

4. Practical aspects of mortgage financing
5. Real Property management

(c) Marketing real estate (a total of 15 hours which shall include a substantial amount of time on each of the following 7 topics)

1. Real estate office procedures
2. Listing procedures
3. Advertising property for sale
4. Service and responsibility to clients
5. Providing property information and disclosure
6. Applied aspects of listing contract
7. Applied aspects of offer to purchase

(4) Subject to the approval of the board, sub. (3) (b) and (c) may be satisfied if:

(a) Within the 12-month period prior to filing an application for an original real estate broker's license, the applicant held a valid real estate license in another state; and

(b) The applicant submits evidence of attendance at educational programs offered in another state which are substantially in compliance with the requirements of sub. (3) (b) or (c).

History: Cr. Register, October, 1979, No. 286, eff. 11-1-79; cr. (4), Register, April, 1981, No. 304, eff. 5-1-81.

REB 16.03 Educational requirements of applicant for an original or renewal real estate salesperson's license. (1) There are no educational requirements to write the salesperson's examination.

(2) Within the 24-month period commencing with the last day of December following the granting of applicant's original real estate salesperson's license, each licensed real estate salesperson shall submit to the board evidence of attendance at 30 hours of educational programs set forth in s. REB 16.02 (3) (b) and (c) and approved by the board in accordance with this chapter.

(a) The board may give credit toward the completion of this requirement for an approved educational program attended by the licensee up to 3 years before the commencement of the 24-month period.

(b) This requirement may be satisfied as provided in s. REB 16.02 (4).

(c) None of the 30 hours taken to satisfy the requirements of this subsection shall satisfy the continuing educational requirement in REB 16.05.

History: Cr. Register, October, 1979, No. 286, eff. 11-1-79; am. (2) (intro.) and r. and recr. (2) (b), Register, April, 1981, No. 304, eff. 5-1-81.

REB 16.04 Educational requirements of broker applicant who is a licensed real estate salesperson and who has completed the 30-hour requirement in REB 16.03. (1) An applicant for a broker's license who has been a licensed real estate salesperson and who has com-

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pleted the 30-hour educational requirement for renewal of the salesperson's license shall be permitted to apply those 30 hours toward the 60-hour requirement.

(2) The applicant shall submit to the board evidence of attendance at the additional 30 hours needed to meet the 60-hour requirement. These 30 hours shall consist of the educational programs as set forth in REB 16.02 (3) (a).

History: Cr. Register, October, 1979, No. 286, eff. 11-1-79.

REB 16.05 Continuing education requirements for brokers and salespersons. (1) To establish an applicant's satisfactory completion of the continuing education requirement, every licensee shall submit to the board a record or evidence of attendance at a minimum of 10 hours of approved educational programs or training sessions every 2 years. The 2-year period shall coincide with the 2-year licensure period.

(2) A licensee who is also licensed to practice law in the state of Wisconsin shall be granted credit for attendance at continuing legal education programs which the board determines to be related to real estate matters.

(3) A licensee shall submit evidence of completion of this continuing education requirement when applying for renewal of license, or the board shall withhold issuance of the renewal license until such evidence is submitted.

(4) The 10 hours of continuing education to qualify a broker or salesperson for license renewal shall be educational programs and training sessions approved by the board in accordance with ss. REB 16.055 and 16.06, except for the following:

(a) The board shall grant credit to a non-resident licensee for attendance at non-credit educational programs approved by the licensing agency in the licensee's state of residence to satisfy that state's mandatory real estate continuing education requirements.

(b) The board may, after reviewing supporting documents submitted by the licensee, grant credit to a non-resident licensee for attendance at non-credit educational programs offered outside the state of Wisconsin which comply with the requirements in s. REB 16.06 (2), but have not been approved in accordance with s. REB 16.06 (1).

(5) The 10 hours of continuing education shall be selected from:

(a) Real property law.

(b) Real estate appraising

(c) Real estate financing

(d) Real property management

(e) Real estate counseling

(f) Real estate marketing

(g) The laws against discrimination in housing

(h) Other real estate-related subjects which are consistent with sub. (6).

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(6) The contents of continuing education programs shall consist of the real estate knowledges 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 Wisconsin Real Estate Law Manual and any overview text on real estate principles and practices, or to new developments in the field for which licensees have a demonstrated need. The board 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.

History: Cr. Register, October, 1979, No. 286, eff. 11-1-79; am. (1) and (4), Register, April, 1981, No. 304, eff. 5-1-81.

REB 16.055 Requirements for approval of and certification of attendance at credit courses. (1) APPROVAL. (a) *60-hour and 30-hour requirement.* 1. A school seeking initial approval of credit courses in real estate shall submit its application on the form provided by the board. The board may require the following information and materials: