

REALTOR® Road to

Success



Freshman Year:

Date of Completion:

Required: RESPA
Fair Housing
Agency
Forms/Contracts
REALTOR® Code of Ethics
CORE

Elective: Paragon Courses
Home Inspections

ACAR Activity Participation in: _____

Freshman Level Completed

Sophomore Year:

Date of Completion:

Required: CORE
Title & Escrow
Home Inspections
Seller Presentations *or*
Buyer Presentations
Warranty & Risk Reduction

Electives: Paragon Courses
e-PRO

ACAR Committee Service on: _____

Sophomore Level Completed

Junior Year:

Date of Completion:

Required: CORE
Understanding Building
Business Models
Disclosure
Seller Presentations or
Buyer Presentations

Electives: Professional Courtesies
e-PRO
Selling in a Historic District
Skill Based Performance
Management
GRI Courses 101 & 102

ACAR Committee Service on: _____

Junior Level Completed

Senior Year:

Date of Completion:

Required: CORE
Business Conduct &
Office Operations
GRI Courses
Real Estate Law
Skill Based Performance
Management

Electives: GREEN Core Course
ABRM Course

ACAR Board Position: _____

Senior Level Completed