

Edmond Board of Realtors Post License Course

FOUNDATIONS FOR SUCCESS:

Building Your Real Estate Career

NOW HYBRID!

In person - Sept 14, 28/ Oct 12

Virtual - Sept. 21/ Oct. 5

By the end of the course, participants will leave with practical knowledge, a stronger sense of professionalism, and tools to launch a successful and sustainable real estate career.

Meets and exceeds Oklahoma's 45-hour Post License requirement



WHY THIS COURSE?

You already know you need 45 hours.

The real question is:

- Will this help me feel more confident with clients?
- Will I understand contracts better?
- Will I learn from people actually working in real estate?
- Will I meet other agents and industry partners?

ANSWER - YES

That's exactly why this program was created.

What You'll Gain

REAL-WORLD SKILLS YOU CAN USE IMMEDIATELY.

- ✓ Contracts & forms
- ✓ Risk reduction & compliance
- ✓ Professional communication
- ✓ Working with buyers & sellers
- ✓ Business-building strategies
- ✓ Industry connections
- ✓ Confidence in real transactions

Leave with more than a certificate. Leave with practical and applicable knowledge.

INSTRUCTORS

Brian Preston - Edmond Board of Realtors

Agent with RE/MAX At Home and instructor with EBR's school, Brian is the go-to expert on real estate statistics in Edmond. With years of experience teaching this topic, he provides agents with the tools and insights they need to understand market trends and make informed decisions.



Janel Randall - Keystone Real Estate Institute

Broker with Better Homes and Gardens Paramount and founder of Keystone Real Estate Institute, Janel has extensive experience in the industry and has served as EBR president. She brings her leadership and knowledge into the classroom, equipping agents with practical strategies for success.



Lisa Marney - Where Do You Call Home?

Broker with Black Crown Realty and founder of Where Do You Call Home school, Lisa draws on her background as a teacher and counselor to deliver real estate education. She focuses on practical guidance and a people-first approach, helping agents and clients navigate the industry with confidence.



Kat Kosmala - KTK Investments

Broker Associate with ERA Courtyard Real Estate and founder of her own real estate school, Kat brings over a decade of experience helping families buy and sell homes. She combines hands-on expertise with a people-first approach, making her classes practical and engaging for new and seasoned agents alike.



Geoff Long - R Pro Academy

Founder of RPro Academy and managing broker, Geoff combines extensive legal and real estate experience in his instruction. A former attorney for the Oklahoma Association of Realtors, he provides practical insights into contracts, compliance, and brokerage management, making complex topics clear and engaging for agents and brokers.



INDUSTRY PARTNER GUEST LECTURERS

Tom Rosser - Financing in Real Estate

Adam Locke - Appraisal Process

Jay Stern - Home Inspections

Zona Scholl - Title Commitments

Don Lorg - Ethics in Real Estate

Jeff Stokes - Insurance 101

Course Schedule



Main Instructors: Brian and Lisa



Main Instructor: Geoff



Main Instructor: Janel



Main Instructor: Geoff



Main Instructors: Kat and Lisa

**All in person days will be at the Edmond Board of Realtors office
Attendees must be present in all in person and virtual courses to receive credit.**

Frequently Asked Questions

- **Do I have to attend all sessions?** - Yes, all sessions are required to receive credit
- **Is this course approved for Post License credit?** - Yes, the course is OREC approved for the 45 hour provisional licensee certificate
- **Are meals included?** - Breakfast and lunch are included on in-person days.
- **How much does it cost?** - \$250 Early Bird pricing through August 31.
- **Can I attend if I'm not an EBR member?** - You may attend as a nonmember, pricing for nonmembers is available through EBR - staff@edmondrealtors.com
- **What if I've already started my Post License hours elsewhere?** - Partial credit is not available for any coursework completed prior to joining the EBR post license course. Full participation is required.
- **Will I receive materials?** - Participants receive a comprehensive textbook with course handouts
- **Are there breaks throughout the day?** - OREC standard rules for breaks apply, we will take a short lunch break and mini breaks throughout the day.
- **What happens if I miss a session?** - Participants are required to attend all sessions. A missed section will result in incompleteness of the course. EBR may be able to work with participants to provide a solution at instructor discretion and schedule.
- **How interactive is the class?** - This course is designed to be very interactive. Participations and questions are encouraged.
- **Can I attend virtually from anywhere?** - As long as you are on camera and participating during virtual sessions location is not tracked.
- **How soon after licensing should I take Post License?** - Provisional coursework is required by OREC within a licensee's 1st year. This course is encouraged for anyone who is in the "provisional" category.

Why should I take this course instead of another provider's course?

This course was thoughtfully designed for new licensees with extra emphasis placed on Contracts knowledge and real world application. The availability of instructors who can answer questions in real time benefits the agents in learning additional information throughout the course.

You're Probably Wondering...

"Will this just be someone reading slides all day?"

No. Expect discussion, examples, questions, and real-world experiences.

"I'm new. What if I don't know anything?"

That's exactly who the course is designed for.

"Can I ask questions about situations I'm experiencing?"

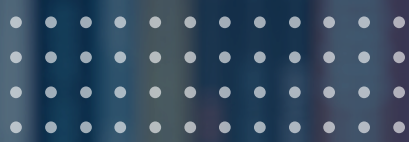
Absolutely.

"Will I meet other new agents?"

Yes! Networking is one of the biggest benefits of the program.

"Will this help me feel more confident working with clients?"

That's one of our primary goals.



YOUR FIRST YEAR MATTERS

45 Hours Are Required.

A Strong Foundation Is Optional.

CHOOSE BOTH.

Ready to Register?

Click or Scan



Member Registration

Contact EBR

staff@edmondrealtors.com

405-348-3032

Nonmembers

Before you register - Ask your broker how to get a discount through your office!

