

SATISFY ALL 28 HOURS OF **PA. APPRAISER** CONTINUING EDUCATION REQUIREMENT \$399 !
(11 hours of your **Pa. RE Broker/Salesperson CE Requirements**, possible too!) **Our telephone number is: 570-459-8684; web site www.vintageschool.org** Go to **PAGE 4** to REGISTER.

ATTENTION Pa. R.E. APPRAISERS: **HURRY!!**



HURRY!! The clock is “TICKING” ! Your Pa. RE Appraiser license expires **JUNE 30!** You need 28 hours of approved CE to renew your license. 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 !! There is STILL time!

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

Vintage RE Academy 570-459-8684, 1201 N. Church Street, Suite 217A, Hazleton, PA 18202
e-mail us at vintageschool@verizon.net, or web page at www.vintageschool.org.

Classes begin in the **SCRANTON, Pa.** area **TUESDAY, JUNE 4, 2019**

Classes held in the: **SCRANTON. and HAZLETON, Pa.** areas! **SEE PAGE 2**

LIMITED SEATING....HURRY!! 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)
“Where did you get that adjustment?.....(3 hours)
“Appraiser violations-what can you do?”.....(4 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 license, or “LAT”, or “AV” license. The complete dates and locations follow on the next page. **WHY PAY MORE ELSEWHERE?? SEE NEXT PAGE. (PAGE 2) FOR ALL OF THE DATES AND LOCATIONS Mix+match!**
Go to page 4 to register. Or, **[CLICK HERE to SAFELY register ON LINE](#)**



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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PA. CERTIFIED RE APPRAISER CONTINUING EDUCATION DATES AND LOCATIONS

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



HURRY!! The clock is “TICKING” ! JUNE 30 deadline!

SCRANTON, Pa. area: RAMADA HOTEL, 800 Northern Blvd., CLARKS SUMMIT, Pa. 18411
(exit 194 off of Interstate 81) Classes begin: Tuesday, June 4, 2019, at 9:00 AM

June 4, 2019	“2018-2019 7-Hour National USPAP Course”	9:00AM-5:00PM
June 5, 2019	“Understanding the Uniform Construction Code (UCC)”	9:00AM-5:00PM
June 11, 2019	“Where did you get that adjustment?”	9:00AM-12:00 noon
June 11, 2019	“Appraiser violations: what can you do?”	1:00PM-5:00PM
June 12, 2019	“Pa. MANDATORY Appraiser Law and Rules Update”	9:00AM-12:00 noon
June 12, 2019	“The Basics of Pricing and Marketing Small Income Properties”	1:00PM-5:00PM

HAZLETON, Pa, area: 1201 N. Church Street, Suite 217A, Hazleton, Pa 18202.

Classes begin: Friday, June 21, 2019 at 9:00 AM.

June 21, 2019	“2018-2019 7-Hour National USPAP Course”	9:00AM-5:00PM
June 24, 2019	“Understanding the Uniform Construction Code (UCC)”	9:00AM-5:00PM
June 25, 2019	“Where did you get that adjustment?”	9:00AM-12:00 noon
June 25, 2019	“Appraiser violations: what can you do?”	1:00PM-5:00PM
June 26, 2019	“Pa. MANDATORY Appraiser Law and Rules Update”	9:00AM-12:00 noon
June 26, 2019	“The Basics of Pricing and Marketing Small Income Properties”	1:00PM-5:00PM

**MIX AND MATCH DATES AND LOCATIONS TO BETTER FIT “YOUR”
SCHEDULE!**

NO PROBLEM!

NOTE You say you simply cannot make ANY of these dates?

No problem! Consider taking some of your PA RE APPRAISER
continuing education ON LINE (through our fully approved 3rd party provider
“ON COURSE”) **[CLICK HERE for approved ON LINE courses!](#)**
***(then click on “INDIVIDUAL COURSES”, on top of the on line
courses web site home page)***

DEADLINE IS APPROACHING....HURRY! There is STILL time!

Go to page 4 to register, or **[CLICK HERE to SAFELY register for classroom courses](#)**



page 2

(MIX + MATCH dates and locations) Fill out page 4 and fax or mail page 4 back, or
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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" who is also a Pa. Certified Appraiser 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. Our course offerings follow.

"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!**

"WHERE DID YOU GET THAT ADJUSTMENT?" 3 hours ELECTIVE course. Instructor: Robert M. Walker, Pa. State Certified General RE Appraiser. What are "bad" adjustments? How do you REALLY make adjustments on your sales grid? Fannie Mae Collateral Underwriter will challenge you to explain why and how much you adjust. Can you do it? Matched-pair analysis, use of spreadsheets, and other techniques will be discussed to help the student justify their analysis.

"APPRAISER VIOLATIONS-WHAT CAN YOU DO?" 4 hours ELECTIVE course. Instructor: Robert M. Walker, Pa. State Certified General RE Appraiser. What is the role of USPAP with regards to most appraiser violations? What is the voluntary Appraisal Foundation "disciplinary action matrix" ? What are "typical" violations of appraisers in Pennsylvania? The role of Errors + Omission insurance will be discussed. How supportive is YOUR work file? All of this and more will be covered.

"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 e-mail.

GO TO PAGE 4 TO REGISTER, or **[CLICK HERE to SAFELY register ON-LINE](#)**



page 3

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THIS is page 4 [CLICK HERE to SAFELY register ON LINE](#) or, FILL OUT FORM + FAX 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): _____

P a. 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
 "Where did you get that adjustment?"(3 hours)..... 49.00
 "Appraiser violations-what can you do?"(4 hours)..... 70.00
 "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 6 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
[CLICK HERE to SAFELY register ON-LINE](#). If you do not want to register on line, fill out this form.

HURRY...THE CLOCK IS TICKING....THERE IS STILL TIME... [CLICK HERE to REGISTER!](#)

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 completed 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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