



CONTINUING EDUCATION

IN-OFFICE CATALOG

2025



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Four (4) x NC CE Credits

Greener Homes

Understanding efficiency,
benefits, and strategy.

Course Summary

A home's energy efficiency has a direct impact on the owner's wallet. Real estate agents are often asked by clients questions regarding a home's energy efficiency, including questions about the home's heating and cooling system, construction, and appliances. In addition, many people are becoming more aware of how their lifestyle decisions directly affect the environment. This course is designed for real estate agents who want to better advocate for clients that are concerned with a home's energy efficiency and environmental impact.

Learning Objectives

- Differentiate between 'green' and 'green-washed' products and services
- Describe characteristics and benefits of green appliances
- Describe the benefits of green systems that can be installed within a home
- Identify the type of energy systems available in homes
- Identify common sources of energy inefficiency in homes
- Create strategies to improve energy in homes

More Information



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Four (4) x NC CE Credits

Grow Houses & Clandestine Drug Laboratories For Real Estate Agents

Course Summary

A grow house is a home that was formerly used to grow marijuana. There are both small and large grow homes ranging from a portion of the home to the entire home dedicated to the growth of marijuana. Grow homes can seemingly “fit in” with other homes but there are certain identifiers to look for. There may be physical impacts to the home that would affect the home inspection, including electrical issues, structural effects and mold.

Learning Objectives

- Define and recognize a grow home or Clandestine Home
- Determine how a grow home operates
- Identify how this will affect the home
- Prepare for inspection and remediation
- Identify the risks of a CDL home
- Recognize the red flags of a CDL home
- Prepare for inspection and remediation

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Four (4) x NC CE Credits

Managing the Home Inspection

Giving all parties confidence during
the home buying process.

Course Summary

The home inspection is one of the most crucial parts of the home buying process. Offers are finalized or revoked as a result of a home inspector's report. A home inspection can be a source of anxiety for buyers, sellers, and real estate agents. However, real estate agents can ease some of their clients' anxieties by helping them to be better educated and prepared for the home inspection process. A good home inspection should be thorough so that all parties have confidence when completing the home buying process.

Learning Objectives

- Direct their clients to the best inspectors
- Better equip the buyer for the home inspection
- Advise and prepare the seller
- Assist their clients in understanding issues of concern raised by the home inspector
- Anticipate frequently asked home inspector questions

More Information



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Four (4) x NC CE Credits

Pests & Environmental Hazards For Real Estate Agents

Course Summary

This course examines the various pests and environmental hazards that can destroy a home, including those that might be missed by a traditional home inspection. It is important that real estate professionals are aware of the damage that these pests can inflict along with some warning signs of their presence so they can better advocate for their clients.

Learning Objectives

- Describe the different types of wood destroying insects
- Explain how wood destroying insects can enter and defect a home
- Describe the preventative measures that can be taken by homeowners to deter pest destruction
- List what areas of the United States is affected by each wood destroying insect
- Understand the implications of wood destroying insects on real estate transactions

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Four (4) x NC CE Credits

Understanding Lead and Mold Tests

What Real Estate Agents Need to Know

Course Summary

Real estate agents who take this course will be better equipped to communicate the implications and importance of mold and lead testing to their clients and will leave the course with strategies to diminish the impact of mold and lead when buying and selling a property.

Learning Objectives

- Define lead abatement and lead paint prevalence in buildings prior to 1978.
- Identify and explain the health implications of lead-based paint poisoning.
- Explain how a lead test is performed.
- Describe tests available to determine if lead paint is prevalent in a building.
- Communicate implications of lead-based paint to clients.
- Define mold and explain its common causes
- Describe health effects of mold & explain a mold test procedure
- Provide answers to buyers' commonly asked questions regarding mold
- Describe the impact of mold on the real estate transaction

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Four (4) x NC CE Credits

FROM SOIL TO SALE:

An In-Depth Look at
North Carolina Septic Systems

Couse Description

This course offers a comprehensive review of septic systems, tailored specifically for real estate professionals operating in North Carolina. The course covers regulations, best practices, common challenges, and septic inspections, which are all essential for real estate transactions involving septic systems.

Learning Objectives

- By the end of this course, participants will be able to:
- Describe the basics of septic systems and their importance in North Carolina.
- Navigate the regulatory landscape and ensure compliance during real estate transactions.
- Describe the significance of septic inspections and how to interpret them.
- Identify potential septic system issues and their implications.
- Implement best practices for real estate transactions involving properties with septic systems.

More Information



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Four (4) x NC CE Credits

Unique Homes of NC

An Architectural Exploration for
Real Estate Professionals

Course Summary

This course for real estate professionals is designed to enhance understanding and appreciation of the unique and diverse styles of homes found in North Carolina. It will delve into the architectural styles, historical context, and distinctive features of these homes, with a focus on how these factors impact property valuation and marketing strategies. By the end of the course, attendees will be better equipped to serve clients interested in these distinctive properties.

Learning Objectives

- Identify and describe the primary architectural styles found in NC homes
- Explain the historical context of different architectural styles
- Discuss how architectural styles and historical significance impacts property value
- Develop strategies for marketing unique and historically significant properties
- Describe the impact of location and environmental considerations on home design
- List home inspection requirements specific to different types of homes found in NC
- Explain how inspection requirements can impact the buying and selling process
- Describe unconventional home types and their place in the real estate market

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Four (4) x NC CE Credits



Identifying Red Flags: Top 10 Home Inspection Issues in North Carolina

Course Summary

This comprehensive 4-credit course focuses on the most common red flags discovered during home inspections in North Carolina. Real estate professionals will gain a deeper understanding of home inspection issues that could affect the sale or purchase of a home. This course is essential for those who want to better guide their clients, mitigate risks, and make more informed decisions in the real estate process.

Learning Objectives

By the end of this course, participants will be able to:

- Understand the importance and role of inspections in real estate transactions.
- Identify and explain the top 10 red flags found during inspections in NC.
- Understand the potential implications of red flags on real estate transactions.
- Develop strategies to guide clients through the home inspection process.
- Understand how to communicate with home inspectors & clients about these issues.
- Analyze real-life case studies related to home inspection red flags.

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How to Plan your CE with FPI

In Your Office or Venue: FPI delivers world-class Continuing Education on a topic of your choice right in your own office. We will provide certificates of completion and will register your CE with the NC state board.
(S20/Attendee)

No Venue? No Problem! FPI will locate a suitable venue for your group and still deliver the same world-class education and credit registering. (S40/Attendee)

We Present, You File: If you are able to file your own CE, we can provide instruction only (No Cost!)

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