



## **LOWRY SCHOOL OF REAL ESTATE**

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*"WE CARE ABOUT YOUR SUCCESS!"*

Greetings

The Missouri Practice course has a lot of information that you'll find useful in your real estate career. You may want to hole punch the entire book and put it in a 3-ring binder. You can then use it for reference, adding other information you need or use. On page 71 through 73 you will find Conventional Case Studies #1, #2 and #3. The instructions are in the book. It asks you to do the 3 case studies and fill out both a buyer's estimated cost to buy (blank form found on page 64) and a seller closing cost estimate (it's on page 49). It is quite likely that you will have access to MLS or another program that will do closing statements and possibly qualify buyers for you but it is a good idea that you understand how to do them without computer aid.

The purchase agreement and agency agreement/listing forms are not promulgated by the MREC. Your broker will have forms in your office that you should use so become familiar with those. The forms in the book may be similar and will have some of the same elements. The lead based paint form is required on all homes built before 1978. The seller's property condition form is not a state requirement but you'll find that the majority of buyer agents want one for their buyers. It leaves a lot fewer questions and problems during the course of the transaction. You don't need to fill out the Seller's Property Disclosure Statement. This should always be done by the seller but you should be familiar with it in case a seller has questions while they are completing it. Once you have completed the 5 forms mentioned you can check your answers in the back of the book. If you do not understand how to do them please either ask your broker or ask us! Once you have completed studying the book you should notify us and we will send the test and proctor certification form to your proctor. It is required that you complete the test closed book in front of a proctor. The proctor can not be a relative or in the real estate business. The form must be signed by the proctor and notarized in order for you to receive credit. We have to have the original proctor form with your test answers. The test will consist of 50 multiple choice questions. You must achieve a score of 75% to pass. Once we receive your test and proctor certification we will grade the test and providing you pass we'll issue your certificate and send it to you. You will need it along with your certificate for passing the state test to make application for your Missouri sales person license. This course does not require a State test to complete. We'll let you know which questions you miss on the quiz (if any) and if you have questions you should email us for further explanation.

We hope you enjoy the course and it helps you be a good real estate agent.

Sincerely,

*Nancy Lowry*

Nancy Lowry  
Director

Visit us at: [www.lowryschoolofrealestate.com](http://www.lowryschoolofrealestate.com)