

SATISFY ALL 28 HOURS OF PA. APPRAISER CONTINUING EDUCATION REQUIREMENTS: \$399 !
(11 hours of possible Pa. RE Broker/Salesperson CE Requirements, included also) **BE SMART. BE SAFE.**
TAKE FULLY-APPROVED CLASSES FROM YOUR SOFA OR YOUR OFFICE! Go to PAGE 4.

ATTENTION PENNSYLVANIA R.E. APPRAISERS:

Satisfy ALL of your Pennsylvania APPRAISER LICENSE CONTINUING EDUCATION REQUIREMENTS!!

NOTE: You may ALSO satisfy 11 hours of your Pa. RE BROKER/ASSOCIATE BROKER or SALESPERSON license continuing education license requirements, TOO!

Looking for **QUALITY, INTERESTING, and TIMELY** courses to renew your Pa. R.E. APPRAISER license? Complete all 28 hours, **including the latest USPAP course AND books** for only:

HOW MUCH? \$399.00 !! (includes BOOKS!)

Vintage RE Academy 570-459-8684, **WORLD HEADQUARTERS:**
1201 N. Church Street, Suite 217A, Hazleton, PA 18202 e-mail us at
vintageschool@verizon.net, or web page at www.vintageschool.org.

WHEN? Classes begin: **TUESDAY, OCTOBER 20, 2020, see page 2.**

WHERE? At YOUR home, on your SOFA, or office or wherever YOU want!

These are **FULLY-APPROVED LIVE** classes held in the ZOOM format!

DATES: SEE PAGE 2 This LIVE group of classes includes:

“2020-2021 7-Hour NATIONAL USPAP Update Course”.....	(7 hours)
“How Much Does it Really Cost to Build a House?”.....	(7 hours)
“Environmental Issues in Real Estate-What the Real Estate Professional Needs to Know”.....	(7 hours)
“REQUIRED PA RE Appraiser Law & Rules Review & Changes Update”.....	(3 hours)
“Business Pricing/Valuation and Marketing for the R.E. Professionals”....+	(4 hours)
TOTAL.....	28 HOURS

All of the details follow. Yes, you can **MIX AND MATCH** different dates **AT NO EXTRA PRICE!!**
“Package price” INCLUDES 2020-2021 USPAP BOOK “and” 7-hour USPAP STUDENT MANUAL!

These classes are **“ALIVE” !** GO to **PAGE 4 TO REGISTER**

You need 28 (twenty-eight) hours of **APPROVED** continuing education to renew your Pa. General, Residential, Broker Appraiser license, or “Licensed Appraiser Trainee” (LAT) license. The complete dates and times follow on the next page. **MIX & MATCH DATES!!**

QUALITY, HELPFUL, AND INTERESTING COURSES. WHY PAY MORE ELSEWHERE??

SEE NEXT PAGE...(PAGE 2) FOR ALL OF THE DATES.

MIX AND MATCH DATES!

Go to page 4 to register, or

[CLICK HERE TO REGISTER](#)



page 1

(MIX + MATCH dates) These are **LIVE** courses! VINTAGE RE ACADEMY 570-459-8684 (voice telephone)
Go to page 4 to register.

SATISFY ALL 28 HOURS OF PA. APPRAISER CONTINUING EDUCATION REQUIREMENTS: \$399 !
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PA. CERTIFIED RE APPRAISER CONTINUING EDUCATION DATES

These are **LIVE** classes through ZOOM! Be SMART. Be SAFE. **“MIX AND MATCH” DATES**

OCTOBER LIVE CLASSES.... Location? Your HOME, on your sofa, or your OFFICE. Be SMART. Be SAFE.

Classes begin: **TUESDAY, October 20, 2020 at 9:00 AM.**

October 20, 2020	“2020-2021 7-Hour National USPAP Course”	9:00AM-5:00PM
October 21, 2020	“How Much Does it Really Cost to Build a House?”	9:00AM-5:00PM
October 28, 2020	“Environmental Issues-What RE Professional Needs to Know”	9:00AM-5:00PM
October 30, 2020	“Required Pa.RE Appraiser Laws, Update + Changes Review”	9:00AM-12:00 noon
October 30, 2020	“Business Pricing/Valuation+Marketing for R.E. Professionals”	1:00PM-5:00PM

NOVEMBER LIVE CLASSES.... Location? Your HOME, on your sofa, or your OFFICE. Be SMART. Be SAFE.

Classes begin: **TUESDAY, November 10, 2020 at 9:00 AM.**

November 10, 2020	“2020-2021 7-Hour National USPAP Course”	9:00AM-5:00PM
November 11, 2020	“How Much Does it Really Cost to Build a House?”	9:00AM-5:00PM
November 17, 2020	“Alternative Valuation Orders: Can an Appraiser Do These?”	9:00AM-12:00 noon
November 17, 2020	“Business Pricing/Valuation+Marketing for R.E. Professionals”	1:00PM-5:00PM
November 18, 2020	“Required Pa.RE Appraiser Laws, Update + Changes Review”	9:00AM-12:00 noon
November 18, 2020	“Mortgage Fraud: How it Affects Us All”	1:00PM-5:00PM

DECEMBER LIVE CLASSES.... Location? Your HOME, on your sofa, or your OFFICE. Be SMART. Be SAFE.

Classes begin: **Tuesday, December 8, 2020 at 9:00 AM.**

December 8, 2020	“2020-2021 7-Hour National USPAP Course”	9:00AM-5:00PM
December 9, 2020	“How Much Does it Really Cost to Build a House?”	9:00AM-5:00PM
December 15, 2020	“Alternative Valuation Orders: Can an Appraiser Do These?”	9:00AM-12:00 noon
December 15, 2020	“Business Pricing/Valuation+Marketing for R.E. Professionals”	1:00PM-5:00PM
December 16, 2020	“Required Pa.RE Appraiser Laws, Update + Changes Review”	9:00AM-12:00 noon
December 16, 2020	“Mortgage Fraud: How it Affects Us All”	1:00PM-5:00PM

“MIX AND MATCH” DATES (no extra charge to MIX + MATCH) Package Prices “INCLUDE” the USPAP books!!!

ZOOM COURSE INFORMATION: You need to have the ZOOM program or app on your computer or tablet or cell phone before the class begins. If you have not used ZOOM before, here is a link to download the FREE ZOOM program or app:

<https://zoom.us/>

When the program appears, just click on the orange and white button that says: "SIGN UP FOR FREE". Obviously, your computer must have a camera and audio speaker and microphone (most computers have these). Approximately 10 minutes before class, we will e-mail you a ZOOM "invite". You just click on this e-mail "invite" and "join with video and audio". THAT IS ALL YOU HAVE TO DO. THESE ARE "LIVE" COURSES. You see and hear the instructor and other students. The instructor and other students can see and hear you. It is FUN and TIME SAVING...no need for you to travel. You CAN mute yourself during class. You can even change your location background appearance! BE SMART! BE SAFE! TRY OUT ZOOM. Most importantly...this is VERY, VERY, VERY EASY to use! Concerns? CALL US 570-459-8684.

GENERAL INFORMATION: There is a 1-hour lunch break for each full day of class. There is NO special equipment or books to purchase. All items and materials are included in the price of tuition. There will be additional registration materials, including a "student enrollment agreement" at the first class. Roll will be taken each class. PHOTO ID is required. PLEASE BRING YOUR PHOTO I.D.

CANCELLATION POLICY: If you pay for your courses in advance and cannot attend any of the courses, you will get a 100% refund paid by the SCHOOL, by check, of all your tuition paid, within 60 days of the student sending us their written request to cancel. Or, the student can reschedule with us at a different date and time at no cost to the student. If you pay for your courses and are unable to attend one or more classes, we will prorate the amount due to you based on the "packaging" of the course prices-see page 4. If we cancel classes for some reason, you will receive a 100% refund of your tuition you have paid for the cancelled class(es) or the student can reschedule for some other date. (Note-we almost NEVER cancel classes.) Every attempt will be made to run the scheduled class with the scheduled instructor at the scheduled date and time. However, if for some reason, the course cannot be run at the date and time scheduled, the SCHOOL reserves the right to substitute some other course or instructor. We will confirm your registration by e-mail. The cost of the USPAP book and student manual is \$115 plus freight and is INCLUDED in the \$399 fee. EXPERIENCE THE "VINTAGE ADVANTAGE"! Why pay more elsewhere?

GO TO PAGE 4 TO REGISTER. Or [CLICK HERE TO REGISTER](#)



page 2

(MIX + MATCH dates) These are LIVE courses! VINTAGE RE ACADEMY 570-459-8684 (voice telephone)

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PA. REAL ESTATE APPRAISER CONTINUING EDUCATION COURSE DESCRIPTIONS AND INFORMATION

To renew your Pa. RE APPRAISER license, you need to take 28 hours of approved classes. Of these 28 hours, 7 hours of class must include a "7-Hour National USPAP update course", taught by an "AQB Certified USPAP Instructor" and at least 2 hours must include Pa. Appraiser license and rules and regulation review. The remaining hours can be taken in approved elective topics. The following is a list of our fully-approved courses. You can **MIX and MATCH** dates and courses!

"2020-2021 7-HOUR USPAP EQUIVALENT COURSE-CLASSROOM" 7-hours REQUIRED course. Instructor: Robert M. Walker, Pa. State Certified General RE Appraiser, GRI, ITI, SRES, AQB Certified USPAP instructor. There will be a brief review of the 2020-2021 USPAP, including the latest CHANGES in the DEFINITIONS and STRUCTURE, and CONCEPTS. There will be interesting discussions and case studies. **DO NOT BE MISLED!!** Our "package" price INCLUDES the REQUIRED 2020-2021 USPAP book AND the 2020-2021 deluxe 7-hour student manual! Some other schools do not include these books. Experience the "VINTAGE ADVANTAGE"! Why pay more elsewhere?

"HOW MUCH DOES IT REALLY COST TO BUILD A HOUSE?" 7 hours ELECTIVE course. Instructor: Robert McKnight, Pa. Associate RE Broker. What is the TRUE cost in constructing a home? Why is there sometimes such a drastic difference between cost manuals and builder plans and specs? What are different grades of quality really about? A basic review of many of the main aspects of building components and labor costs will be review. Excel "take-off" process will also be briefly and simply illustrated. **NOTE: THIS COURSE IS APPROVED FOR 7-HOURS ELECTIVE CONTINUING EDUCATION for "BOTH" PA. RE APPRAISERS AND PA. RE BROKERS/SALESPERSONS!**

"ENVIRONMENTAL ISSUES IN REAL ESTATE-WHAT THE REAL ESTATE PROFESSIONAL NEEDS TO KNOW" 7 hours ELECTIVE course. Instructor: Robert McKnight, Pa. Associate RE Broker. In this 7-hour elective Continuing Education course, the students will be shown many aspects of typical and not-so-typical environmental concerns that exist in the real estate market. Land-use planning, lead-based paint practical review, underground storage tanks, pressure treated lumber and other environmental issues will be discussed as well as the disclosure process involved when a negative environmental issue is found. **GREAT SKILL DEVELOPMENT class! NOTE: THIS COURSE IS APPROVED FOR 7-HOURS ELECTIVE CONTINUING EDUCATION for "BOTH" PA. RE APPRAISERS AND PA. RE BROKERS/SALESPERSONS!**

"ALTERNATIVE VALUATION ORDERS: CAN AN APPRAISER DO THESE" 3 hours ELECTIVE course. Instructor: Robert M. Walker, Pa. RE Broker, Pa. State Certified General RE Appraiser, GRI, ITI, SRES. In this ELECTIVE course, the students will learn about the LATEST valuation models and assignments being used in the real estate profession. "Hybrid appraisals"; "desktop appraisals"; "evaluations" and "full appraisals" and their compliance to USPAP will be discussed. The evolution and revolution of real estate inspections and the possible profits and pitfalls to the practicing appraiser will be examined. Finally, CMA's and BPO's will also be discussed and who can do these and who cannot and why.

"BUSINESS PRICING/VALUATION AND MARKETING FOR THE REAL ESTATE PROFESSIONALS" 4 hours ELECTIVE course. Instructor: ERNEST M. NEMETH, Pa. RE Broker, Pa. Certified Broker/Appraiser, Business Evaluator. Have you ever had a client request a "business evaluation" from you? What exactly IS a business evaluation? Who can do this? The concepts of analyzing "discretionary cash flow", "goodwill", "asset versus stock sale", "tangible versus intangible assets" and much more will be discussed. A very good CASE STUDY illustrating these concepts will also be shown. **NOTE: THIS COURSE IS APPROVED FOR 4-HOURS ELECTIVE CONTINUING EDUCATION for "BOTH" PA. RE APPRAISERS AND PA. RE BROKERS/SALESPERSONS!**

"REQUIRED PA RE APPRAISER LAW & RULES REVIEW & CHANGES UPDATE" 3-hours REQUIRED course. Instructor: Robert M. Walker, Pa. RE Broker, Pa. State Certified General RE Appraiser, GRI, ITI, SRES. In this REQUIRED course, the students will learn about the LATEST changes to the Pa. RE Appraiser Licensing Act and Rules and Regulations and how these changes may impact their profession. Certain disciplinary actions taken against anonymous Pa. RE Appraisers will be reviewed so YOU can avoid the mistakes made. Have you heard about the proposed AQB PAREA experience options for VIRTUAL appraiser candidate experience? Find out! Much more!

"MORTGAGE FRAUD: HOW IT AFFECTS US ALL" 4-hours ELECTIVE course. Instructor: ROBERT M. WALKER, Pa. RE Broker, Pa. State Certified General RE Appraiser, GRI, ITI, SRES. Mortgage fraud is a concern for ALL of us in the real estate profession. What exactly IS mortgage fraud? What are the penalties for mortgage fraud? How can the practicing appraiser avoid charges of mortgage fraud? How can you PREVENT mortgage fraud? **NOTE: THIS COURSE IS APPROVED FOR 4-HOURS ELECTIVE CONTINUING EDUCATION for "BOTH" PA. RE APPRAISERS AND PA. RE BROKERS/SALESPERSONS. GO TO PAGE 4 TO REGISTER or [CLICK HERE TO REGISTER](#)**



page 3

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THIS IS PAGE 4 [CLICK HERE TO REGISTER](#) (safely) OR FILL OUT FORM and go to bottom of page.

LAST name _____ FIRST name: _____ m.i.: _____

STREET address: _____

CITY:: _____ STATE: _____ ZIP CODE: _____

Office phone _____ CELL phone: _____

Fax #: _____ e-mail address: _____

Pa. RE APPRAISER license # (RL, GA, BA, LAT, AV): _____

Pa. RE BROKER/Salesperson license # (RB, RM, AB, RS, etc.): _____

_____	_____
course title	date
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course title	date
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course title	date
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course title	date

Costs: "2020-2021 7-Hour National USPAP Course" (7 hours).....1\$199.00
 "How Much Does it Really Cost to Build a House?"(7 hours).....119.00
 "Environmental Issues-What RE Professional Needs to Know"... (7 hours).....119.00
 "Pa. MANDATORY Appraiser Law and Rules Update"(3 hours).....89.00 (all 3-hour courses cost \$89)
 "Business Pricing/Valuation+Marketing for R.E. Professionals"... (4 hours).....+99.00 (all 4-hour courses cost \$99.00)
"ORDINARY PRICE if you took all (28 hours)... \$625.00 or \$399 "package"

If you register for all 28 hours and PAY for all 28 hours at one time, the "PACKAGE" price for all 28 hours is only \$399.00!!
THIS INCLUDES USPAP BOOKS! If you decide NOT to take the total of 28 hours and the "package" price...sign up and pay for any 2 or more courses and deduct 15% from the individual prices. vintageschool@verizon.net e-mail

CLICK HERE  to register **SAFELY** online (This is the **PREFERRED** method of registration)

OR, if you do not want to register safely ON-LINE, fill out the information below:

() check made payable to "Vintage Real Estate Academy" . OR, If you want to charge, fill out form below:

Charge my CREDIT/DEBIT card: ()visa ()master card ()AMERICAN EXPRESS ()discover

\$ amount charged: _____ Name on charge card: _____

Card EXPIRATION date: _____ SIGNATURE authorizing charge: _____

Credit/Debit card number: _____

Please FAX this registration to:

FAX 570-459-6876 FAX

vintageschool@verizon.net e-mail

or MAIL it to:

Vintage RE Academy

1201 N. Church Street, Suite 217-A

Hazleton, Pa. 18202



page 4

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