



BROKER COURSES

Offered in:

MONTGOMERYVILLE
The Village Center, Suite 220
515 Stump Road
North Wales, PA 19454

Real Estate Sales

Mondays & Wednesdays,

December 3, 5, 10, 12, 17

Instructor: **William Mulhern**

- ◆ Time: 9:00 a.m. - 3:00 p.m.
- ◆ Tuition: \$425.00 (includes all materials)

- ◆ **APPROVED FOR:**
 - ⇒ 30 Hours, 2 credits toward Real Estate Brokers License in the *Commission-developed* category #CR000312B
 - ⇒ Completes 10.5 of the 14 hours* of Broker/Salesperson Continuing Education for the 5/31/2020 renewal date **IF** you were originally licensed before December 1, 2017.

- ◆ **TOPICS INCLUDE:**
 - Developing A Sales Attitude
 - Technology
 - Time Management
 - Promotion Strategy
 - Listing
 - Marketing Plan

Basic Appraisal Principles

Mondays & Wednesdays,

January 7, 9, 14, *, 23, 28

(*no class on 1/16 and 1/21)

Instructors:

Edward McDevitt & Lori Tondera

- ◆ Time: 10:00 am - 4:00 pm
- ◆ Tuition: \$425.00 (includes textbook)
- ◆ **APPROVED FOR:**
 - ⇒ 30 Hours, 2 credits toward Real Estate Brokers License in the *Commission-developed* category #CR008268
 - ⇒ Completes 10.5 of the 14 hours* of Broker/Salesperson Continuing Education for the 5/31/2020 renewal date **IF** you were originally licensed before December 1, 2017.
 - ⇒ Satisfies 30 hours of the 75 hour Appraising Education requirement for your Trainee License

- ◆ **TOPICS INCLUDE:**
 - Real Property Concepts & Characteristics
 - Legal Considerations
 - Influences on Real Estate Values
 - Real Estate Finance
 - Types of Value
 - Economic Principles
 - Overview of Real Estate Markets & Analysis
 - Ethics in Appraisal Theory and Practice

www.learnrealestate.com ◆ Phone (215) 855-1265



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Real Estate Finance

Mondays and Wednesdays,

February 4, 6, 11, 13, 18

Instructor: **Linda Leever**

- ◆ Time: 9:00 a.m. - 3:00 p.m.
- ◆ Tuition: \$425.00 (includes all materials)
- ◆ **APPROVED FOR:**
 - ⇒ 30 Hours, 2 credits toward Real Estate Brokers License in the *Commission-developed* category
 - ⇒ Completes 10.5 of the 14 hours* of Broker/Salesperson Continuing Education for the 5/31/2020 renewal date **IF** you were originally licensed before December 1, 2017.
- ◆ **TOPICS INCLUDE:**
 - Sources of Funds: Fiduciaries
 - Conventional Loans
 - FHA-Insured Loans
 - VA-Guaranteed Loans
 - Contemporary Real Estate Finance
 - Defaults and Foreclosures
 - Loan Estimate, Closing Disclosure
 - Credit Reporting/Scoring

Property Management

Mondays and Wednesdays,

February 25, 27, March 4, 6, 11

Instructor: **Dennis Cline**

- ◆ Time: 9:00 a.m. - 3:00 p.m.
- ◆ Tuition: \$425.00 (includes all materials)
- ◆ **APPROVED FOR:**
 - ⇒ 30 Hours, 2 credits toward Real Estate Brokers License in the *Commission-developed* category #CR000314B
 - ⇒ Completes 10.5 of the 14 hours* of Broker/Salesperson Continuing Education for the 5/31/2020 renewal date **IF** you were originally licensed before December 1, 2017.
- ◆ **TOPICS INCLUDE:**
 - Landlords and tenants rights
 - Leases
 - Qualifying prospective tenants
 - Rental applications
 - PA Landlord Tenant Act

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Schlicher-Kratz Institute
REGISTRATION FORM

► *Please Print*

NAME : First _____ Middle _____ Last _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

EMAIL ADDRESS - (Please print clearly) - _____

PRIMARY PHONE _____ ALTERNATE PHONE _____

*REAL ESTATE LICENSE # _____ - _____ - _____ APPRAISAL CERTIFICATION # _____ - _____ - _____

***SPECIAL NOTE: If you were originally licensed on or after December 1, 2017, you need to complete 14 hours of "new licensee" continuing education for May 2020 renewal. These courses will not satisfy that requirement.**

► <i>Course:</i>	LOCATION	DATES	TUITION
_____ Real Estate Sales (2 credits)	Montgomeryville	12/3 - 12/17/18	\$ 425.00
_____ Basic Appraisal Principles (2 credits)	Montgomeryville	1/7 - 1/28/19	\$ 425.00
_____ Real Estate Finance (2 credits)	Montgomeryville	2/4 - 2/18/19	\$ 425.00
_____ Property Management (2 credits)	Montgomeryville	2/25 - 3/11/19	\$ 425.00

TOTAL AMOUNT DUE _____

► *Payment required with application to reserve your seat:*

Check Enclosed - Made payable to *Schlicher-Kratz Institute*

Credit Card - (*Visa, M/C, Discover*) # _____ Exp. Date _____
Security Code (CVV) _____ Billing Address _____

► *Registration via:*

⇒ **PHONE:** (215) 855-1265;
office hours Monday-Friday, 8:30 am - 4:30 pm **OR**

⇒ **MAIL:**
Schlicher Kratz Institute,
515 Stump Road, Suite 220,
North Wales, PA 19454 **OR**

⇒ **FAX:** (215) 855-9332 **OR**

⇒ **EMAIL:** sk@learnrealestate.com

FREE CE:

*Pennsylvania Required CE Course provided at no additional cost when you complete a broker course in the 2018-2020 renewal period.

Ask us for details!

www.learnrealestate.com

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