

**HAZLETON** area REAL ESTATE classes...classes begin **MONDAY, March 23, 2020 !**  
**FILL OUT PAGE 4** and either fax or mail page 4 back to us. Or **REGISTER ON LINE, ON PAGE 4.**  
Or call us at: 570-459-8684 or e-mail us at [vintageschool@verizon.net](mailto:vintageschool@verizon.net) for more information.



**VINTAGE REAL ESTATE ACADEMY** (You'll be **SOLD** on us!)

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

570-459-8684 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 PRACTICE”**

45 Hour introductory course in the basics of real estate theory and understanding.

**WHERE? NORTH** of Hazleton, Route 309 north. 1201 N. Church Street, Suite 217-A,  
**Hazleton, Pa, 18202**

**WHEN? DATES: MARCH 23, 25, 30, April 1, 6, 8, 13, 15, 20, and 22, 2020.**  
**(Monday and Wednesday nights** (Time: 5:45 PM to 10:15 PM each night)

**HOW MUCH? \$240.00 + textbook (\$60) = \$300. NOTE: the SAME textbook is used in the other required course of RE FUNDAMENTALS.**

Before you take the Pa. State Salesperson licensing exam, you must complete a total of 75 hours of approved education. These hours include 45 hours of **REAL ESTATE PRACTICE** and 30 hours of **REAL ESTATE FUNDAMENTALS**. In **REAL ESTATE PRACTICE**, the students will learn about practical side of the real estate brokerage profession. Anti-trust, listing and selling techniques, appraisal methodology and the Pa. Real Estate Licensing Law and Pa. RE Commission Rules and Regulations will also be discussed. 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 45 hours of completion for the RE Practice course.

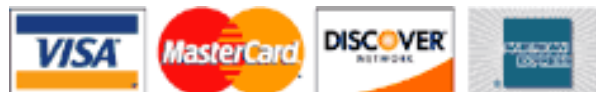
The textbook used for this course is **MODERN REAL ESTATE PRACTICE IN PENNSYLVANIA**, 13th edition, by Bellairs, Helsel, and Goldsmith. There is no other special equipment needed for this course. The student is urged to take notes and to use, when needed, a calculator.

**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.

Or, **CLICK HERE TO REGISTER:** 

--PAGE 1--



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

1. You must be 18 years of age or older and have at least 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 procedures during our first class.

**REMEMBER, YOU MUST SUCCESSFULLY PASS THE TWO REQUIRED COURSES OF “REAL ESTATE 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, Pa. State-Certified General Real Estate Appraiser, GRI, ITI, SRES. REALTOR EMERITUS

Can't make these dates? Consider taking courses **ON-LINE** from your HOME or ANYWHERE and at YOUR convenience! Check it out by clicking here [“ON LINE” REAL ESTATE COURSES](#)

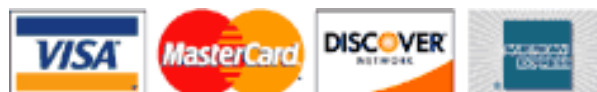
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**EXPERIENCE THE “VINTAGE ADVANTAGE”!!!!**

Or, [\*\*\*CLICK HERE TO REGISTER\*\*\*](#)

--PAGE 2--



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**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.

**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 42 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!**

**EXPERIENCE THE "VINTAGE ADVANTAGE!"**

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**--PAGE 3--**



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## COURSE REGISTRATION (page 4)

**CLICK HERE TO REGISTER** safely + securely on line, or, fill out the form below and mail or fax.

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

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

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

CELL phone: \_\_\_\_\_ WORK 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: 1201 N. Church Street, Suite 217-A, HAZLETON, Pa. 18202

\_\_\_\_ REAL ESTATE PRACTICE: **DATES: MARCH 23, 25, 30, April 1, 6, 8, 13, 15, 20, and 22, 2020.** (Monday and Wednesday nights Time: 5:45 PM to 10:15 PM each night)

TUITION for RE PRACTICE: \$240...plus deluxe textbook \$60 = \$300.

Note: You need to purchase the textbook only ONCE..the same textbook is used in BOTH courses.

\_\_\_\_ REAL ESATE FUNDAMENTALS: APRIL 27, 29, May 4, 6, 11, 13, 18, and 20, 2020.

(Monday and Wednesday nights) Time: 6:00 PM to 9:45 PM/night. TUITION for RE

FUNDAMENTALS: \$195. Note: You need to purchase the textbook only ONCE for both courses.

TOTAL COST FOR BOTH COURSES (includes book+deluxe handouts) is: \$240+\$195+\$60=\$495.00.

I am paying for the course(s) in one of the following ways:

**REGISTER SAFELY AND QUICKLY:**

**CLICK HERE** 

**or**

( ) check made payable to VINTAGE REAL ESTATE ACADEMY..... Or: if **not** registering on-line:

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

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

CREDIT or DEBIT CARD #: \_\_\_\_\_

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

SIGNATURE: \_\_\_\_\_

If you do not register "on-line" FAX or MAIL THIS PAGE to: VINTAGE REAL ESTATE ACADEMY  
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

--PAGE 4--

