

30-Hour Broker Post-License Course by Distance Education
Florida Real Estate Brokerage: A Management Guide
Dearborn Real Estate Education

Time (50-minute hours)	Unit
1.5	1—The Challenge of Change
2	2—Leadership
1.5	3—Management Skills
1.5	4—Communications and Decision Making
2	5—Analyzing the Business Environment
1.5	6—Analyzing the Market
1.5	7—Developing a Plan
1.5	8—Structuring the Organization
1.5	9—Structuring Business Systems
1.5	10—Structuring the Finances
1.5	11—Business Policies and Procedures
1.5	12—Marketing and Advertising
1.5	13—The Practical and Legal Realities of Staffing
1.5	14—Recruiting, Selecting, and Hiring the Staff
1.5	15—Professional Competency
1.5	16—Coaching Performance
1.5	17—Monitoring Operations
2	18—Managing Risk
1.5	End-of-Course Exam
30	Total Hours