

NEW HAMPSHIRE REAL ESTATE COMMISSION  
121 South Fruit Street, Suite 201, Concord, NH 03301

**New Pre-Licensing Course Accreditation Information and Instructions**

A course that has been submitted for review cannot be scheduled or advertised prior to accreditation without including the information that the course is pending NHREC accreditation and may or may not be accredited. An approval letter will be e-mailed to you once a course has been accredited.

**E-Mail or Mail** to the Commission office:

- If you are seeking accreditation under a firm and/or trade name that will be offering classes within the state of NH, submit **proof** (copy of the certificate) that your firm and/or trade name is registered and in good standing with the NH Secretary of State's office. This does not apply to out-of-state companies that offer on-line education.
  - See application form for more information
- Detailed timed course outline which includes the following:
  - Your name or the school/company name
  - The current date
  - A detailed course description and format
  - Time devoted to each topic
  - A list of books and all other course materials and handouts used in the course (*please do not send textbooks but provide a list and publication information*)
- Copy of all study materials, handouts, power point, etc. Be sure to include a summary or study material for the NH RSAs listed in the PSI's NH Detailed Content Outline.
- The appropriate Instructor Acknowledgement Form(s) for each course.
  - Course providers are responsible to keep course material up-to-date as law, rule, or other changes take place during the accreditation period.
- List all instructors and include a resume for each. Include other documentation as needed to substantiate applicant's qualifications pursuant to Rea 302.01 b.
- Summary of the requirements, steps, and time constraints of the examination and licensing process which you will teach or provide to the students
  - This information may be compiled from the PSI Candidate Brochure, RSA 331-A, and Rea 100-700
- Policies:
  - The Commission clarified breaks at its March 18, 2014 meeting that "*....5 minutes per each hour of a course is allowed for breaks without having to extend the length of the course.*"
  - Attendance and tardiness policies including:
    - A statement about your method of tracking attendance and tardiness.
    - Information on how tardiness is dealt with.
    - Pursuant to Rea 301.03 (2), a detailed description of your policy for students to make up a missed class.
  - Refund and cancellation policies including:
    - Reasons for cancellation and how students are notified
    - How refund of registration fee is handled.

**Mail** – The Application form and \$100 evaluation fee for the course review.

**Additional Information**

- Courses are accredited for a period of 2 years from the date of approval and may not be offered for education credit after the expiration date.
- Renewal material will be e-mailed to you prior to the course expiration date, but if you have not received it by the time you wish to begin the re-accreditation process, you may request that the material be sent to you.
- To determine qualifications and requirements for course content and instructors please see [www.oplc.nh.gov](http://www.oplc.nh.gov) click on Laws and Rules, and scroll to Rea 302 Qualifications, and RSA 331-A. The topics may be arranged differently to best suit your teaching method.
- PSI Services LLC (PSI) is the testing company and their website is: <https://candidate.psiexams.com> copy of the Candidate Handbook or access the OPLC website (see above) for a copy, either will have a detailed outline of the topics that need to be included in the Pre-licensing course, as well as testing and licensing procedures.

To avoid delays in processing, please be sure that all the requested material and information is submitted.

Please contact Dawn Marier at [dawn.marier@oplc.nh.gov](mailto:dawn.marier@oplc.nh.gov) or 603-271-1199 if you need additional information or have any questions.

NEW HAMPSHIRE

REAL ESTATE COMMISSION

121 South Fruit Street, Suite 201, Concord, NH 03301
603-271-2219 Fax 603-271-7928

http://www.oplc.nh.gov/real-estate-commission/index.htm

Receipt Number
Amount Received
Check Number
Provider Number
Course Number
Approval Date

APPLICATION FOR ACCREDITATION OF PRE-LICENSING COURSE

Name of Course Provider: Your own name or the firm name and/or trade name under which the course will be accredited\*.

Mailing Address

Physical Address (if different from mailing address)

School Director Contact Person

Telephone # Telephone # for the public if different

Fax # E-mail Address

E-mail Address for the public if different Website

\*\*\*\*\*

Total Hours of: Entire Course State Material Review (if applicable)

Fee Charged For: Entire Course State Only (if applicable) Review Only (if applicable)

Are Books and Study Material Included in the Fee?

Location(s) where you plan to offer the course after accreditation

Names of all instructors

\*\*\*\*\*

See Information/Instructions for Pre-licensing Course Accreditation for details about material to be submitted along with this form and the \$100.00 review fee.

\*Firm Name and/or Trade Name:

- If you are seeking course accreditation under a trade name, sole proprietorship, partnership, association, corporation, limited liability company or any other business association, the name must be registered and in good standing with the NH Secretary of State.
Forms to register with the Secretary of State's office may be obtained at their website, http://www.sos.nh.gov/corporate/forms.html.
Documentation of registration and good standing may be obtained from the Secretary of State's website, www.sos.nh.gov. That documentation will serve as proof that your firm and/or trade name are registered and in good standing with the NH Secretary of State's office.

**NEW HAMPSHIRE REAL ESTATE COMMISSION**  
**PROVIDER ACKNOWLEDGEMENT**

**Complete this form if you are seeking accreditation or re-accreditation of your own original course and material.**

I, \_\_\_\_\_, certify that the course(s)  
(a list of your courses may be attached if you need more room)

\_\_\_\_\_  
\_\_\_\_\_

submitted to the Commission for accreditation or re-accreditation is an original course(s) which I developed, designed and created, and that I am not in violation of copyright laws.

I plan to offer this course(s) as a live class  and/or as a distance learning course(s) by correspondence booklet , audio , video , computer disk , and/or internet delivery  and I further certify:

- That all the course materials are up to date and that nothing in this course(s) is in conflict with Federal Law or NH State Laws, Rules and practice.
  
- That as the laws, rules and practices affecting the content of this course change, I will update course materials and provide these updates to the Commission.

► Names of individuals who have permission to teach this course for your school or company under your accreditation. \_\_\_\_\_

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

# NEW HAMPSHIRE REAL ESTATE COMMISSION PROVIDER ACKNOWLEDGEMENT

**Complete this form if you are seeking accreditation under your own name or your school/company name, and/or teaching a class, and/or providing a distance learning course using material from another provider/publisher.**

(Example: Material from the Dearborn Publishing Co, 360 Training, Realty, NAR, etc.)

**A form must be completed by each instructor.**

**If you offer multiple courses, use one form, attach a list of course titles, and indicate the publisher and copyright date beside each.**

I, \_\_\_\_\_, certify that the course, \_\_\_\_\_  
\_\_\_\_\_ submitted to the Commission for accreditation or re-accreditation is  
from a book or course titled \_\_\_\_\_, with a  
copyright date of \_\_\_\_\_, published by \_\_\_\_\_, and  
that the material is being used with that person's or company's permission and in accordance  
with the owner's guidelines. ***Should I no longer retain the right to use copyright material I  
will notify the Commission of this change within 5 days.***

Will you be providing original copyrighted study material to each student? \_\_\_\_\_. If no, please  
explain. \_\_\_\_\_

I plan to offer this course as a live class  and/or as a distance learning course by  
correspondence booklet , audio , video , computer disk , and/or internet delivery   
and I further certify:

- That I have personally read and completed the entire course, including the course outline, case studies, quizzes, test, answer key, and all other course material as applicable;
- That all the course materials are correct and that nothing in this course is in conflict with Federal Law or NH State Laws, Rules and practice.  
(If errors or conflicts are found, check here  and attach a statement listing any issues you have with the material and how the issues will be rectified, and provide the corrected or clarified material to the Commission office along with this form);
- That as the laws, rules and practices affecting the content of this course change, I will update the material that is taught in the class and provide these updates to the Commission and to students taking the course by distance learning methods.
- That I fully understand the material, am able to teach the course, and have sufficient knowledge of the subject to answer students' questions on this material;

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

**NEW HAMPSHIRE REAL ESTATE COMMISSION**  
**PROVIDER ACKNOWLEDGEMENT**

**Complete this form if your school or company is seeking accreditation or re-accreditation of original course and material that was developed for your school.**

I, \_\_\_\_\_, certify that the course titled \_\_\_\_\_, submitted to the Commission for accreditation or re-accreditation is an original course which was developed, designed and created by \_\_\_\_\_ for (school/company name) \_\_\_\_\_ and that we are not in violation of copyright laws.

We plan to offer this course as a live class  and/or as a distance learning course by correspondence booklet , audio , video , computer disk , and/or internet delivery  and I further certify:

- That all the course materials are up to date and that nothing in this course is in conflict with Federal Law or NH State Laws, Rules and practice.
- That as the laws, rules and practices affecting the content of this course change, the course materials will be updated and provided to the Commission.

► Names of individuals who have permission to teach this course for your school/company under your accreditation. \_\_\_\_\_.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

PART Rea 302 QUALIFICATIONS

Rea 302.01 Programs of Study Accreditation and Re-accreditation.

(a) Any individual applying for accreditation or any firm applying for accreditation to instruct a real estate pre-licensing or continuing education course shall submit to the commission documents substantiating the applicant's qualifications to instruct such course, including, but not limited to (b), (c), and (d) below. If the commission or its designee has any questions or needs further information prior to approving or denying the accreditation, it shall schedule the applicant to appear before the commission or its designee to address such questions or provide such information.

(b) All individuals applying for accreditation as a pre-licensing education instructor shall demonstrate the following:

(1) Brokerage experience qualifications or other qualifications found by the commission to be equivalent to an active license with a minimum of 3 years of on-going experience in real estate brokerage in New Hampshire; and

(2) Teaching experience qualifications or other qualifications found by the commission to be equivalent to the following:

a. Documentation of at least 72 hours of teaching, speaking or presentation experience; or

b. Demonstration of teaching, speaking or presentation skills, such as, but not limited to a one hour unedited video or DVD recording which depicts the applicant teaching pre-licensing material that includes New Hampshire state-specific material; and

(3) Demonstration of subject matter knowledge before the commission as necessary to substantiate the qualifications or information submitted, pursuant to Rea 302.01(a).

(c) All individuals applying for accreditation as a core continuing education instructor shall demonstrate the following:

(1) Brokerage experience qualifications or other qualifications found by the commission to be equivalent to an active license with a minimum of 3 years of on-going experience in real estate brokerage in New Hampshire within 3 years of the date of application; and

(2) Teaching experience qualifications or other qualifications found by the commission to be equivalent to the following:

a. Documentation of at least 72 hours of teaching, speaking, or presentation experience; or

b. Demonstration of teaching, speaking or presentation skills, such as, but not limited to a one hour unedited video or DVD recording which depicts the applicant teaching New Hampshire core course material; and

(3) Demonstration of subject matter knowledge before the commission as necessary to substantiate the qualifications or information submitted, pursuant to Rea 302.01(a).

(d) All individuals applying for accreditation as an elective continuing education instructor shall demonstrate the following:

(1) Experience qualifications or other qualifications found by the commission to be equivalent to one of the following:

a. A degree from an accredited institution with a major related to the subject matter of the course within 3 years prior to the date of application;

b. A certification from an accredited institution related to the subject matter of the course within 3 years prior to the date of application; or

c. Two years of on-going work experience or teaching experience or a combination of both within the previous 3 years of the date of application that is related to the subject matter of the course; and

(2) Either of the following:

a. Documentation of at least 15 hours of teaching, speaking or presentation experience or other qualifications found by the commission to be equivalent; or

b. Demonstration of teaching, speaking or presentation skills, such as, but not limited to a one hour unedited video or DVD recording which depicts the applicant teaching material on the subject matter of the course.

(e) All individuals or firms shall apply for re-accreditation of pre-licensing, core, and elective continuing education courses within 2 years from the date of original accreditation or re-accreditation.

(f) All accredited individuals, institutions or organizations shall submit notice of any substantive changes to accredited courses to the commission during the 2- year accreditation or reaccreditation period.

Source. #2130, eff 8-30-82; ss by #2847, eff 9-19-84, EXPIRED: 9-19-90

New. #5570, eff 2-11-93, EXPIRED: 2-11-99

New. #7162, INTERIM, eff 12-18-99, EXPIRED: 4-16-00

New. #7264, eff 5-6-00; ss by #7520, eff 6-28-01; ss by #9491, INTERIM, eff 6-28-09, EXPIRES: 12-28-09; ss by #9518, eff 7-24-09; ss by #12213, eff 6-18-17

Rea 302.02 Course Outline.

(a) Applicants for accreditation and re-accreditation of a pre-licensing course shall submit an outline showing 40 course hours to be taught, on subject areas approved by the commission, including but not limited to:

- (1) New Hampshire RSA 331-A;
- (2) New Hampshire Administrative Rules Chapters Rea 100-700;
- (3) New Hampshire real estate practices relating to:
  - a. Human rights;
  - b. Environmental issues;
  - c. Condominium Act, RSA 356-B;
  - d. Planning and zoning;
  - e. Wetlands;
  - f. Taxation;
  - g. Manufactured housing;
  - h. Property management, tenant and landlord practices;
  - i. Recordation; and
  - j. Descent and distribution;
- (4) Listing property, including:
  - a. Listing;
  - b. Assessment of property value; and
  - c. Services to the seller;
- (5) Selling property, including:
  - a. Services to the buyer; and
  - b. Advising buyers of outside services;

- (6) Property management, including:
  - a. Leasing, and;
  - b. Management;
- (7) Settlement or transfer of ownership, including:
  - a. Tax issues;
  - b. Titles;
  - c. Settlement procedures; and
  - d. Completion of the transaction;
- (8) Financing, including:
  - a. Sources of financing;
  - b. Types of loans;
  - c. Terms and conditions; and
  - d. Common clauses and terms in mortgage instruments; and
- (9) Professional responsibilities, fair practices, and administration.

Source. #5570, eff 2-11-93, EXPIRED: 2-11-99  
New. #7162, INTERIM, eff 12-18-99, EXPIRED: 4-16-00  
New. #7264, eff 5-6-00; ss by #8832, eff 5-1-07, EXPIRED: 5-1-15  
New. #11030, INTERIM RULE, eff 1-28-16, EXPIRED: 7-26-16  
New. 12213, eff 6-18-17