

**Military Relocation Professional Certification Course
Timed Outline**

Suggested Timing

Introduction	30 min
1: The Military Market	120 min
2: PCS—The Military Relo	120 min
3. VA Financing for Active Duty–Vets	120 min
Exam	60 min

Suggested Schedule

Introduction	8:00 am–8:30 am
1. The Military Market.....	8:30 am–10:00 am
Break	10:00 am–10:15 am
1. The Military Market, cont’d.	10:15 am–10:45 am
2. PCS—The Military Relo	10:45 am–12:00 pm
Lunch Break.....	12:00 pm–1:00 pm
2. PCS—The Military Relo, cont’d.....	1:00 pm–1:45 pm
3. VA Financing for Active Duty–Vets	1:45 pm–2:30 pm
Break	2:30 pm–2:45 pm
3. VA Financing for Active Duty–Vets, cont’d.....	2:45 pm–4:00 pm
Exam	4:00 pm–5:00 pm

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Introduction	
Course Goal and Learning Objectives, Course Structure	5 min
MRP Certification Benefits.....	
Earn the Military Relocation Professional (MRP) Certification	
Test Your Military Services IQ.....	15 min
Total	30 min

1. The Military Market	
Fast Facts About Military Service Members and Families	10 min
Profile of Military Families, Military Retirees, Four Important Acronyms	5 min
Where Military Families Live	5 min
Housing for Military Families, Military Housing Private Initiative (MHPI), Living Off Base in Private Sector Housing	5 min
Exercise: What Influences Housing Choices?	20 min
Rent or Buy?, Sell or Rent?	10 min
Basic Allowance for Housing (BAH).....	5 min
Exercise: Internet Field Trip, BAH rates	15 min
Services for Military Buyers and Sellers.....	5 min
Core Real Estate Skills	5 min
Adapt Your Skills for Military Buyers and Sellers	15 min
Build a Referral Base.....	10 min
What Buyer’s Reps Need to Know	10 min
Total	120 min

2. PCS—The Military Relo	
PCS Relocation—When and Where?	5 min
Getting Ready to PCS	5 min
Family Matters	5 min
Military Sellers and Buyers—What They Want	5 min

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Does Military Culture Affect Transactions?	5 min
Social Media and Data Privacy	5 min
Realtors Property Resource® Reports Answer 5 Big Questions	2 min
Winning and Marketing Listings	5 min
Starting the Home Search	5 min
Asking the Right Questions	5 min
Qualifying the Buyer	5 min
Get Ready for Power Shopping.....	5 min
Absent Spouse	3 min
Making an Offer	5 min
Negotiation Strategy.....	5 min
Contract to Closing.....	5 min
Post-Transaction Support	10 min
The Last PCS, What Happens If a Base Closes?.....	5 min
Exercise: 4 Case Studies	30 min
Total	120 min

3. VA Financing for Active Duty–Vets

VA Home Loans—Some Misperceptions	5 min
Benefits of VA Home Loans	10 min
Steps in the VA Home Loan Process	5 min
Determine Eligibility	5 min
Determine Entitlement: Certificate of Eligibility, Does Bankruptcy or Foreclosure Disqualify a Borrower?	10 min
Find the Right Home, Condominiums Must be VA Approved	5 min
Apply for the Loan	5 min
What Does the VA Guarantee?	10 min
Internet Field Trip: VA County Loan Limits	10 min
Request the Appraisal, Valuation Too Low?	5 min
Notice of Value, What If the Property Needs Repairs?	5 min

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Pay Funding Fee and Closing Costs, Origination Fee, Seller Concessions	15 min
Closing the Sale	5 min
What Buyer's Reps Need to Know	5 min
Selling Restores Entitlement	5 min
Sale with VA Mortgage Assumption	5 min
VA Compromise (Short) Sale, Fannie Mae and Freddie Mac Short Sales	10 min
Total	120 min

Completion Exam	60 min
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