



NEW HAVEN MIDDLESEX REAL ESTATE SCHOOL

A Division of the New Haven Middlesex Association of REALTORS® (NHMR)

2730 Boston Post Rd, Guilford, CT 06437

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BROKER PRINCIPLES & PRACTICES OF REAL ESTATE

Mandatory Prerequisite Course for obtaining a CT Broker's License

This course meets the minimum requirements as set forth by the CT DCP and the Real Estate Commission.

Attendees will be awarded 6 elective CE credits for their 2026 CT Real Estate License renewal.

TOPICS INCLUDE: Organizational Structure, Business Policies and Procedures, and Human Resource issues. *Additional topics include:* Marketing/Advertising, Property Management, CMA's, Financing, Land Use Regulations, Land Use Regulations, Community Association Managers, Real Estate Commission Policy on use of Unlicensed Persons by Licensees, Referral Fees, Legal Documents.

DATES:	November 3 & 5, 2025 - Both Days
TIME:	8:30 am – 5:00 pm
INSTRUCTOR:	Teresa Sirico, Broker
FEE:	\$ 299.00
LOCATION:	Virtual via Zoom

Registration available by e-mail, mail, or online at the www.nhmrealtors.com Portal

E-mail to: rachael@nhmrealtors.com

Mail to: NHMR, Rachael Keating, 2730 Boston Post Road, Guilford, CT 06437

Make Checks payable to: NHMR

PLEASE PRINT LEGIBLY

Name: _____ Office: _____

Address: _____

City, State, Zip: _____

Contact Phone # (required): _____

Email address (required): _____

NRDS ID# _____ LIC# _____

Signature: _____ Date: _____

PAYMENT

Credit/Debit Card

Card #: _____

Expiration Date: _____ Security Code: _____

If payment is made by credit/debit card, address should be billing address of card

Confirmation of registration with class handouts will be sent to students via email.