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**Rules of  
Department of Commerce and  
Insurance**

**Division 2250—Missouri Real Estate Commission  
Chapter 6—Educational Requirements**

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**Title 20—DEPARTMENT OF  
COMMERCE AND INSURANCE  
Division 2250—Missouri Real  
Estate Commission  
Chapter 6—Educational Requirements**

*\*Original authority: 339.090, RSMo 1941, amended 1978, 2001 and 339.120, RSMo 1941, amended 1963, 1967, 1981, 1988, 1993, 1995, 1999, 2004.*

**20 CSR 2250-6.060 Content of Salesperson  
and Broker Pre-Examination Courses and  
the Missouri Real Estate Practice Course**

*PURPOSE: This rule establishes course content of the pre-examination courses and the Missouri Real Estate Practice Course.*

(1) Schools accredited to teach the forty-eight (48)-hour Salesperson Pre-Examination Course and the forty-eight (48)-hour Broker Pre-Examination Course shall develop these courses based on the detailed content outline as provided by the professional testing service contracted to administer the examination for the Missouri Real Estate Commission. This detailed content outline shall be based on the testing service's most recent job analysis of real estate professionals.

(2) The twenty-four (24)-hour Missouri Real Estate Practice Course must address the following topics:

- (A) Broker Disclosure Form;
- (B) Listing a Property.
  - 1. Types of seller agency agreements.
  - 2. Elements of seller agency agreements;
- (C) Buyer Representation.
  - 1. Types of buyer agency agreements.
  - 2. Elements of buyer agency agreements;
- (D) Acting as a Dual Agent or Transaction Broker;
- (E) Termination of Brokerage Relationships;
- (F) Compensation;
- (G) Cooperating with Other Licensees;
- (H) Obligations of Agents to Clients and Customers;
- (I) Pricing Property;
- (J) Role of the Appraiser;
- (K) Types of Financing;
- (L) Estimating Closing Costs;
- (M) Contracts;
- (N) Earnest Money;
- (O) Avoiding Misrepresentation; and
- (P) Types of Construction.

*AUTHORITY: sections 339.090 and 339.120, RSMo Supp. 2005.\* This rule originally filed as 4 CSR 250-6.060. Original rule filed April 6, 2006, effective Sept. 30, 2006. Moved to 20 CSR 2250-6.060, effective Aug. 28, 2006.*