

20:69:04:04 Contents of responsible broker course. The responsible broker course is a course in brokerage and human resource management. The course must be a minimum of ~~45~~ 24 hours long and contain a final examination which demonstrates knowledge of the subject areas. The course must include the following subject areas:

- (1) advertising compliance;
- (2) brokerage best practices;
- (3) business ethics;
- (4) business and strategic planning;
- (5) compensation planning;
- (6) policy review and risk management;
- (7) state specific contracts;
- (8) exit strategies, including selling and transferring of ownership;
- (9) human resource essentials, including instruction on the differences between an employee and an independent contractor;
- (10) legal issues; and
- (11) trust accounting and finance.

Source: 2 SDR 7, effective July 30, 1975; transferred from § 20:56:04:21, 10 SDR 54, effective December 5, 1983; 12 SDR 102, effective December 22, 1985; 12 SDR 151, 12 SDR 155, effective July 1, 1986; transferred from § 20:56:04:02.03, 20 SDR 18, effective August 16, 1993; 23 SDR 110, effective January 9, 1997; 30 SDR 40, effective September 30, 2003; 35 SDR 305, effective July 1, 2009.

General Authority: SDCL [36-21A-31](#).

Law Implemented: SDCL [36-21A-31](#).