

**Sec. 20-319-3. Course content**

(a) The contents of continuing education programs shall consist of current real estate licensing laws and practices that are broad-based and essential to the role of a real estate general practitioner as he or she acts in the best interests of the consumer. These contents shall directly relate to real estate principles and practices such as described in the Connecticut Real Estate Licensing Laws and Regulations and any overview text on real estate principles and practices or to new developments in the field for which licensees have a demonstrated need.

(b) Real estate brokers and salespersons shall take courses consisting of at least twelve (12) classroom hours in each two (2) year continuing education period.

The following course shall be mandated unless otherwise directed by the real estate commission:

One course consisting of at least three (3) classroom hours in current real estate and fair housing legislation, licensing laws and regulations.

(c) The commission shall not approve offerings in mechanical office and business skills such as typing, speed-reading, memory development, personal motivation, salesmanship, sales psychology, nor sales promotions or other meetings held in conjunction with the general business of a salesperson's broker. Generally acceptable courses may include, but shall not be limited to:

- (1) Fair Housing Laws;
- (2) Ethics;
- (3) Finance;
- (4) Appraisal;
- (5) Management;
- (6) Planning and Zoning;
- (7) Securities and Syndications;
- (8) Investment Analysis;
- (9) Common Interest Ownership;
- (10) Interstate Land Sales;
- (11) Taxes and Liens;
- (12) Title Closing;
- (13) Real Estate Documents; and
- (14) Real Estate Math.

(d) Courses completed prior to certification by the Connecticut Real Estate Commission may not qualify for continuing education Hours.

(e) Continuing education hours shall not be approved more than once for completing the same course within each two (2) year continuing education period.

(Effective May 18, 1994; Amended April 1, 1997; Amended June 5, 2002)