

## HAZLETON/Wilkes-Barre/Pottsville/Lehigh/Berwick, Pa. area Real Estate classes!

Classes begin: **Monday, February 24, 2020, 6:00 PM**

Registration on page 4

VINTAGE REAL ESTATE ACADEMY



EXCITING AND FUN !

World Headquarters: 1201 N. Church Street, Suite 217-A, Hazleton, Pa. 18202 call us at 570-459-8684 or toll free: 1-844-LRN-VNTG [vintageschool@verizon.net](mailto:vintageschool@verizon.net) e-mail [www.vintageschool.org](http://www.vintageschool.org) web site

## REAL ESTATE FUNDAMENTALS

30 Hour introductory course of the some of the practical aspects of real estate theory and understanding. (This is one of two required courses you need to take the Pa. RE Salesperson exam.)

### WHERE? VINTAGE REAL ESTATE ACADEMY

**1201 N. Church Street, Suite 217A, HAZLETON, Pa. 18202**  
(NORTH of Hazleton, on Route 309, across from “Dunkin Donuts”)

WHEN? FEBRUARY 24, 26, March 2, 4, 9, 11, 16, and 18, 2020.

(Monday+Wednesday nights) 6:00 PM-9:45 PM/day.

HOW MUCH? \$195.00 + textbook (\$60) = \$255. NOTE: the SAME textbook is used in the other required course of RE PRACTICE.

Before you the Pa. State Salesperson licensing exam, you must complete a total of 75 hours of approved education. These hours include 30 hours of REAL ESTATE FUNDAMENTALS and 45 hours of REAL ESTATE PRACTICE. In REAL ESTATE FUNDAMENTALS, the students will learn about basic concepts of the practical aspects of real estate brokerage. Such items as basic definitions of real property, fixtures, basics of real estate financing, ownership concepts, and encumbrances. The Real Estate Licensing and Registration Act (RELRA) will be discussed as well as the Rules and Regulations of the Pa. Real Estate Commission will be examined. After the student's attendance and enrollment in the classes, a comprehensive quiz will be given. A passing score will result in the issuance of a transcript showing 30 hours of completion for the course.

The textbook used for this course is MODERN REAL ESTATE PRACTICE IN PENNSYLVANIA, 13<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: the student's grade will be determined by a passing grade on a written quiz (multiple choice, 50 questions), to be given the last day of class. This passing grade will consist of approximately 80% of the total grade. The remaining portion of the grade will be based on the student's attendance and participation.

To REGISTER...kindly fill out page 4 and mail or fax the completed page 4 to 570-459-6876 fax, or

ENROLL SAFELY AND SECURELY BY [CLICKING HERE](#)

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### STEPS TO OBTAIN A PENNSYLVANIA REAL ESTATE SALESPERSON LICENSE:

1. You must be 18 years of age or older. You must have a high school diploma or equivalent.
2. You need to take the two required courses:
  - A. Real Estate Fundamentals: 30 hours
  - B. Real Estate Practice: 45 hours (there is NO order...you can take EITHER course first)
3. You then need to submit a completed application to take the Pennsylvania State Licensing Examination (we give you all of this information during the first class).
4. You then take and pass the Pa. RE State Salesperson Licensing Examination.
5. You then have 3 years to obtain your Pa. RE Salesperson license by submitting the proper documents through a sponsoring Pa. Real Estate Broker

### NOTES ON THE PA. RE STATE LICENSING EXAMINATION

The Pa. RE Salesperson exam is administered by the "PSI" testing services. The nearest testing centers for this exam are in Clarks Summit (by Scranton) Pa., or in Allentown, Pa. We will give you a complete schedule of testing locations and how to apply for the Pa. RE Salesperson test during our first class. REMEMBER, YOU MUST SUCCESSFULLY PASS THE TWO REQUIRED COURSES OF "REAL ESATE FUNDAMENTALS" and "REAL ESTATE PRACTICE".

Note, there is NO SEQUENCE to taking the courses. Either RE Fundamentals or RE Practice can be your FIRST course.

Instructor for both courses: ROBERT M. WALKER, Pa. RE Broker, REALTOR EMERITUS,  
Pa. State Certified General Real Estate Appraiser, GRI, ITI, SRES, and generally all-around nice guy?

You say you simply cannot make these dates? NO PROBLEM!

CONSIDER TAKING YOUR COURSES "ON LINE" ! Take fully approved courses from your own HOUSE or OFFICE...at ANY time at YOUR convenience! Learn more by

**[Click here for "ON-LINE" COURSE information](#)**

Any questions?

CALL VINTAGE REAL ESTATE ACADEMY FOR MORE INFORMATION AT:

**570-459-8684 or, TOLL FREE AT 1-844-LRN-VNTG.**

Or, e-mail us at [vintageschool@verizon.net](mailto:vintageschool@verizon.net) or visit our web site at [www.vintageschool.org](http://www.vintageschool.org)

EXPERIENCE THE "VINTAGE ADVANTAGE"!!!!

At Vintage Real Estate Academy, "WE GOT CLASS"

**[CLICK HERE TO REGISTER FOR "RE FUNDAMENTALS" in Hazleton, Pa. area](#)**

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

570-459-6876 fax

### POLICY REGARDING REFUND OF TUITION AND OTHER FEES

#### I. CANCELLATION BY STUDENT

Any and all deposits or payments to Vintage RE Academy by a student for a particular course will be refunded in full, minus a \$25.00 administration fee, minus costs of books, if applicable, 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 (\$60 total book cost). Any and all refunds to be paid by school to student by check within 60 days of cancellation.

#### II. TRANSFERS

If a student cannot attend a specific class or course that he/she originally was scheduled to attend, that person may transfer that deposit or money paid for the course to another date or course. There is no charge for this service. This may be done prior to the start of the second scheduled class.

#### III. CANCELLATION OF CLASSES BY VINTAGE RE ACADEMY

If Vintage RE Academy cancels a class due to inclement weather or some other situation, then that particular class will be rescheduled at some future date.

If Vintage RE Academy cancels an entire class, 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. SPECIAL NEEDS. Please let us know if you have any special needs. We will try and accommodate you as much as possible.

#### V. PHOTO IDENTIFICATION

PHOTO I.D. IS REQUIRED on the first day of class. Please bring your PHOTO I.D.



Need any help in figuring all of this out? If so, contact us...we are here to help YOU! Some of our staff has been in the real estate profession for over 40 years!

Our school has taught THOUSANDS of students throughout Pennsylvania throughout the years. Your friends, colleagues, parents, or even grandparents may have attended our school!

Why don't YOU give us a try? You may be glad that you did!

Enroll SAFELY and SECURELY by [clicking HERE](#) --PAGE 3--



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**COURSE REGISTRATION** (This is page 4) [CLICK HERE](#)...or fill out form

LAST name: \_\_\_\_\_ FIRST name: \_\_\_\_\_ m.i. \_\_\_\_\_

STREET address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

CELL phone: \_\_\_\_\_ HOME phone: \_\_\_\_\_

e-mail address: \_\_\_\_\_

Yes, I am enrolling in the following course(s). (Please put an "X" on the line for each course(s) you are taking.) Note: your registration must be accompanied by paid tuition to reserve a seat..

LOCATION OF COURSES: VINTAGE REAL ESTATE ACACEMY, 1201 N. Church Street, suite 217A, Hazleton, PA 18202 (Route 309, NORTH of Hazleton, across the street from "DUNKIN DONUTS".)

\_\_\_\_ REAL ESTATE FUNDAMENTALS: WHEN? FEBRUARY 24, 26, March 2, 4, 9, 11, 16, and 18, 2020. Monday and Wednesday nights. Time: 6:00 PM to 9:45 PM each day.

TUITION: \$195 + \$60 (textbook) = \$255 for this one course.

\_\_\_\_ REAL ESTATE PRACTICE: MARCH 23, 25, 30, April 1, 6, 8, 13, 15, 20, and 22, 2020.

Time: 5:45 PM to 10:15 PM each day. . TUITION for RE PRACTICE: \$240. Note...you need to purchase the textbook only ONCE for both courses. TOTAL COST FOR BOTH COURSES (includes book, and deluxe handouts) is: \$195 + \$240 + \$60 = \$495.00.

I am paying for the course(s) the following way:



Or, if you do not wish to register ON-LINE, complete the following form.

( ) check made payable to VINTAGE REAL ESTATE ACADEMY..... Or:

Charge my: ( )mastercard ( )visa ( )AMERICAN EXPRESS ( )discover

NAME on credit/debit card: \_\_\_\_\_

CREDIT/DEBIT CARD #: \_\_\_\_\_

EXPIRATION DATE: \_\_\_\_\_ DOLLAR AMOUNT CHARGED: \$ \_\_\_\_\_

SIGNATURE: \_\_\_\_\_ if you do not wish to register ON-LINE:

Please FAX this registration form to: VINTAGE REAL ESTATE ACADEMY

FAX: 570-459-6876 FAX or MAIL this page 4 form to: 1201 N. Church Street, Suite 217-A

e-mail: [vintageschool@verizon.net](mailto:vintageschool@verizon.net) Hazleton, Pa. 18202

