



# STEVE WILLOUGHBY SEMINARS

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

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

307.234.8653

## UPCOMING CLASSES

### Wyoming Brokerage Management

|                   |                              |                    |
|-------------------|------------------------------|--------------------|
| <b>May 6</b>      | Steve Willoughby, Instructor | <b>Live Online</b> |
| <b>November 4</b> | Kevin Beck, Instructor       | <b>Live Online</b> |

### Required Continuing Education

|   |                              |                    |
|---|------------------------------|--------------------|
| <b>February 4</b><br>Agency and Contracts (8hrs)  | Kevin Beck, Instructor       | <b>Live Online</b> |
| <b>March 4</b><br>Marketing, Advertising & Social Media Compliance (am; 4hrs);<br>Real Estate Risk Management and Technology (pm; 4hrs)     | Steve Willoughby, Instructor | <b>Live Online</b> |
| <b>April 1</b><br>Valuation & Finance (am; 4hrs);<br>Title Insurance, Escrow and Closing (pm; 4hrs);  | Kevin Beck, Instructor       | <b>Live Online</b> |
| <b>June 3</b><br>Overview of Real Estate Law and Wyoming Law & Rules (8hrs)   | Steve Willoughby, Instructor | <b>Live Online</b> |
| <b>July 1</b><br>Fair Housing and Anti-Trust (am; 4hrs);<br>Inspections and Disclosure (pm; 4hrs)   | Kevin Beck, Instructor       | <b>Live Online</b> |
| <b>August 5</b><br>Agency and Contracts (8hrs)  | Kevin Beck, Instructor       | <b>Live Online</b> |
| <b>September 2</b><br>Marketing, Advertising & Social Media Compliance (am; 4hrs);<br>Real Estate Risk Management and Technology (pm; 4hrs) | Steve Willoughby, Instructor | <b>Live Online</b> |
| <b>October 7</b><br>Valuation & Finance (am; 4hrs);<br>Title Insurance, Escrow and Closing (pm; 4hrs);                                      | Steve Willoughby, Instructor | <b>Live Online</b> |
| <b>December 2</b><br>Overview of Real Estate Law and Wyoming Law & Rules (8hrs)   | Kevin Beck, Instructor       | <b>Live Online</b> |

## Pre-License Education

|                                       |  |                    |
|---------------------------------------|--|--------------------|
| <b>February 23–26*</b>                |  | <b>Cheyenne</b>    |
| February 23: Wyoming Law              |  |                    |
| February 24–26: Sales/Broker Course 2 |  |                    |
| <b>March 9–19</b>                     | Steve Willoughby and Kevin Beck, Instructors | <b>Casper</b>      |
| March 9–13: Sales/Broker Course 1     |  |                    |
| March 16: Wyoming Law                 |  |                    |
| March 17–19: Sales/Broker Course 2    |  |                    |
| <b>April 13–16*</b>                   |  | <b>Live Online</b> |
| April 13: Wyoming Law                 |  |                    |
| April 14–16: Sales/Broker Course 2    |  |                    |
| <b>May 11–15</b>                      | Steve Willoughby, Instructor                 | <b>Cheyenne</b>    |
| Course 1 offering only                |  |                    |
| May 11–15: Sales/Broker Course 1      |  |                    |
| <b>June 8–11*</b>                     |  | <b>Cheyenne</b>    |
| June 8: Wyoming Law                   |  |                    |
| June 9–11: Sales/Broker Course 2      |  |                    |
| <b>July 13–16*</b>                    |  | <b>Live Online</b> |
| July 13: Wyoming Law                  |  |                    |
| July 14–16: 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*