

## Pre-Purchase Education – Curriculum Outline *(Instructor's Guide)*

**Publication:** *Moving Forward: Connecticut Homebuyers' Guide.*

The following topics of discussion with **PowerPoint** presentation:

- **Learning Your Fair Housing Rights** – *(pass out the fair housing materials)*
- **The Beginning** - *(pass out the readiness self-test and then go to pages 79 - 80 on the Moving forward pub. to discuss Rent vs. Own)*
- **Class Activity** – Money Gobbler
- **Let's Talk Money** - *(pass out budgeting and credit materials)*
- **Presenter:** Loan Officer
- **Ready to Buy** – *(go to pages 74 - 78 on the Moving forward pub.)*
- **Class Activity** – The Bean Game
- **Presenter: Realtor**
- **From Offer to Closing: Step-by-Step** – *(pass out the real estate agent's profile)*
- **Presenter:** Real Estate Attorney – *(recommend that the Realtor provide a sample copy of a real estate contract for attendees)*
- **Life as a Homeowner**
- **Class Activity** – *(Jessica's Case Study or How Do You Use Your Money)*
- **Presenter:** Insurance Agent

In addition to having, the attendees complete an intake form and disclosures *(must provide a copy of the disclosure to attendee)*, provide the following material handouts \* to attendees:

1. Class Agenda
2. Fair Housing Information – *(may be copied two-sided)*
3. Homeownership Readiness Self-test
4. Money Gobbler
5. Budgeting and Credit – *(may be copied two-sided)*
6. The Bean Game
7. Real Estate Agent's Profile
8. TRID Disclosures – *(may be copied two-sided)*
9. Jessica's Case Study or How Do You Use Your Money – *(may be copied two-sided)*
10. HUD Home Inspection Materials – *(may be copied two-sided)*
11. Home Maintenance Checklist

Ensure all presenters sign the speaker's agreement form. Maintain forms in a group class folder or in a binder by month with the following documentation: agenda; attendance sheet; class roster; evaluations; intake forms; signed privacy disclosures and speaker's agreement form.

*\*If your agency would like to add additional handout materials, it must be pre-approved by CHFA in advance and at no additional costs to CHFA or the attendee. The total amount of materials will remain at \$10 per household.*

At the conclusion of class, attendees will receive the CHFA Pre-Purchase Education Evaluation Form to complete and a certificate of completion.