medicinal Marijuana: Risk Management for RE Professionals UPDATED</u>			2E	21080151
Methods of Residential Finance online <u>CE Alternatives</u>			8E	21050072
<u>Millennials are Changing Real Estate: Are You Ready? (McKissock)?</u> <u>McKissock Web Link</u>			4T	21030342
Mining for Gold I (Also: Lead Generation)			2T	21130491
<u>Modern Urbanism*</u>			4E	22090011
<u>Mold a Growing Concern UPDATED</u>			4E	21070051
<u>Mortgages, Loans, and Laws - How They Help Your Client Online UPDATED (McKissock)</u> <u>McKissock Web Link</u>			3E	21050422
NAIOP National Commercial Real Estate Conference: Trends			4E	30141101
NAIOP's NEW Real Estate Development Playbook			5E	30141011
NAIOP/ SIOR Prepared Communities Win Conference			1E	30141211
NAR - Expanding Housing Opportunities			4E	21010691
NAR - SRES			10E	20130291
<u>NAR Code of Ethics and Enforcement UPDATED</u>	✓		4ETH	21120051
<u>NAR Code of Ethics and Enforcement UPDATED Webinar*</u>	✓		4ETH	21120052*
NAR e-buyer*			6T	21030092*
NAR E-Pro Internet Professional (CE Shop)			10T	22030082

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<a href="#">The CE Shop Webpage</a>				
<a href="#">NAR E-Pro LIVE (Devitre)</a>			7T	22030091
<a href="#">NAR Grievance Committee Training UPDATED</a>	✓		4ETH	22120141
<a href="#">NAR Professional Standards Committee Training UPDATED</a>	✓		4ETH	22120161
<a href="#">NAR Professional Standards Review Director Training UPDATED</a>	✓		2ETH	22120151
<a href="#">NAR ABR Core Designation Course</a>			10E	22020601
<a href="#">NAR At Home with Diversity UPDATED</a>			6E	21130011
<a href="#">NAR: Green Designation Course</a>			10E	21090031
<a href="#">NAR: Green Designation Course Online (CE Shop)</a>			10E	21090032
<a href="#">The CE Shop Webpage</a>				
<a href="#">NAR: Green Designation Residential Elective Course</a>			8E	22090041
<a href="#">NAR: Innovative Marketing Techniques for Buyers Rep.</a>			6T	21130241
<a href="#">NAR: SRS (Seller Representative Specialist)</a>			10T	21130661
<a href="#">NAR: Transnational Referral Certification</a>			3T	21130251
<a href="#">NARPM 101 Marketing</a>			6T	21060191
<a href="#">NARPM 102 Tenancy</a>			6E	21060201
<a href="#">NARPM 103 Managing Single-Family Homes and Small Investment Properties</a>			8E	21060211
<a href="#">NARPM 104 Developing Rewarding Owner Relationships</a>			6E	21060221
<a href="#">NARPM 105 Essentials of Risk Management</a>			6E	21060231
<a href="#">NARPM 106 Personnel Procedures Essentials – Hiring Your First Assistant</a>			6T	21060241
<a href="#">NARPM 107 Introduction to Maintenance: Covering the Basics of Standards, Codes &amp; Safety</a>			6E	21060251
<a href="#">NARPM 108 In-House Maintenance: How to Run a Successful and Profitable Maintenance Operation Alongside Your Property Management Company</a>			6T	21060261
<a href="#">NARPM 109 Maintenance: Basics and Beyond</a>			6E	21060271
<a href="#">NARPM 110 Office Operations – Policy &amp; Procedures</a>			6E	21060281
<a href="#">NARPM 111 Risk Management Essentials</a>			6E	21060291
<a href="#">NARPM 112 Risk Management Advanced</a>			6E	21060301
<a href="#">NARPM 113 Essentials of Personnel Planning and Practices</a>			6E	21060311
<a href="#">NARPM 117 Ethics</a>	✓		3ETH	21060181
<a href="#">NARPM 118 Lead Based Paint Law</a>			2E	21060331
<a href="#">NARPM 119 Fair Housing</a>		✓	3C	21060341
<a href="#">NARPM 120 Finance and Property Management</a>			3E	21060351
<a href="#">NARPM 121 HR Start to Finish</a>			3E	21060361
<a href="#">NARPM 122 Cashflow</a>			6E	21060371
<a href="#">NARPM - Risk Management for Property Managers</a>			10E	20060091

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<b>NARPM - Ethics</b>	✓		3ETH	21060181
<b>NARPM - Marketing Your Management Business</b>			6T	21060191
<u>Navigating the Fork in the Road I - NAR Training for Grievance Committees (GAAR)</u>	✓		4ETH	21120251
<u>Navigating the Fork in the Road II - NAR Training for Professional Standards Committees (GAAR)</u>	✓		4ETH	21120261
<u>Navigating the Fork in the Road III – NAR Training for Professional Standards Reviews</u>	✓		2ETH	21120271
<b>Navigating the TILA/RESPA Integrated Disclosure</b>			3E	21050491
<b>Negotiating Contracts on Tribal Lands (NBI)</b>			6E	30010981
<b>Negotiating &amp; Completing an Exchange</b>			8E	21020301
<b>Negotiation Skills</b>			3T	30130421
<b>Negotiations: The Games People Play</b>			6T	30130361
<u>Net Outs UPDATED</u>			6E	21020311
<b>New &amp; Noteworthy 2009-2010</b>			3E	21010521
<b>New &amp; Noteworthy 2012-2013</b>			3E	21010661
<u>New Broker Business Practices (Required for new licensees within 1 year of initial licensure)</u>			10E	21020641
<u>New FHA Handbook for Real Estate - McKissock</u>			4E	21050502
<u>New Loan Estimates and Closing Costs UPDATED</u>			2E	21050471
<u>New Member Orientation Code of Ethics UPDATED</u>	✓		4ETH	21120061
<u>New Mexico Americans with Disabilities Act (ADA) - McKissock</u>			3E	21010882
<b>New Mexico Community Property Interests</b>			1E	21010911
<b>New Mexico Economic Momentum: Incentives &amp; Challenges</b>			1E	30090231
<u>New Mexico Ethics in Real Estate Online (McKissock)</u> <u>McKissock Web Link</u>	✓		4ETH	21120272
<b>New Mexico Onsite Liquid Waste Regulations</b>			8E	22080101
<b>New Mexico Water Law Conference</b>			10E	30010491
<u>New Mexico's Property Tax System - An Overview UPDATED</u>		✓	4C	21020641
<b>New Seller Financing Rules and RANM Form 2405</b>			2E	21020581
<b>Ninja Installation</b>			10T	30130541
<b>Ninja Installation</b>			10T	21130631
<b>Ninja Selling</b>			6T	30130501
<b>Ninth Annual Apartment Market Outlook</b>			1E	30140921
2017 NMREC Core Course A (offered in 2016 and 2017 into 2018)		Core A	4NMC	21011001
2018 NMREC Core Course B (offered in 2017 and 2018)		Core B	4NMC	21011001
2019 NMREC Core Course C (to be offered in 2019)		Core C	4NMC	21011001
<u>NMREC Mandatory Course (Availability Sunset: 12/31/2016)</u>			8E	21010401

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NMREC Survey*			1E	30010902*
No Down Low Down (Fidelity)			2E	30050531
Nuts and Bolts of Commercial Real Estate (online) McKissock <a href="#">McKissock Web Link</a>			2E	20141082
Nuts and Bolts of Economic Development			5E	30090211
Office and Industrial Market Overview			1E	21140131
Oil and Gas . . . The Economic Impact on New Mexico and Real Estate			1E	30110541
Opportunities and Advantages of Home Warranty Disclosure			1E	21020611
<u>Options, Lease Options and Lease Purchases UPDATED</u>		✓	4C	22020651
Paragon Software Proficiencies Class			6T	30030281
Patterns of Success			1T	30130591
Pests that Affect Real Estate Transfer, and Leased and Managed Properties		✓	4C	21070181
Policies and Procedures for Today's Qualifying Broker			6E	22020701
<u>Policies and Procedures for Today's Qualifying Broker w online Webinar*</u>			6E	22020702*
Post-Recession Strategies for Construction			1E	30140851
<u>Power of Prospecting</u>			2T	21130461
<u>Power of Prospecting Webinar*</u>			2T	21130462*
Power to Be Disciplined			1T	30130431
<u>Practical Applications of Real Estate Contracts UPDATED</u>			4E	21020321
<u>Pre-Closing Process and Checklist of Issues UPDATED</u>			2E	21020331
<u>Presentations that Win/ Negotiations</u>			3T	30130741
<u>Preventing Identity Theft Online (Empire)</u> <a href="#">Empire Learning NM Web Link</a>			3T	21030332
<u>Pricing Property to Sell (online)</u> <a href="#">CE Alternatives</a>			8E	21040032
<u>Principals and Techniques of Sales and Negotiation*</u>			3T	21130681
<u>Principles of Construction Lending (online) *</u>			8E	21050102*
<u>Procuring Cause: The Basics and Beyond UPDATED (ethics)</u>	✓		4ETH	21010261
<u>Professional and Ethical Practices in Real Estate UPDATED</u>	✓		8ETH	21120071
Professional Standards Basic Training	✓		8ETH	21120081
<u>Professionalism in Real Estate UPDATED</u>	✓		4ETH	21120091
<u>Property Disclosures: RE Professionals Guide to Reducing Risk UPDATED</u>			6E	21070131
Property Evaluation and Due Diligence			7E	30060201
Property Management		✓	10C	21060011
Property Management Fundamentals On-Line (Empire) <a href="#">Empire Learning NM Web Link</a>		✓	8C	21060012
Property Management - Vendor Contractor Agreements			1E	30060152

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<u>Property Management and Managing Risk (Kaplan On-Line)</u> <u>Kaplan Web Site</u>		✓	4C	21060032
<u>Property Management Essentials - Residential UPDATED</u>		✓	4C	21060021
<u>Property Management Rules Changes</u>			2E	21060141
<u>Property Management Trust Accounts</u>		✓	4C	21060041
<u>Property Performance Management</u>			7E	30060211
<u>Property Red Flags</u>		✓	4C	21020671
<u>Property Red Flags A Users Guide to Real Estate Licenses online (Kaplan)</u> <u>Kaplan Web Site</u>		✓	4C	21020342
<u>Public/Private Partnerships: Best Practices and Opportunities</u>			1E	30140911
<u>Qualifying Broker Refresher Course</u>			0	21010271
<u>Radon in Real Estate</u>			4E	31070141
<u>RANM 2013 Fall Legal Update</u>			2E	30010811
<u>RANM 2014 Fall Legal Update</u>			1E	30010881
<u>RANM 2014 Winter Legal Update</u>			2E	30010861
<u>RANM 2015 Fall Legal Update</u>			2E	30010961
<u>RANM 2015 Winter Legal Update</u>			2E	30010931
<u>RANM Fall 2012 Legal Update</u>			1E	30010701
<u>RANM Winter 2012 Legal Update</u>			1E	30010671
<u>RANM Winter 2013 Legal Update</u>			2E	30010771
<u>RANM Fall 2016 Legal Update (RANM)</u>			2E	30010991
<u>RANM Winter 2016 Legal Update (RANM)</u>			2E	30011001
<u>RANM Fall 2017 Legal Update</u>			2E	30011021
<u>RANM Winter 2017 Legal Update (RANM)</u>			2E	30011031
<u>RANM Forms Update (Cederberg)</u>		✓	4C	20120221
<u>RANM's Many Miscellaneous Forms</u>			4E	21020351
<u>RANM's Recent Forms Changes UPDATED</u>			2E	21020731
<u>RENE - Real Estate Negotiation Expert (LCAR)</u>			10 T	21130691
<u>Real Estate and Taxes What Every Licensee Should Know</u> <u>Kaplan Web Site</u>			6E	21100042*
<u>Real Estate Appraisal</u>			10E	21040041
<u>Real Estate Contract Terminations UPDATED</u>			2E	21050261
<u>Real Estate Contracts (Installment Contract)</u>			8E	21050111
<u>Real Estate Contract Amendments and Reinstatements UPDATED</u>			2E	21050291
<u>Real Estate Contracts/Seller Financing "The Basics" UPDATED</u>			4E	21050121
<u>Real Estate Construction/ Business/ Candidate Forum (NAIOP)</u>			1E	30090251

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<u>Real Estate Decision Making with HP10B Financial Calculator UPDATED</u>			4E	21030031
<u>Real Estate Economic Outlook 2015</u>			1E	30110351
<u>Real Estate Economic Outlook 2016</u>			1E	30110381
<u>Real Estate Finance</u>			10E	21050131
<u>Real Estate Finance Today online (Kaplan)</u> <a href="#">Kaplan Web Site</a>		✓	4C	21050142
<u>Real Estate Guide for Septic Fraud Protection</u>			2E	21080121
<u>Real Estate Investment (online) (Empire)</u> <a href="#">Empire Learning</a> <a href="#">NM Web Link</a>			3E	21110402
<u>Real Estate Investment UPDATED</u>			8E	21020361
<u>Real Estate Investors and Your Business (online) (CE Shop)</u> <a href="#">The CE Shop Webpage</a>			4E	21020612
<u>Real Estate Law (prelicensing) (Prelicensure requirement)</u>			10E	11010281
<u>Real Estate Law (prelicensing) (online) (Prelicensure requirement)*</u>			10E	11010282*
<u>Real Estate Math (online)</u> <a href="#">CE Alternatives</a>			4E	21020372
<u>Real Estate Negotiation</u>			3T	30130751
<u>Real Estate Nuts and Bolts of Economic Development</u>			5E	30090211
<u>Real Estate Principles and Practice</u>			10E	11020381
<u>Real Estate Principles and Practice online*</u>			10E	11020382*
<u>Real Estate Safe Practices: Work Safely and Protect Your Clients</u>			3T	30110591
<u>Real Estate Safety: Protect Yourself and Your Clients</u> <a href="#">McKissock Web Link</a>			3T	21020102
<u>Real Estate Safety Matters: Safe Business = Smart Business</u>			3E	30120271
<u>Real Estate Tax Planning Considerations</u>			2E	30100192
<u>Real Estate Taxes: What Every Agent Should Know</u>			6E	21100061
<u>Real Estate Technology on the Go UPDATED</u>			4T	21030151
<u>Real Estate Trust Accounts on line (AVR+CE, Inc.)</u> <a href="#">AVR+CE Web Link</a>		✓	2C	21140572
<u>Real Estate, Consumer and Digital Trends in Real Estate</u>			3T	30030331
<u>Real Estate: The IRA Alternative UPDATED</u>			4E	22100071
<u>Real Estate: Green 101 UPDATED</u>			4E	21090071
<u>Realities and Misconceptions of Listing Syndication</u>			1T	30130621
<u>Realtor Code of Ethics</u>	✓		3ETH	21120241
<u>Realtor.com &amp; The Hottest New Technologies that <i>Could</i> Impact the Real Estate Industry</u>			2T	30030321
<u>REALTORS Benefiting New Mexico Consumers</u>			2T	21110291
<u>REALTOR's Code of Ethics Training Online (CE Shop)</u> <a href="#">The CE Shop Webpage</a>	✓		2ETH	20120212
<u>REALTORS Land Institute National Land Conference 2015</u>			10E	30020601
<u>Recapturing Grey Fields</u>			1E	30141171
<u>Reducing Radon Risk in Real Estate UPDATED</u>			4E	21070081

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<u>Reducing Violations: A Case Study UPDATED</u>		✓	4C	21010291
Regional Planning Directors . . . What's the Landscape for Development?			1E	30140731
Reinvention: Property Redevelopment and Repositioning (ICSM 2017 Conference)			1E	30141141
Report on Two Economic Development Summits - What's the Plan?			1E	30140711
Residential On-Site Wastewater Treatment		✓	4C	21080061
Resort and Second Home Property Specialist			10T	21130081
Retail Real Estate Finance for Non-Financial Professionals (ICSM 2017 Conference)			1E	30141151
Retail Triple Net Lease (NNN) Real Estate: Step by Step (ICSM 2017 Conference)			1E	30141161
<u>Rice Insurance and the Non-Paranoid Broker UPDATED</u>			4E	21010501
Risk Management (online) (Kaplan) <a href="#">Kaplan Web Site</a>		✓	4C	21020432
Risk Reduction for 2012			3E	31020621
<u>Risk Reduction Issues UPDATED</u>			6E	21020441
RLI - Agricultural Land Brokerage and Marketing			10E	21020611
RLI - Land Development			10E	21090111
RLI - Land Investment Analysis			10E	22020621
RLI - Site Selection			10E	21090101
RLI - Tax Deferred 1031 Exchanges			10E	21100151
RLI - Transitional Land			10E	21040081
Rules & Regulations of the Real Estate Commission		✓	4C	21010301
Rules & Regulations of the Real Estate Commission (online)*		✓	4C	21010572
<u>Rural Housing Service Loan Program UPDATED (The Lowdown on No Down)</u>			4E	21050151
SBA 504 Loan Program (Chavez)			1E	21050501
Second Homes: Purchasing and Financing Basics			4E	21050161
Secrets to Open House Success			3T	21130641
<u>Section 184 Indian Loan Guarantee Program UPDATED</u>			2E	22050171
Seller Financing of Real Estate Transactions			4E	21050181
<u>Septic Systems and Property Transfers UPDATED</u>		✓	4C	22080161
<u>Septics and Wells 101 UPDATED</u>			2E	21080141
Serving Your Client - Today			4E	21110051
Seventh Annual Apartment Market Forum			2E	30140691
<u>Short Sales: The Short Story UPDATED</u>			4E	21050191
Show me the Savings: Energy Efficient Construction			3E	21090231
Silver Bullet Solutions			7T	30130531
SIOR - Advanced Topics in Office Brokerage			10E	22110081



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SIOR - 2016 Fall Conference			5E	30140991
SIOR – 2016 Spring Conference			4E	30141061
SIOR - 2017 Spring Conference			3E	30141121
SIOR - 2017 Fall Conference			3E	30141201
Site to Do Business			6E	30141081
Smart Growth in the 21 <sup>st</sup> Century (GAAR)			4E	30090221
Social Media for Sales Success			8T	21030291
Social Networking and Email Marketing: A Path to More Referrals			2T	21030261
Solar PV Value*			2E	21030321
Standard Methods of Measurement and Calculating Rentable Area (2010)			4E	30140861
State of the Residential Market			1T	21020631
State of the Retail Market			1E	21020451
State, Regional and Economic Forecast			1E	30110261
<u>Steps to a Smooth Closing</u>			3E	21020461
Stop Selling! Start Solving! "Helping Consumers Make Good Decisions"			3T	30130601
<u>Successful Business Planning</u>			3T	21110201
<u>Successful Business Planning Webinar*</u>			3T	21110202*
Successful Buyer Rep. in New Mexico Home Sales			6E	21020471
<u>Surveys from A to Z UPDATED</u>		✓	4C	21020751
Systems for Success – Building a Business Development Machine			3T	30110631
<u>T for Trouble - Keep Out UPDATED</u>			4E	21020481
Taming Technology, Using Technology and Social Media to Make Money In Your Business			5T	30030161
Tax Advantages of Home Ownership online (8 hour) <u>CE Alternatives</u>			8E	21100092
Tax Advantages of Home Ownership *			4E	21100102*
<u>Tax Benefits of Residential Rental Property On Line (Empire)</u> <u>Empire Learning NM Web Link</u>			3E	21060202
<u>Tax Factors Affecting Home Ownership UPDATED</u>			4E	21100121
Tax Free Exchanges (online) <u>CE Alternatives</u>		✓	4C	21100112
Tax Updates and Incentives Brunch and Learn			2E	30100191
Tax Reform for Independent Real Estate Brokers			1E	30100201
Technology, Social Media and Smart Safety (GAAR)			3T	30030351
The 80% Lunch			1E	30140751
The Appraisal Process for Agents & Brokers*		✓	4C	21040062*
The Closing Disclosure Statement (The New HUD)			2E	30050501

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<u>The Code Meets the Rules UPDATED</u>		✓		2ETH	20120201
The Google Universe - The Cloud Computing Solution				3T	30030191
<u>The New RESPA UPDATED</u>				4E	21010411
The Power of Non-Selling				3T	30130571
The Real Estate Development Process				8E	30140811
The Realtor's Essential Technology Toolbox				3T	30030371
The Truth about Mold (online) (Kaplan) <a href="#">Kaplan Web Site</a>				4E	21070092
The Why, the How and the What: Delivering Excellent Customer Service				1T	30130611
<u>TILA/RESPA Integrated Disclosure Rule (Online) McKissock</u> <a href="#">McKissock Web Link</a>				3E	20141092
<u>Time Killers, Deal Killers and Other Mines in the Field UPDATED</u>				3E	21020501
<u>Title Concepts for the Real Estate Professional UPDATED</u>				2E	21020511
Title Examination from Examination to Commitment				5E	30020661
Title Insurance				4E	21020531
Title Insurance Law in New Mexico				2E	21020541
Title Law From A to Z				10E	30020761
Title Law from Start to Finish (2016)				6E	30010711
Title Law from Start to Finish (2017)				6E	30011041
<u>Titles and Closings UPDATED</u>			✓	4C	21020521
Today's Buyers and Sellers: What They Need to Know				3E	30020741
Top 8 Title Defects - Cured (2016) (NBI)				6E	30020751
Top 9 Title Defects - Cured				6E	31020631
Tourism Matters to Everyone - Real Estate Brokers Too!				1T	30130411
<u>Transaction Brokerage UPDATED</u>				4E	21010321
Transferring Title to Real Property				2E	21010331
<u>Trust Accounts UPDATED</u>				4E	21010341
Turning New and Existing Homes into Smart Homes (RANM)				2E	30030341
Twenty Most Cost Effective Home Improvements (Kaplan)				4E	21020771
ULI New Mexico - The TAO of QUIRKY: Unleashing the Economic Power of Uniqueness				1E	30110561
ULI New Mexico Annual Trends 2014 Conference				1E	30110371
ULI New Mexico Annual Trends 2015 Conference				1E	30140951
ULI New Mexico Building Healthy Places				1E	30140841
ULI NM - 2030 Districts with Ed Mazria				1E	30140941
<u>Uncle Sam Has Homes for Sale - Online UPDATED</u> (CE Shop) <a href="#">The CE Shop Webpage</a>				4E	21050412

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Understanding 1031 Tax Deferred Exchanges online (Kaplan) <a href="#">Kaplan Web Site</a>			✓	6C	22100142
Understanding 1031 Tax Deferred Exchanges			✓	6C	21100161
<u>Understanding &amp; Using Lease with Option to Purchase UPDATED</u>				4E	21020601
<u>Understanding and Using RANM Forms UPDATED</u>				8E	21020551
Understanding Electronic Transactions and E-Signatures				3E	22020561
Understanding Electronic Transactions and E-Signatures Webinar*				3T	22020562*
<u>Understanding Foreclosure in New Mexico UPDATED</u>				8E	21050201
Understanding Investments				8E	30050371
<u>Understanding Mediation: A Win-Win Strategy UPDATED</u>				4E	21010351
Understanding Mortgage Interest Rates				4E	21050341
<u>Understanding the Code of Ethics Online (Empire)</u> <a href="#">Empire Learning NM Web Link</a>		✓		4ETH	21120282
<u>Understanding the New Mexico Property Tax System UPDATED</u>				8E	21020571
Understanding Residential Real Estate Investment				8E	21050421
Understanding the Commercial Lease Agreement				6E	30140561
<u>Understanding the Loan Process UPDATED</u>				4E	21050221
Understanding the Mortgage Foreclosure Consultant Fraud Prevention Act				1E	21050461
<u>Understanding Title Commitments and Policies UPDATED</u>				2E	22020581
<u>Understanding Wood Destroying Pests*</u>			✓	4C	21070151
<u>Understanding Your Overall Credit Score*</u>				1E	21050411
Uniform Appraisal Dataset and the Realtor				1E	30040091
Uniform Owner-Resident Relation Act			✓	6C	21010361
Update - Regulatory Changes in Title Insurance				2E	21010371
Update and Liability Reduction Topics				3E	30010791
<u>Using a Reverse Mortgage for a Home Purchase UPDATED</u>				3E	21050451
Using the 10BII to Help Consumers Save Money				2E	21030171
VA-Closing the Deal				2E	30050511
<u>Water Rights UPDATED</u>			✓	4C	21020701
Water Rights in the State of New Mexico				1E	31020651
Water Rights in New Mexico (NBI)				6E	31020661
<u>Wells and Septics - a Broker's Guide to Regulation UPDATED</u>			✓	4C	21080071
<u>What Real Estate Professionals Need to Know about FHA Online UPDATED*</u>			✓	4C	21050372
What's on the HUD-1 Settlement and Why?				2E	21050281
When You Come to the Fork in the Road, Take It! Ethics for RE Professionals (GAAR)		✓		4ETH	30120251

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<u>When You Come to the Fork in the Road, Take It! Ethics for RE Professionals (Harris)</u>	✓		4ETH	21120281
<u>Why Title Insurance UPDATED</u>			4E	21010381
<u>Wildfire Risk in Real Estate On-Line (AVR+CE)</u> <u>AVR+CE Web Link</u>			3E	21080172
<u>Wildfire Risk in Real Estate (Kaplan)</u>			3E	21080171
<u>Wills and Trusts, Probate and Estates</u>			2E	21010871
<u>Win Win Negotiations</u>			8E	30130691
<u>Winning with Sellers</u>			8T	30130651
<u>Working with First Time Home Buyers and MFA Programs UPDATED</u>			4E	21050241
<u>Working with Today's Hyper Connected Consumer</u>			3T	30130791
<u>Wrap-Around Real Estate Contracts UPDATED</u>			3E	22050231
<u>Yes Your Honor I Did Disclose UPDATED</u>			4E	21070101