**Lumbleau Course Descriptions**

**Salesperson & Broker Exam Preparation Course**

Since 1937, Lumbleau has specialized in exam preparation. We began our internet course in 2000 with over 5,100 debriefed questions with explanations. These ultimately became our current database of over 3,350 questions.

The questions are organized into 14 subjects. Each of the 14 lessons is accompanied with a motivational video. Available only online, the course can be taken at your convenience within the 1 year enrollment period. Each lesson is followed by an interactive test of 100 to over 400 questions. If you can answer a question easily you move on to the next question. If you answer a question incorrectly twice, the correct answer appears and a rationale explains the answer. You may “tag” the question for further review. At the end of that lesson you will retain only your difficult “tagged” questions.

After completing the 14 lessons you may review our latest updated 400+ questions and “tag” the difficult ones. You will then have a database of your own difficult questions for review.

Finally, while waiting for an exam date, you can test yourself with 5 practice exams that contain 150 questions each, just like the state exam. The broker exam preparation course has 4 practice tests of 200 questions each, just like the state exam. You may repeat them if desired. A demo test is available.

This method of study produces a virtual 100% passing rate for every serious student.

All material is supplied online but Lumbleau Real Estate School offers the following optional products:

***Exam Passing Workbook ($39 +$5 shipping)***

*A printed version of our 14 lessons and hundreds of sample test questions.*

***17 DVD Set ($69 + $5 shipping)***

*The same online 14 video lessons are available on DVD’s. Includes over 30 hours of classroom instruction plus a bonus 3 DVD success training set by John Lumbleau.*

***12 CD Audio Set ($29 + $5 shipping)***

*Expert real estate sales and success training by John Lumbleau.*

**Continuing Education Course**

Our California Bureau of Real Estate approved continuing education course is a quick and inexpensive way to obtain the required 45 hours of continuing education needed every 4 years to renew your broker or salesperson license. Licensees have 1 year to complete the course but it can be completed in as little as 6 days. All of the material is provided online. Optional printed material is available for an additional $10 + $10 shipping.

The continuing education course consists of 7 separate courses including Agency (3hrs.), Ethics (3 hrs.), Fair Housing (3hrs.), Trust Fund Handling (3 hrs.), Risk Management (3 hrs.), Recognizing Red Flags (6 hrs.), Disclosures Obligations (12 hrs.), and Real Estate Contracts (12 hrs.). A minimum of 6 days is required to complete all 45 hours of continuing education. The California Bureau of Real Estate allows testing on a maximum of 15 hours of course material per 24 hour period and requires quizzes on each of the courses to be completed.

**College Equivalent Courses**

Lumbleau Real Estate School has teamed up with Walt Huber to provide the textbooks for each of our 9 California Bureau of Real Estate approved real estate courses. Each course requires a minimum of 18 days before the final exam can be taken. The final exam consists of 100 multiple choice questions and requires 70% correct for passing. The tests are open book and may be repeated one time if not passed. Students may re-enroll at no additional cost if needed in order to pass a final exam. 99% of our students pass our college equivalent courses.

If you are enrolled in multiple courses, each final exam will be available to take after 18 days. Therefore, if you are enrolled in 3 college equivalent courses to obtain the salesperson license, it will require a minimum of 54 days to complete all 3 courses. Enrollment is for 1 year.

Each course requires studying the Walt Huber textbook or study from our extensive 14 lesson exam preparation course. Most of our students enroll in our exam passing course concurrently with the college equivalent courses to avoid having to purchase separate textbooks. The Walt Huber textbooks are available from us for $39 +$5 shipping. The Walt Huber series of real estate textbooks are also available for purchase at many college bookstores at over $75 per book. If you need a textbook we suggest that you borrow one from a friend, a library, or from your future broker.