Course Title: Bankruptcy and Real Estate – What Every Broker Should Know

Course Description: Bankruptcy instructions for real estate professionals.

Learning Level	Learning Objective
Insert Level (Words or Or Numbers)	Insert corresponding learning objective
1 Analysis	Student to be able to analyze facts supporting property protection in Bankruptcy.
2Comprehension	Students to be able to under bankruptcy terms and definitions and vocabulary.
3Application	Applying terms to property and protections
4Evaluation	Evaluate whether a client is a potential bankruptcy candidate
5Knowledge	Provide students with knowledge about the bankruptcy process and provide students with
6Synthiesis	Change Student's perspectives on bankruptcy and provide the confidence to handle clients in bankruptcy situations.

The following will be the means used in assessing whether the Learning Objectives have been met (Pre and post test, Q&A etc.)

Q&A is conducted during the entire lecture testing student's comprehension of the material.

Timed Outline: Describe in detail the components of the course by breaking it down into subject matter areas of no greater than 15 minutes. What will be the method of instruction or teaching technique used for each area (lecture, slides, group activities, videotape etc.)

Length in Time (15 min. increments)	Teaching Technique	Subject Matter Segment and Description
0-15 Mins	Lecture	Bankruptcy introduction and Statistics
15-30	Lecture/Slides	Property protections under State Law
30-45	Lecture/Slides	Property protections under Federal Law
45-60	Lecture/Slides	Chapter 7 introduction
60-75	Lecture/Slides	Liquidation analysis
75-90	Lecture/Slides	Exemptions vs. liquidation

10	Break	Break
0-15	Lecture/Slides	Bankruptcy discharge
15-30	Lecture/Slides	Mortgage technicalities and definitions
0-15	Lecture/Slides	Chapter 7 Estates
15-30	Lecture/Slides	Brokers and conflicts of interest
30-45	Lecture/Slides	Chapter 13 reorganization
10 min.	Break	Break
55-70	Lecture/Slides	Chapter 13 continued – employment process
70-85	Lecture/Slides	Sale process in bankruptcy
85-110	Group Activity	Avoiding judgments in bankruptcy – case study