

**LIVE REAL ESTATE classes...classes begin MONDAY, May 10, 2021 !
REGISTER SAFELY ON-LINE. These classes are "ALIVE" though ZOOM.**



Our LIVE courses can be taken from ANYWHERE!!

VINTAGE REAL ESTATE ACADEMY experience "the VINTAGE ADVANTAGE" !!

1201 N. Church Street, Suite 217-A, Hazleton, Pa. 18202 (world headquarters)
570-459-8684 vintageschool@verizon.net e-mail www.vintageschool.org web site

"REAL ESTATE PRACTICE"

This class is "ALIVE"

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

WHERE? Take this class from your SOFA or wherever YOU want! LIVE CLASSES THROUGH ZOOM !

**WHEN? DATES: MAY 10, 12, 17, 19, 24, 26, June 2, 7, 9, and 14, 2021.
(Monday and Wednesday nights (Time: 6:00 PM to 10:15 PM each night))**

HOW MUCH? \$240.00 + textbook (\$60) = \$300. NOTE: this SAME 700 page 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, 14th 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...SAFELY, SECURELY, and QUICKLY:

CLICK HERE TO REGISTER: [CLICK HERE](#)  (safe and secure)

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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.

NOTE: You may now be able to take the Pa. RE Salesperson exam from your HOUSE!
(details at 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, CDEI, and generally all-around nice guy?

You say that you simply cannot make these dates? NO PROBLEM! Consider taking “self-paced” courses **ON-LINE** from your HOME or ANYWHERE and at YOUR convenience! Check it out by clicking here for “self-paced” **“ON LINE” REAL ESTATE COURSES**

CALL VINTAGE REAL ESTATE ACADEMY FOR MORE INFORMATION AT: 570-459-8684.

Or, e-mail us at vintageschool@verizon.net or visit our web site at www.vintageschool.org

EXPERIENCE THE “VINTAGE ADVANTAGE”!!!!!! Go to page 4 to register...

Or, **CLICK HERE** TO REGISTER for the MAY 10 classes.

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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.

VI. We mail the 700 page textbook to you by UPS after you register.

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/>

- I. 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-mail you a ZOOM INVITE. You click on this invite and THAT IS ALL THERE IS TO IT. Be SMART! Be SAFE! Take classes from your home!

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 43 years! Our school has taught THOUSANDS and THOUSANDS of students throughout Pennsylvania throughout the decades. 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!"**

CLICK on the green "GO" button TO REGISTER:



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COURSE REGISTRATION (This is PAGE 4)

[CLICK HERE TO REGISTER](#) safely + securely on line, **OR**, fill out the form below and mail.

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: Wherever YOU want! LIVE CLASSES THROUGH ZOOM !

_____ REAL ESTATE PRACTICE: DATES: MAY 10, 12, 17, 19, 24, 26, June 2, 7, 9, and 14, 2021.

(Monday and Wednesday nights (Time: 6:00 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.

NOTE: We MAIL you the textbook when your register.

_____ REAL ESTATE FUNDAMENTALS: JUNE 16, 21, 23, 28, 30, July 7, 12, and 14, 2021


(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: _____

click on one of the above links to register, or

If you do not register "on-line" MAIL THIS PAGE to:

e-mail us at vintageschool@verizon.net or

call us at 570-459-8684 (voice telephone) --PAGE 4--

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