

Go to page 4 to register....hurry....space is limited...REGISTER TODAY!!

VINTAGE REAL ESTATE ACADEMY

**1201 N. Church Street, Suite 217-A
Hazleton, Pa. 18202**

570-459-8684 phone

1-888-712-7191 toll free phone

570-459-6876 fax

www.vintageschool.org

vintageschool@verizon.net

QUALITY education

REAL ESTATE FUNDAMENTALS

30 hour introductory course in the basis of real estate theory and understanding for those who desire to become a Pa. RE Salesperson!

LOCATION: VINTAGE REAL ESTATE ACADEMY, 1201 N. Church Street, Suite 217-A, Hazleton, Pa. 18202 (Across from Dunkin Donuts).

WHEN: SEPTEMBER 8, 13, 15, 20, 22, 27, 29, and October 4, 2010 (Mondays and Wednesdays) TIME: 6:00 PM to 9:45 PM each night.

COST: \$195+textbook (\$60.00)=\$255.00 for this one course. Note: The same textbook is also used in REAL ESTATE PRACTICE, the other required course.

Before you take the Pa. State Salesperson Licensing Exam, you must have a total of 60 hours of approved education. These hours include 30 hours of REAL ESTATE FUNDAMENTALS and 30 hour of REAL ESTATE PRACTICE.

In REAL ESTATE FUNDAMENTALS, the student will learn basic vocabulary, ideas, and theories of the real estate profession. In addition, the Pa. State Real Estate Commission Rules and Regulations will be studied. After the student's enrollment and attendance in this class, and after the class is completed, a comprehensive exam will be given. A passing grade will result in the issuance of a transcript showing 30 hours of completion for the course.

The textbook used for this course (and also REAL ESTATE PRACTICE) is: MODERN REAL ESTATE PRACTICE IN PENNSLVANIA, 11th Edition, by Bellairs, Helsel, and Goldsmith. There is no other special equipment needed for this course. The student is urged to take notes and to use, when needed, a calculator.

GRADING: your grade will be determined by a passing grade on a written quiz (50 questions), to be given the last day of the class. This will consist of approximately 85% of your grade. The remaining portion of the grade will be based on your attendance and participation. To register, kindly fill out page 4 and mail or fax completed page 4 back to us.

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STEPS TO OBTAIN A PENNSYLVANIA REAL ESTATE SALESPERSON LICENSE

- 1. You must be 18 years of age or older.**
- 2. You need to take the two required courses:**
 - A. Real Estate Fundamentals**
 - B. Real Estate Practice**
- 3. You then need to submit a completed application to take the Pennsylvania State Licensing Examination.**
- 4. Pass the Pennsylvania State Licensing Examination.**
- 5. You then have 3 years to obtain your license by submitting the proper documents through a sponsoring broker.**

NOTES ON THE EXAMINATION:

The Pa. Salesperson exam is administered by "PSI" testing service. The nearest testing centers are in Clarks Summit, Pa. (by Scranton, Pa.) and in Allentown, Pa. We will give you a complete schedule of testing dates and locations during the first class.

REMEMBER, YOU MUST FIRST SUCCESSFULLY PASS THE TWO REQUIRED COURSES OF REAL ESTATE FUNDAMENTALS AND REAL ESTATE PRACTICE.

NOTE: There is NO sequence of taking our courses. You can make either Real Estate Fundamentals or Real Estate Practice your "first" course!

CALL VINTAGE REAL ESTATE ACADEMY FOR MORE INFORMATION AT:

**570-459-VNTG 570-459-8684
1-888-712-7191**

OR, VISIT OUR WEB SITE AT:

www.vintageschool.org

Or E-Mail us at: vintageschool@verizon.net

Note: We are also running this class of "REAL ESTATE FUNDAMENTALS" in SCRANTON, Pa. (on SATURDAYS, beginning on SATURDAY, September 18, 2010 at 9:00 AM and in WILKES-BARRE, Pa. beginning THURSDAY, September 2, 2010 at 6:00 PM.. You can "mix and match" these days and locations to fit YOUR schedule. Check out our web site listed above.

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POLICY REGARDING REFUND OF TUITION AND OTHER FEES

I. CANCELLATION BY STUDENT

Any and all deposits or payments to Vintage Real Estate Academy by a student for a particular course will be refunded in full, minus a \$25.00 administration fee, if the student states in writing that he/she desires to cancel his/her attendance prior to the start of the second regularly scheduled class.

After the start of the second class, all tuition and other costs are non-refundable. Any and all textbooks and materials purchased by the student are non-refundable. For continuing education courses, this time period is replaced by the first AM break in the first class.

II. TRANSFERS

If a student cannot attend a specific class or course that he/she originally was scheduled to attend, that person may transfer the deposit or money paid for that course to another date or course. There is a \$10.00 transfer fee for this service. This may be done any time prior to the start of the second class.

III. CANCELLATION OF CLASSES BY VINTAGE REAL ESTATE ACADEMY

If Vintage Real Estate Academy cancels a class due to inclement weather or some other type of unusual event, then that particular class will be rescheduled at some future date.

If Vintage Real Estate Academy cancels an entire course, due to lack of enrollment or some other situation, then all deposits and other tuition paid will be refunded in full. In this case, students can transfer to another course at no additional cost.

IV. PHOTO IDENTIFICATION

Photo I.D. is required the first day of class. Please bring your photo I.D.

V. Please inform us if you have any handicap or other special needs.



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570-459-8684 1-888-712-7191 telephone voice mail

www.vintageschool.org web site

vintageschool@verizon.net e-mail

COURSE REGISTRATION

Your LAST name: _____

Your FIRST name: _____

Street address: _____

CITY: _____ **STATE:** _____ **ZIP CODE:** _____

HOME PHONE: _____ **BUSINESS PHONE:** _____

YOUR FAX #: _____ **YOUR E-MAIL:** _____

Social security # (For TRANSCRIPTS): _____

Yes, I am enrolling in the following course(s)

Note: REGISTER TODAY TO RESERVE A SEAT IN THE CLASS!!

Classes are held at the VINTAGE REAL ESTATE ACADEMY

1201 N. Church Street, Suite 217-A, Hazleton, Pa. 18202

_____ **REAL ESTATE FUNDAMENTALS: SEPTEMBER 8, 13, 15, 20, 22, 27, 29, and October 4, 2010 (Mondays and Wednesdays) TIME: 6:00 PM to 9:45 PM each night. Tuition: \$195 + \$60.00 (textbook) = \$255 (textbook can be used for both courses).**

_____ **REAL ESTATE PRACTICE: OCTOBER 6, 11, 13, 18, 20, 25, 27, 31, 2010 (Mondays and Wednesdays) Time: 6:00 PM to 9:45 PM each day.**

Tuition: \$195. You need to purchase the textbook only once for both courses. TOTAL cost for both courses, including textbook, is \$195.00+\$195.00+\$60.00=\$450 total.

I AM PAYING FOR THE COURSE(S) THE FOLLOWING WAY:

() check made payable to VINTAGE REAL ESTATE ACADEMY
(please mail check along with this form to our address on TOP of this page), OR

() CHARGE MY: () VISA () MASTERCARD () AMERICAN EXPRESS () DISCOVER
If you do charge, please tell us your:

CARD # _____

NAME ON CARD: _____ **EXPIRATION DATE:** _____

DOLLAR AMOUNT CHARGED: _____ **SIGNATURE:** _____

You can also FAX us your registration to: 570-459-6876 fax

