

**WILKES-BARRE, Pa. \$99.00 !! Classes begin THURSDAY, SEPTEMBER 2**  
**PLEASE FILL OUT PAGE 4 AND FAX OR CALL if interested. Thanks!**

**VINTAGE REAL ESTATE ACADEMY**

(You will be "SOLD" on Vintage RE Academy)



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

Experience the "VINTAGE ADVANTAGE"

**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: ECONO-LODGE**, 1075 Wilkes-Barre Twp., Blvd. **WILKES-BARRE, PA.**  
18702 (Route 309..across the street from K-MART..next to Perkins Restaurant)

**WHEN: SEPTEMBER 2, 7, 9, 14, 16, 21, 23, and 28, 2010**

**TIME: 6:00 PM to 9:45 PM each night.**

**COST: \$99.00+textbook (\$60.00)=\$155.00 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, 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. 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 or call us with completed page 4.**

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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)**

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**HAZLETON, PA. 18202 570-459-8684**

**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.**

**VI. We are also offering this class at our locations in Scranton, Pa. and Hazleton, Pa....check out our web site at [www.vintageschool.org](http://www.vintageschool.org) for more details.**

**VII. The special \$99 price of "Real Estate Fundamentals" applies ONLY to our Wilkes-Barre location.**



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

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

**COURSE REGISTRATION**

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

Your **FIRST** name: \_\_\_\_\_ **M.I.** \_\_\_\_\_

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

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

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

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

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

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

**Classes are held at the **ECONO-LODGE, 1075 Wilkes-Barre Blvd.****  
**WILKES-BARRE, Pa. 18702**

**(just off of Interstate 81, exit 165, by Perkins Restaurant, by K-Mart)**

\_\_\_\_\_ **REAL ESTATE FUNDAMENTALS: SEPTEMBER 2, 7, 9, 14, 16, 21, 23, and**  
**28, 2010 TIME: 6:00 PM to 9:45 PM each day. Tuition: \$99.00 + \$60.00**  
(textbook)=\$159 total for this one course.

\_\_\_\_\_ **REAL ESTATE PRACTICE: OCTOBER 5, 7, 12, 14, 19, 21, 26, and 28,**  
**2010 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 \$99.00+\$195.00+\$60.00=\$354 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

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