

How to Receive Continuing Education (CE) Credits for Attending the Certified Real Estate Advisor Live Webinars

Course Syllabus and State-by-State Instructions

Overview:

This course is approved for either 3 hours or 6 hours of continuing education credit in select states in partnership with CMPS Institute, a licensed real estate school. To get the CE credit, you must attend both webinar days and follow the instructions for your state as outlined below. The CE-approved states are CO, FL, GA, IL, MI, MN, NJ, NY, NV, OH, OR, TX, UT, VA, and WA.

If your state isn't listed in this document, no continuing education credit is available in your state, although you can still benefit from the course and all the bonus materials including the certification, the personally branded marketing content, and the calculators.

Learning Objectives

This 6-hour live webinar course will help you better understand:

1. Housing supply in the current market, and how this impacts house prices.
2. Housing demand in the current market, and how this impacts house prices.
3. How to tell if it's a buyer's market or seller's market, and why it matters.
4. A comparison of today's market with the conditions that existed in 2007-2009, and why it matters to clients who have concerns about buying or selling under current market conditions.
5. Housing affordability in the current market, and why mortgage rates fluctuate.
6. How the Federal Reserve impacts mortgage rates, and why it matters.
7. How inflation impacts mortgage rates and house prices.
8. How to conduct a buy vs. rent analysis for a potential home buyer.
9. How the mortgage deduction, standard deduction, and SALT caps impact home buyers.
10. How tax basis works, and how to calculate capital gain when selling a real estate property.
11. How home sellers are impacted by the capital gains tax on primary residences and vacation homes, including a better understanding of the primary residence exclusion.
12. What happens from a capital gains tax perspective when you convert a primary home into a rental home (or vice versa).
13. How investment properties are taxed, including a better understanding of the passive income and loss rules, Depreciation, and 1031 Exchanges.
14. How to calculate Cap Rate and NOI, and why it matters when working with real estate investors.
15. How to calculate cash-on-cash rate of return, and when to use that metric with real estate investors.

16. How to calculate internal rate of return, and when to use that metric with real estate investors (including how to use the IRR calculator that's included with the course).
17. The seven steps to profitable real estate investment, and how to help clients make more informed real estate investment decisions.
18. How to have more impactful client consultations and make suitable real estate recommendations for clients taking into account everything you learned in this course.

.....

State-by-State Instructions and Information

State of Colorado (CO)	
Video Camera:	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Poll Questions:	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	Before the webinar begins, a form will appear on the screen for you to fill out your CO real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form. Additionally, you must complete and sign the CO attestation form to verify your identity and that you were physically present during the entire webinar. We will send you the attestation form to sign at the end of each webinar.
Course Survey:	You must fill out the course survey to receive CE credit. A link to the survey will be provided to you after the webinar.
Number of CE Credits:	6 credit hours.
Additional Info and Instructions:	This course is registered as Certified StorySeller CSS 1-3, Introduction to StorySelling, The Market's Story, and Cash Flow Planning for Real Estate Investors. For support, email: julianna@cmpsiinstitute.org .

State of Florida (FL)	
Video Camera:	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Poll Questions:	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	Before the webinar begins, a form will appear on the screen for you to fill out your FL real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Course Survey:	You must fill out the course survey to receive CE credit. A link to the survey will be provided to you after the webinar.
Number of CE Credits:	3 credit hours.
Additional Info and Instructions:	This course is registered as Certified StorySeller CSS 1-3, Introduction to StorySelling, and The Market's Story. For support, email: julianna@cmepsinstitute.org .

State of Georgia (GA)	
Video Camera:	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Poll Questions:	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	Before the webinar begins, a form will appear on the screen for you to fill out your GA real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Course Survey:	You must fill out the course survey to receive CE credit. A link to the survey will be provided to you after the webinar.
Number of CE Credits:	6 credit hours.
Additional Info and Instructions:	This course is registered as Certified StorySeller CSS 1-3, Introduction to StorySelling, The Market's Story, and Cash Flow Planning for Real Estate Investors. For support, email: julianna@cmepsinstitute.org .

State of Illinois (IL)	
Video Camera:	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Poll Questions:	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	Before the webinar begins, a form will appear on the screen for you to fill out your IL real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Course Survey:	You must fill out the course survey to receive CE credit. A link to the survey will be provided to you after the webinar.
Number of CE Credits:	3 credit hours.
Additional Info and Instructions:	This course is registered as Certified StorySeller CSS 1-3, Introduction to StorySelling, and The Market's Story. For support, email: julianna@cmepsinstitute.org .

State of Michigan (MI)	
Video Camera:	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Poll Questions:	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	Before the webinar begins, a form will appear on the screen for you to fill out your MI real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Course Survey:	You must fill out the course survey to receive CE credit. A link to the survey will be provided to you after the webinar.
Number of CE Credits:	6 credit hours.
Additional Info and Instructions:	This course is registered as Certified StorySeller CSS 1-3, Introduction to StorySelling, The Market's Story, and Cash Flow Planning for Real Estate Investors. For support, email: julianna@cmepsinstitute.org .

State of Minnesota (MN)	
Video Camera:	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Poll Questions:	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	Before the webinar begins, a form will appear on the screen for you to fill out your MN real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Course Survey:	You must fill out the course survey to receive CE credit. A link to the survey will be provided to you after the webinar.
Number of CE Credits:	3 credit hours.
Additional Info and Instructions:	This course is registered as Certified StorySeller CSS 1-3, Introduction to StorySelling, and The Market's Story. For support, email: julianna@cmepsinstitute.org .

State of New Jersey (NJ)	
Video Camera:	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Poll Questions:	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	Before the webinar begins, a form will appear on the screen for you to fill out your NJ real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Course Survey:	You must fill out the course survey to receive CE credit. A link to the survey will be provided to you after the webinar.
Number of CE Credits:	5 credit hours.
Additional Info and Instructions:	This course is registered as The Market's Story Parts 1 and 2, and Cash Flow Planning for Real Estate Investors. For support, email: julianna@cmepsinstitute.org .

State of New York (NY)	
Video Camera:	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Poll Questions:	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	Before the webinar begins, a form will appear on the screen for you to fill out your NY real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Course Survey:	You must fill out the course survey to receive CE credit. A link to the survey will be provided to you after the webinar.
Number of CE Credits:	6 credit hours.
Additional Info and Instructions:	This course is registered as Certified StorySeller CSS 1-3, Introduction to StorySelling, The Market's Story, and Cash Flow Planning for Real Estate Investors. For support, email: julianna@cmpsiinstitute.org .

State of Nevada (NV)	
Video Camera:	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Poll Questions:	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	Before the webinar begins, a form will appear on the screen for you to fill out your MN real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Course Survey:	You must fill out the course survey to receive CE credit. A link to the survey will be provided to you after the webinar.
Number of CE Credits:	3 credit hours.
Additional Info and Instructions:	This course is registered as Certified StorySeller CSS 1-3, Introduction to StorySelling, and The Market's Story. For support, email: julianna@cmpsiinstitute.org .

State of Ohio (OH)	
Video Camera:	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Poll Questions:	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	Before the webinar begins, a form will appear on the screen for you to fill out your OH real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Course Survey:	You must fill out the course survey to receive CE credit. A link to the survey will be provided to you after the webinar.
Number of CE Credits:	3 credit hours.
Additional Info and Instructions:	This course is registered as Certified StorySeller CSS 1-3, Introduction to StorySelling, and The Market's Story. For support, email: julianna@cmepsinstitute.org .

State of Oregon (OR)	
Video Camera:	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Poll Questions:	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	Before the webinar begins, a form will appear on the screen for you to fill out your OR real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Course Survey:	You must fill out the course survey to receive CE credit. A link to the survey will be provided to you after the webinar.
Number of CE Credits:	6 credit hours.
Additional Info and Instructions:	This course is registered as Certified StorySeller CSS 1-3, Introduction to StorySelling, The Market's Story, and Cash Flow Planning for Real Estate Investors. For support, email: julianna@cmepsinstitute.org .

State of Texas (TX)	
Video Camera:	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Poll Questions:	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	Before the webinar begins, a form will appear on the screen for you to fill out your TX real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Course Survey:	You must fill out the course survey to receive CE credit. A link to the survey will be provided to you after the webinar.
Number of CE Credits:	6 credit hours.
Additional Info and Instructions:	This course is registered as Certified StorySeller CSS 1-3, Introduction to StorySelling, The Market's Story, and Cash Flow Planning for Real Estate Investors. For support, email: julianna@cmepsinstitute.org .

State of Utah (UT)	
Video Camera:	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Poll Questions:	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	Before the webinar begins, a form will appear on the screen for you to fill out your UT real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Course Survey:	You must fill out the course survey to receive CE credit. A link to the survey will be provided to you after the webinar.
Number of CE Credits:	3 credit hours.
Additional Info and Instructions:	This course is registered as Certified StorySeller CSS 1-3, Introduction to StorySelling, and The Market's Story. For support, email: julianna@cmepsinstitute.org .

State of Virginia (VA)	
Video Camera:	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Poll Questions:	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	Before the webinar begins, a form will appear on the screen for you to fill out your VA real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Course Survey:	You must fill out the course survey to receive CE credit. A link to the survey will be provided to you after the webinar.
Number of CE Credits:	6 credit hours.
Additional Info and Instructions:	This course is registered as Certified StorySeller CSS 1-3, Introduction to StorySelling, The Market's Story, and Cash Flow Planning for Real Estate Investors. For support, email: julianna@cmepsinstitute.org .

State of Washington (WA)	
Video Camera:	Your web cam must be turned on during the entire webinar. We monitor this per state requirements. You will not receive CE credit if your camera is turned off during any portion of the webinar.
Poll Questions:	You must participate in all polling questions during the webinar. You will not receive CE credit if you don't participate in the poll questions during the webinar.
Identify Verification:	Before the webinar begins, a form will appear on the screen for you to fill out your WA real estate license ID number. This must match the real estate license ID number you submit on the webinar registration form.
Course Survey:	You must fill out the course survey to receive CE credit. A link to the survey will be provided to you after the webinar.
Number of CE Credits:	6 credit hours.
Additional Info and Instructions:	This course is registered as Certified StorySeller CSS 1-3, Introduction to StorySelling, The Market's Story, and Cash Flow Planning for Real Estate Investors. For support, email: julianna@cmepsinstitute.org .