

**“LIVE” Real Estate classes...SATURDAY classes! “LIVE” through ZOOM. Be smart! Be safe!**

**Classes begin: SATURDAY, NOVEMBER 21, 2020, 9:00 AM** Registration on page 4



VINTAGE REAL ESTATE ACADEMY

Experience the “VINTAGE ADVANTAGE” !!.

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 basic issues of real estate theory and understanding.

(This is one of two required courses you need to take the Pa. RE Salesperson exam.)

**WHERE? ZOOM CLASSES –“LIVE” classes on ZOOM. (E.Z. and FUN!)  
(take these LIVE classes at your house, office, or WHEREver that YOU want!!)**

**WHEN? November 21, 28, December 5, and 12, 2020 (SATURDAYS) 9:00 AM-5:00 PM each 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 FNDAMENTALS, 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. Also, 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, 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: 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 , OR

**Enroll SAFELY and SECURELY:**

**CLICK 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 register for the Pa. RE Salesperson test during our first class.

**REMEMBER, YOU MUST FIRST ASUCCESSFULLY 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 you FIRST course.

Instructor for both courses: ROBERT M. WALKER, Pa. RE Broker, Pa. State Certified General Real Estate Appraiser, GRI, ITI, SRES, REALTOR EMERITUS, 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 [\*\*Clicking here for ON LINE real estate courses !\*\*](#)

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!!”

ENROLL Safely...by [\*\*CLICKING HERE\*\*](#)

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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!

Courses are in the ZOOM format, ZOOM is a FREE program, or APP that must be installed on your computer or tablet, or cell phone before you begin classes. If you are not familiar with ZOOM, here is a link to install ZOOM for FREE: <https://zoom.us/>

Your computer must have a camera and speaker and microphone. Most newer computers already have these things built into them Then, 10 minutes before each class begins, we will e-maul you a ZOOM INVITE. You click on this invite and THAT IS ALL THERE IS TO IT. Be SMART! Be SAFE! Take classes from you home!

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



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## COURSE REGISTRATION (this is page 4)

**Enroll SAFELY+QUICKLY+SECURELY by [CLICKING HERE](#) Or, fill out form below.**

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.

LOCATION of courses: “LIVE” on-line through “ZOOM”... ZOOM format.  
(take these LIVE classes from your own HOME or OFFICE, or wherever YOU want to!)

\_\_\_\_\_ REAL ESTATE FUNDAMENTALS: NOVEMBER 21, 28, December 5 and 12, 2020.  
(SATURDAYS). Time: 9:00 AM to 5:00 PM each day. TUITION: \$195 + \$60 (textbook) = \$255 for this one course.

\_\_\_\_\_ REAL ESTATE PRACTICE: JANUARY 9, 16, 23, 30, February 6, and 13, 2021. (SATURDAYS).  
Time: 9:00 AM to 5:00 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 700 page book, and deluxe handouts) is: \$195 + \$240 + \$60 = \$495.00.  
NOTE: we will mail you the textbook once you register.



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

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: \_\_\_\_\_

Please register ON LINE or MAIL this form to:

VINTAGE REAL ESTATE ACADEMY

1201 N. Church Street, Suite 217-A

e-mail: [vintageschool@verizon.net](mailto:vintageschool@verizon.net)

Hazleton, Pa. 18202

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