

**POCONOS! \$99.00 !! SATURDAY classes begin August 14, 2010**

**Convenient SATURDAY CLASSES!! PLEASE POST! Thanks!**  
VINTAGE REAL ESTATE ACADEMY



You will be SOLD on Vintage RE 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](http://www.vintageschool.org)

[vintageschool@verizon.net](mailto:vintageschool@verizon.net)

## **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: COMFORT INN SUITES, 800 Route 940, Mount Pocono, Pa. 18344**  
Just off Interstate 80, on Route 940, **MOUNT POCONO, PA.**

**WHEN: AUGUST 14, 21, 28, and SEPTEMBER 11, 2010**

**(SATURDAYS!) TIME: 9:00 AM to 5:30 PM each day.**

**COST: \$99.00**+textbook (\$60.00)=\$159.00 total. 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, 11<sup>th</sup> Edition, by Bellairs, Hesel, 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](http://www.vintageschool.org)**

**Or E-Mail us at: [vintageschool@verizon.net](mailto:vintageschool@verizon.net)**

**FAQ's:**

- 1. “Who is Vintage RE Academy?”**

We are a private real estate school, headquartered in Hazleton, Pa. Robert M. Walker is the owner/director of the school.
- 2. Are the courses any good?**

We hope so! We have been teaching these real estate courses for nearly 25 years. Ask around about us. In fact, try us out and see for yourself!
- 3. “How can these classes be any good at only \$99 for the entire 30 hours?”**

Answer: This is a LIMITED TIME introductory price to highlight our **POCONO** classes.



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Tell a friend! Try us out...experience the **VINTAGE ADVANTAGE!**

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1201 N. Church Street, Suite 217-A  
HAZLETON, PA. 18202  
570-459-8684**

**POLICY REGARDING REFUND OF TUTION 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.**

**VI. The special \$99 price of "Real Estate Fundamentals" applies for a limited time at our POCONO location.**



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[www.vintageschool.org](http://www.vintageschool.org)

[vintage@intergrafix.net](mailto:vintage@intergrafix.net)

**COURSE REGISTRATION**

**Your LAST name:** \_\_\_\_\_

**Your FIRST name:** \_\_\_\_\_

**Street address:** \_\_\_\_\_

**CITY:** \_\_\_\_\_ **STATE:** \_\_\_\_\_ **ZIP CODE:** \_\_\_\_\_

**HOME PHONE:** \_\_\_\_\_ **BUSINESS PHONE:** \_\_\_\_\_

**YOUR FAX #:** \_\_\_\_\_ **YOUR E-MAIL:** \_\_\_\_\_

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

**Classes are held at the COMFORT INN SUITES, 800 Route 940,  
Mount Pocono, Pa. 18344  
(just off of Interstate 80, on Route 940, Mount Pocono, Pa.)**

\_\_\_\_\_ **REAL ESTATE FUNDAMENTALS: AUGUST 14, 21, 28, and SEPTEMBER  
11, 2010. (SATURDAYS) TIME: 9:00 AM to 5:30 PM each SATURDAY**  
**Tuition: \$99.00 + \$60.00 (textbook)=\$159 total for this one course.**

\_\_\_\_\_ **REAL ESTATE PRACTICE: OCTOBER 2, 9, 16, and 23, 2010,  
SATURDAYS. This course may be held in a different POCONO location.**  
**Time: 9:00 AM to 5:30 PM each day. Tuition: \$195.** You need to purchase the  
textbook only once for both courses. TOTAL cost for both courses, including textbook, is  
\$99.00+\$195.00+\$60.00=\$354 total. That's right! \$354 for BOTH COURSES, INCLUDING BOOK!

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**

