



# STEVE WILLOUGHBY SEMINARS

EDUCATIONAL, MOTIVATIONAL, & INSPIRATIONAL PROGRAMS FOR THE REAL ESTATE PROFESSIONAL

152 N Durbin, Ste 306, PO Box 1621, Casper Wyoming 82602

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## UPCOMING CLASSES

### Wyoming Brokerage Management

<b>August 6</b>	Kevin Beck, Instructor	<b>Live Online</b>
<b>November 20</b>	Steve Willoughby, Instructor	<b>Cheyenne</b>
<b>December 18</b>	Steve Willoughby, Instructor	<b>Live Online</b>

### Required Continuing Education

<b>April 2</b> Inspections and Disclosure (am; 4hrs); Marketing, Advertising & Social Media Compliance (pm; 4hrs)	Steve Willoughby, Instructor	<b>Live Online</b>
<b>May 14</b> Overview of Real Estate Law & Wyoming Law and Rules (8hrs)	Kevin Beck, Instructor	<b>Live Online</b>
<b>May 29</b> <i>Classes are free to members of Teton Board of REALTORS®</i> Title Insurance, Escrow and Closing (am; 4hrs); Real Estate Risk Management & Technology (pm; 4hrs)	Kevin Beck, Instructor	<b>Live Online</b>
<b>June 4</b> Property Management (am; 4hrs); Real Estate Risk Management & Technology (pm; 4hrs);	Kevin Beck, Instructor	<b>Live Online</b>
<b>June 12</b> <i>Classes are free to members of Teton Board of REALTORS®</i> Overview of Real Estate Law & Wyoming Law and Rules (8hrs)	Steve Willoughby, Instructor	<b>Live Online</b>
<b>July 2</b> Title Insurance, Escrow and Closing (am; 4hrs); Valuation and Finance (pm; 4hrs)	Steve Willoughby, Instructor	<b>Live Online</b>
<b>September 3</b> Agency and Contracts (8hrs)	Steve Willoughby, Instructor	<b>Live Online</b>
<b>October 1</b> Inspections and Disclosure (am; 4hrs); Marketing, Advertising & Social Media Compliance (pm; 4hrs)	Steve Willoughby, Instructor	<b>Live Online</b>
<b>November 5</b> Overview of Real Estate Law & Wyoming Law and Rules (8hrs)	Steve Willoughby, Instructor	<b>Live Online</b>
<b>November 18-19</b> November 18: Property Management (am; 4hrs); Real Estate Risk Management & Technology (pm; 4hrs) November 19: Title Insurance, Escrow and Closing (am; 4hrs); Valuation and Finance (pm; 4hrs)	Steve Willoughby, Instructor	<b>Cheyenne</b>

## Required Continuing Education

<b>December 9-11</b>	Kevin Beck, Instructor	<b>Casper</b>
December 9: Agency and Contracts (8hrs)		
December 10: Fair Housing & Anti-Trust (am; 4hrs); Inspections and Disclosure (pm; 4hrs)		
December 11: Marketing, Advertising & Social Media Compliance (am; 4hrs); Real Estate Risk Management & Technology		
<b>December 16-17</b>	Steve Willoughby, Instructor	<b>Live Online</b>
December 16: Property Management (am; 4hrs); Title Insurance, Escrow and Closing (pm; 4hrs)		
December 17: Agency and Contracts (8hrs)		

## Pre-License Education

<b>April 15-19*</b>	Steve Willoughby and Kevin Beck, Instructors	<b>Live Online</b>
April 15: Wyoming Law		
April 16-19: Sales/Broker Course 2		
<b>May 19-22*</b>	Steve Willoughby and Kevin Beck, Instructors	<b>Casper</b>
May 19: Wyoming Law		
May 20-22: Sales/Broker Course 2		
<b>July 14-17*</b>	Steve Willoughby and Kevin Beck, Instructors	<b>Casper</b>
July 14: Wyoming Law		
July 15-17: Sales/Broker Course 2		
<b>August 18-27</b>	Steve Willoughby and Kevin Beck, Instructors	<b>Cheyenne</b>
August 18-22: Sales/Broker Course 1		
August 23: Wyoming Law		
August 25-27: Sales/Broker Course 2		
<b>September 22-25*</b>	Steve Willoughby and Kevin Beck, Instructors	<b>Casper</b>
September 22: Wyoming Law		
September 23-25: Sales/Broker Course 2		
<b>October 20-23*</b>	Steve Willoughby and Kevin Beck, Instructors	<b>Live Online</b>
October 20: Wyoming Law		
October 21-23: Sales/Broker Course 2		
<b>November 10-19</b>	Steve Willoughby and Kevin Beck, Instructors	<b>Casper</b>
November 10-14: Sales/Broker Course 1		
November 15: Wyoming Law		
November 17-19: Sales/Broker Course 2		

*\*Abbreviated Pre-License courses:*

*Student completes Sales/Broker Course 1 online or home study and attends only 4 days in class*