
2023 AREC SALESPERSON BEST PRACTICES COURSE

COURSE GUIDELINES

Instructors who wish to offer the 2023 Required Salesperson Best Practices Course should submit course approvals to AREC that adhere to the following content guidelines:

Course outlines should include a minimum of six (6) learning objectives, with no more than ten (10) learning objectives.

Each course must include at least one (1) learning objective per topic from the list of mandatory topics below.

Each course should be tailored to address questions or issues the provider most commonly encounters in their classes and their respective markets.

Mandatory Topics for 2023 Required Salesperson Course

Property Condition and Disclosure

Contracts

Agency

Advertising

This course will be 3 classroom hours. Salespersons are required to complete this course as part of their annual CE requirement. Associate Brokers can choose whether to attend the required broker course or the required salesperson course. Executive and Principal Brokers may attend the salesperson course; however, they cannot receive credit for attending the salesperson course.