

SATISFY ALL 14 HOURS OF PA. REAL ESTATE BROKER and/or SALESPERSON CONTINUING EDUCATION REQUIREMENTS: \$99 ! email: vintageschool@verizon.net

ATTENTION PA. R.E. BROKERS and SALESPERSONS !!

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.

Looking for QUALITY, INTERESTING, and TIMELY **CONTINUING EDUCATION** courses to **RENEW** your Pa. R.E. BROKER and or SALESPERSON license? Complete all 14 hours, for only:

HOW MUCH? \$99.00 !! MIX AND MATCH DATES!

WHEN? LIVE Classes start: TUESDAY, JANUARY 4, 2022

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

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

All of the details follow. Yes, you can **MIX AND MATCH** dates AT NO EXTRA PRICE!!

DATES:

JANUARY LIVE CLASSES.... Location? Your HOME, on your sofa, or your OFFICE. Be SMART. Be SAFE.
January 4, 2022 "FAIR HOUSING AND CULTURAL DIVERSITY".....9:00 AM to 12:30 PM
January 4, 2022 "SMALL INCOME PROPERTIES: PRICING AND MARKETING GUIDELINES"..... 1:30 PM to 5:00 PM
January 11, 2022 "TECHNOLOGY IN REAL ESTATE: EMERGING TRENDS".....9:00 AM to 12:00 noon
January 11, 2022 "MORTGAGE FRAUD: HOW IT AFFECTS US ALL".....1:00 PM to 5:00 PM

OR..."MIX AND MATCH" dates and times...choose whatever is good for YOU!

JANUARY LIVE CLASSES.... Location? Your HOME, on your sofa, or your OFFICE. Be SMART. Be SAFE.
January 18, 2022 "FAIR HOUSING AND CULTURAL DIVERSITY".....9:00 AM to 12:30 PM
January 18, 2022 "SMALL INCOME PROPERTIES: PRICING AND MARKETING GUIDELINES"..... 1:30 PM to 5:00 PM
January 25, 2022 "TECHNOLOGY IN REAL ESTATE: EMERGING TRENDS".....9:00 AM to 12:00 noon
January 25, 2022 "MORTGAGE FRAUD: HOW IT AFFECTS US ALL".....1:00 PM to 5:00 PM

ALL 14 HOURS OF QUALITY, INTERSTING, AND TIMELY COURSES.... \$99.00 ! "MIX AND MATCH" DATES

See page 2 for more information about the courses.

PA. REAL ESTATE BROKER or SALESPERSON CONTINUING EDUCATION GENERAL INFORMATION: To renew your Pa. RE BROKER or PA RE SALESPERSON, you need to take 14 hours of approved classes by no later than May 31, 2022. Of these 14 hours, there is a 3.5 hour REQUIRED course dealing with "FAIR HOUSING AND CULTURAL DIVERISTY" that ALL Pa. RE Brokers and Salespersons MUST take. (If you are a NEW Pa. RE Salesperson of if this is the FIRST time you have renewed your PA RE Salesperson license, you will need to take OTHER courses. Email us at vintageschool@verizon.net for more information about this.) The remaining 10.5 hours can be taken in approved elective topics. On page 2 is a list of our fully approved courses. You can **MIX and MATCH** dates and courses.



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CONTINUING EDUCATION REQUIREMENTS: \$99 ! email: vintageschool@verizon.net**

COURSE DESCRIPTIONS

- 1. "FAIR HOUSING AND CULTURAL DIVERSITY"** (Pa. REC approval # RECE005652) 3.5-hour **REQUIRED** course. There will be a brief review of the major **FAIR HOUSING ACTS**; practical applications of these acts; a discussion of **"IMPLICIT BIAS"**, pros and cons of **"political correctness"**; and a discussion of **RISK REDUCTION** to the typical Pa. RE Broker and Salesperson with respect to these topics. **THIS IS A "REQUIRED" COURSE!**
Instructor: Robert M. Walker; RI-000810C, PA. RE BROKER, GRI, ITI, CDEI, SRES, and generally all-around nice guy?
- 2. "SMALL INCOME PROPERTIES: PRICING AND MARKETING GUIDELINES"** (Pa. REC approval # RECE005817) 3.5-hour **ELECTIVE** for your PA REC license renewal. What exactly **IS** a small income property? How do you **"put a realistic price"** on one of these buildings? **BASIC** ideas of income property pricing strategies will be discussed. How does one effectively **MARKET** these types of properties? How much different are marketing ideas involved in small income properties versus residential housing units? Instructor: Robert M. Walker; RI-000810C, PA. RE BROKER, GRI, ITI, CDEI, SRES, and generally all-around nice guy?

- 3. "TECHNOLOGY IN REAL ESTATE: EMERGING TRENDS"** 3-hour **ELECTIVE** course. (Pa. REC approval # RECE005657.) What are some of the latest technological inventions in the real estate business? How important are these developments? Are **YOU** familiar with these innovative products? What does **RELRA** say about using these innovations? **GREAT COURSE FOR "CATCHING UP" WITH RE TECHNOLOGY AND SHOWING YOU WHAT'S NEW, WHAT'S COMING, AND WHAT MAY WORK FOR YOU!**
Instructor: ROBERT MCKNIGHT, Pa. Associate RE Broker, RI-005521.
- 4. "MORTGAGE FRAUD: HOW IT AFFECTS US ALL"** 4-hour **ELECTIVE** course (Pa. REC approval # RECE005435) What exactly **IS** **"MORTGAGE FRAUD"**? How can **YOU** be accused of mortgage fraud? What does **RELRA** and **CODE OF ETHICS** say about mortgage fraud? How can you avoid mortgage fraud? Find out these answers and more when you take this course. Instructor: ROBERT MCKNIGHT, Pa. Associate RE Broker, RI-005521.

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). 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. Taking zoom classes from cars, etc. is prohibited.

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, minus a \$25 administration 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 3. 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.

FEBRUARY dates: FEBRUARY 1, 8 and 15, 22, 2022 same courses and same format as January dates.

[Click HERE](#) to register SAFELY and QUICKLY "ON LINE"

or GO TO PAGE 3 TO REGISTER.



page 2

(MIX + MATCH dates) These are LIVE courses! VINTAGE RE ACADEMY 570-459-8684 (voice telephone)
Go to page 3 to register or: [CLICK HERE TO REGISTER.](#)

