

REAL ESTATE DUAL CREDIT

CAREER CLUSTER: MANAGEMENT & ENTREPRENEURSHIP

STATEWIDE PROGRAM OF STUDY: BUSINESS, MARKETING, & FINANCE

Course	Credits	Class Periods	Grade	Location
Principles of Business, Marketing, and Finance	1.0	1	9-12	Home Campus
Fundamentals of Real Estate, Business Law and Practicum in Entrepreneurship <i>Prerequisite: Principles of Business, Marketing, and Finance</i>	4.0	3	12	Raines Academy



EXPECTATIONS OF *Students*

- | Display professional behavior in the classroom and during field experience.
- | Display and maintain self-motivation and a positive attitude.
- | Demonstrate excellent verbal and written communication skills.

CAREER *Possibilities*

- | Leasing Consultant | Property Manager | Real Estate Broker
- | Real Estate Marketing Specialist | Residential Real Estate Agent

8690U FUNDAMENTALS OF REAL ESTATE

Grade: 12 1 Credit - taken concurrently with Business Law for Real Estate and Practicum in Entrepreneurship

8547U BUSINESS LAW FOR REAL ESTATE

Grade: 12 1 Credit - taken concurrently with Business Law for Real Estate and Practicum in Entrepreneurship

8691U PRACTICUM IN ENTREPRENEURSHIP

Grade: 12 2 Credits - taken concurrently with Fundamentals of Real Estate and Business Law for Real Estate

Prerequisite: Principles of Business, Marketing, and Finance

Students who have not taken the prerequisite may be considered on a deferred basis. Students who have met all prerequisites will be considered first.

Students must provide proof of a valid driver's license by the first day of the Spring semester to remain eligible. Students must be able to drive themselves to their internship locations.

HCC Admission Requirements, \$65 fee per HCC course.

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These courses are designed to teach students the principles necessary to begin and operate a business. The course's primary focus is to help students understand the process of analyzing a business opportunity, preparing a business plan, determining feasibility of an idea using research, and developing a plan to organize and promote the business and its products and services. In addition, students understand capital required, return on investment desired, and potential for profit.



PROGRAM

Experiences

The dual credit Real Estate program, offered in partnership with HCC gives students a head start in the real estate industry. Students complete coursework to earn their Texas Residential Real Estate License, gaining knowledge in property law, contracts, and ethical practices. During the second part of the program, students are paired with a licensed broker, providing field experience learning the ins and outs of the profession. Hands-on activities include home staging, marketing and selling properties, and managing real estate paperwork. This program equips students with practical skills and professional connections to launch a successful career in real estate.

CERTIFICATION

Opportunity

| Residential Real Estate License



RAINES ACADEMY

