

SATISFY ALL 28 HOURS OF PA. APPRAISER CONTINUING EDUCATION REQUIREMENT FOR ONE LOW PRICE! (You may also be able to satisfy 11 hours of your Pa. RE Broker/Salesperson CE Requirements, too!) Go to PAGE 4 to register. Enjoy the VINTAGE ADVANTAGE!

ATTENTION Pa. R.E. APPRAISERS:



ENJOY QUALITY, interesting courses NOW!

Satisfy ALL of your Pennsylvania APPRAISER LICENSE CONTINUING EDUCATION REQUIREMENTS!!

NOTE: You may ALSO satisfy 11 hours of your Pa. RE BROKER/ASSOCIATE BROKER or SALESPERSON license continuing education license requirements, TOO!

Looking for **QUALITY, INTERESTING, and TIMELY** courses to renew your Pa. R.E. APPRAISER license? Complete all 28 hours, **including the latest USPAP course AND books** for only:

\$399.00 !!

SAVE BOTH TIME AND MONEY! Experience the VINTAGE ADVANTAGE!!

Vintage RE Academy 570-459-8684, or toll free 1-844-LRN-VNTG or e-mail us at vintageschool@verizon.net, or check out our web page at www.vintageschool.org.

Classes begin in **SCRANTON, Pa. area TUESDAY, January 8, 2019**

Classes held in the: **SCRANTON, ALLENTOWN, STROUDSBURG, and WILKES-BARRE, Pa. areas!** SEE PAGE 2 This group of classes includes:

- “2018-2019 7-Hour NATIONAL USPAP Update Course”.....(7 hours)
- “Understanding the Uniform Construction Code (U.C.C.)”.....(7 hours)
- “Appraisal Review: A Practical Discussion”.....(7 hours)
- “Pa. Mandatory Appraiser Law and Rules Update”.....(3 hours)
- “The Basics of Pricing and Marketing Small Income Properties”.....+ (4 hours)
- TOTAL..... 28 HOURS**

All of the details follow. Yes, you can **MIX AND MATCH** different locations and dates **AT NO EXTRA PRICE!!** “Package price” **INCLUDES 2018-2019 USPAP BOOK “and” STUDENT MANUAL!** But hurry...seating is very limited!

GO to PAGE 4 TO REGISTER

You need 28 (twenty-eight) hours of **APPROVED** continuing education to renew your Pa. General, Residential, Broker Appraiser licenses, or “Licensed Appraiser Trainee” (LAT) license. The complete dates and locations follow on the next page.

QUALITY, HELPFUL, AND INTERESTING COURSES. WHY PAY MORE ELSEWHERE??

SEE NEXT PAGE...(PAGE 2) FOR ALL OF THE DATES AND LOCATIONS



page 1

(MIX + MATCH dates and locations) Fill out page 4 and fax or mail page 4 back, or register safely and securely **ON LINE** on page 4.

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Vintage RE Academy 570-459-8684 voice phone vintageschool@verizon.net e-mail

PA. CERTIFIED RE APPRAISER CONTINUING EDUCATION DATES AND LOCATIONS

“MIX AND MATCH” DATES AND LOCATIONS: NO PROBLEM!

SCRANTON, Pa. area: RAMADA HOTEL, 800 Northern Blvd., CLARKS SUMMIT, Pa. 18411

(exit 194 off of Interstate 81)

Classes begin: Tuesday, January 8, 2019, at 9:00 AM.

January 8, 2019	“2018-2019 7-Hour National USPAP Course”	9:00AM-5:00PM
January 9, 2019	“Appraisal Review: A Practical Discussion”	9:00AM-5:00PM
January 15, 2019	“Understanding the Uniform Construction Code (UCC)”	9:00AM-5:00PM
January 16, 2019	“Pa. MANDATORY Appraiser Law and Rules Update”	9:00AM-12:00 noon
January 16, 2019	“The Basics of Pricing and Marketing Small Income Properties”	1:00PM-5:00PM

ALLENTOWN, Pa. area: RAMADA HOTEL, 1500 MacArthur Road, Whitehall (Allentown), Pa. 18052

Classes begin: Tuesday, January 22, 2019 at 9:00 AM.

January 22, 2019	“2018-2019 7-Hour National USPAP Course”	9:00AM-5:00PM
January 23, 2019	“Understanding the Uniform Construction Code (UCC)”	9:00AM-5:00PM
January 29, 2019	“Appraisal Review: A Practical Discussion”	9:00AM-5:00PM
January 30, 2019	“Pa. MANDATORY Appraiser Law and Rules Update”	9:00AM-12:00 noon
January 30, 2019	“The Basics of Pricing and Marketing Small Income Properties”	1:00PM-5:00PM

STROUDSBURG, Pa. area: BUSINESS CAMPUS, 7164 Route 209, Stroudsburg, PA 18360

Classes begin: Tuesday, February 5, 2019 at 9:00 AM.

February 5, 2019	“2018-2019 7-Hour National USPAP Course”	9:00AM-5:00PM
February 6, 2019	“Understanding the Uniform Construction Code (UCC)”	9:00AM-5:00PM
February 12, 2019	“Appraisal Review: A Practical Discussion”	9:00AM-5:00PM
February 13, 2019	“Pa. MANDATORY Appraiser Law and Rules Update”	9:00AM-12:00 noon
February 13, 2019	“The Basics of Pricing and Marketing Small Income Properties”	1:00PM-5:00PM

WILKES-BARRE, Pa. area: Luzerne County Association of REALTORS classroom, 22 Pierce Street, Kingston, PA 18704

Classes begin: Tuesday, February 19, 2019, 2019 at 9:00 AM.

February 19, 2019	“2018-2019 7-Hour National USPAP Course”	9:00AM-5:00PM
February 20, 2019	“Understanding the Uniform Construction Code (UCC)”	9:00AM-5:00PM
February 26, 2019	“Appraisal Review: A Practical Discussion”	9:00AM-5:00PM
February 27, 2019	“Pa. MANDATORY Appraiser Law and Rules Update”	9:00AM-12:00 noon
February 27, 2019	“The Basics of Pricing and Marketing Small Income Properties”	1:00PM-5:00PM

MIX AND MATCH DATES AND LOCATIONS....NO PROBLEM!

GO TO PAGE 4 TO REGISTER



page 2

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PA. REAL ESTATE APPRAISER CONTINUING EDUCATION COURSE DESCRIPTIONS AND INFORMATION

To renew your Pa. RE APPRAISER license, you need to take 28 hours of approved classes. Of these 28 hours, 7 hours of class must include a "7-Hour National USPAP update course", taught by an "AQB Certified USPAP Instructor" and at least 2 hours must include Pa. Appraiser license and rules and regulation review. The remaining hours can be taken in approved elective topics.

"2018-2019 7-HOUR NATIONAL USPAP UPDATE COURSE" 7 hours REQUIRED course. Instructor: Robert M. Walker, Pa. State Certified General RE Appraiser, GRI, ITI, SRES, AQB Certified USPAP instructor. There will be a brief review of the 2018-2019 USPAP, including the latest CHANGES in the DEFINITIONS and STRUCTURE, and CONCEPTS. There will be interesting discussions and case studies. DO NOT BE MISLED!! Our "package" price INCLUDES the REQUIRED 2018-2019 USPAP book and deluxe student manual! Some other schools do not. Why pay more elsewhere?

"UNDERSTANDING THE UNIFORM CONSTRUCTION CODE (UCC)" 7 hours ELECTIVE course. Instructor: Robert McKnight, Pa. Associate RE Broker. Is the house you are appraising "UP TO CODE"? Does the commercial property you are appraising require SUBSTANTIAL RENNOVATIONS to make it "UP TO CODE" ? Do you REALLY know what the "CODE" is? If not..then this course is for you! Learn what to look for in a property being deficient in certain "CODE" issues! **NOTE: THIS COURSE IS ALSO APPROVED FOR 7-HOURS ELECTIVE CONTINUING EDUCATION for "BOTH" PA. RE APPRAISERS AND PA. RE BROKERS/SALESPERSONS!**

"APPRAISAL REVIEW: A PRACTICAL DISCUSSION" 7 hours ELECTIVE course. Instructor: James Wilkins, Pa. State Certified Residential Appraiser. In this 7-hour elective Continuing Education course, the students will be shown many aspects of an APPRAISAL REVIEW. We probably all know the frustrations of having our work critiqued by an appraisal reviewer. What do these reviewers look for? What are the USPAP requirements for an appraisal review? What is the difference between a "field review" and a "desk top review." Have you heard about "a HYBRID appraisal" or "HYBRID appraisal review"? What ARE these things? Are they "legal"? Can YOU do a review? GREAT SKILL DEVELOPMENT class!

"PENNSYLVANIA MANDATORY APPRAISER LAW AND RULES UPDATE" 3 hours REQUIRED course. Instructor: Robert M Walker, Pa. RE Broker, Pa. State Certified General RE Appraiser, GRI, ITI, SRES. In this REQUIRED course, the students will learn about the LATEST changes to the Pa. RE Appraiser Licensing Act and Rules and Regulations and how these changes may impact their profession. Have you heard about the NEW COLLEGE REQUIREMENTS and the NEW EXPERIENCE REQUIREMENTS to become a Pa. RE Appraiser? Have you heard about BPO's? Much more! Find out!

"THE BASICS OF PRICING AND MARKETING SMALL INCOME PROPERTIES" 4 hours ELECTIVE course. Instructor: ROBERT M. WALKER, Pa. RE Broker, Pa. State Certified General RE Appraiser, GRI, ITI, SRES. Do you have questions about doing 2-4 unit appraisals? Where do you get your rental data and MGRM? Is it accurate? How about a 5-10 unit building? Who can appraise this in Pennsylvania? A brief review of both the USPAP and Pa. Appraiser Board requirements for appraiser competency will be discussed in this course. A discussion of capitalization rate developments will be given. Finally, to understand the mindset of the "typical" seller and buyer of these properties, a discussion of marketing of these properties will be given. **NOTE: THIS COURSE IS ALSO APPROVED FOR 4-HOURS ELECTIVE CONTINUING EDUCATION for "BOTH" PA. RE APPRAISERS AND PA. RE BROKERS/SALESPERSONS.**

GENERAL INFORMATION: There is a 1-hour lunch break for each full day of class. Students are on their own for lunch. There are NO special equipment or books to purchase. All items and materials are included in the price of tuition. There will be additional registration materials, including a "student enrollment agreement" at the first class. Roll will be taken each class. Call us if you need any special accommodations due to handicap or disability or any other concern. PHOTO ID is required. PLEASE BRING YOUR PHOTO I.D.

CANCELLATION POLICY: If you pay for your courses in advance and cannot attend any of the courses, you will get a 100% refund paid by the SCHOOL by check of all your tuition paid, within 60 days of the student sending us their written request to cancel. Or, the student can reschedule with us at a different location and time at no cost to the student. If you pay for your courses and are unable to attend one or more classes, we will prorate the amount due to you based on the "packaging" of the course prices-see page 4. If we cancel classes for some reason, you will receive a 100% refund of your tuition you have paid for the cancelled class(es) or the student can reschedule for some other location. (Note-we almost NEVER cancel classes.) Every attempt will be made to run the scheduled class with the scheduled instructor at the scheduled date and time. However, if for some reason, the course cannot be run at the day and time scheduled, the school reserves the right to substitute some other course or instructor. We will confirm your registration by either e-mail or fax or telephone call (mostly e-mail).The cost of the USPAP books are \$115 plus freight and is INCLUDED in the \$399 fee. Why pay more elsewhere?

GO TO PAGE 4 TO REGISTER



page 3

(MIX + MATCH dates and locations) Fill out page 4 and fax or mail page 4 back, or register safely and securely ON LINE on page 4.

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THIS IS PAGE 4 [CLICK HERE TO REGISTER](#) or:
FILL OUT FORM BELOW and FAX this form to 570-459-6876.

LAST name _____ FIRST name: _____ m.i.: _____

STREET address: _____

CITY:: _____ STATE: _____ ZIP CODE: _____

Office phone _____ CELL phone: _____

Fax #: _____ e-mail address: _____

Pa. RE APPRAISER license # (RL, GA, BA, LAT, AV): _____

Pa. RE BROKER/Salesperson license # (RB, RM, AB, RS, etc.): _____

course title	date	location

Costs: "2018-2019 7-Hour NATIONAL USPAP Update Course".....(7 hours).....\$199.00
 "Understanding the Uniform Construction Code (UCC)".....(7 hours).....119.00
 "Appraisal Review: A Practical Discussion".....(7 hours).....119.00
 "PA Mandatory Appraiser Law and Rules Update".....(3 hours).....89.00
 "The Basics of Pricing and Marketing Small Income Properties".....(4 hours).....+99.00

ORDINARY PRICE if you took all 5 courses.....(28 hours).... \$625.00 or \$399 "package"

If you register for all 5 course and PAY for all 5 courses at one time, the "PACKAGE" price for all 5 courses and all 28 hours is only \$399.00!! THIS INCLUDES USPAP BOOKS! If you decide NOT to take the "package" price...sign up and pay for any 2 or more courses and deduct 15% from the individual prices. vintageschool@verizon.net e-mail

REGISTER ON-LINE? [CLICK HERE](#) to SAFELY and SECURELY register ON LINE, or:

Charge my CREDIT/DEBIT card: ()visa ()master card ()AMERICAN EXPRESS ()discover or () check made payable to "Vintage Real Estate Academy". If you do charge, fill out the form below:

\$ amount charged: _____ Name on charge card: _____

Card EXPIRATION date: _____ SIGNATURE authorizing charge: _____

Credit/Debit card number: _____

Please FAX this registration to: _____ or MAIL it to: Vintage RE Academy
 FAX 570-459-6876 FAX 1201 N. Church Street, Suite 217-A
 FAX 570-459-6876 FAX vintageschool@verizon.net e-mail Hazleton, Pa. 18202



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