

# BROKER COURSES

Offered in:

## MONTGOMERYVILLE

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



## Property Management

Mondays and Wednesdays,

**June 14, 19, 21, 26, 28**

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 11 of the 14 hours of Broker/Salesperson Continuing Education for the 5/31/2018 renewal date **IF** you were originally licensed before December 1, 2013.
  
- ◆ **TOPICS INCLUDE:**
  - Landlords and tenants rights
  - Leases
  - Qualifying prospective tenants
  - Rental applications
  - PA Landlord Tenant Act

### **FREE CE:**

Pennsylvania Required CE Course, *Rules & Regulations*, provided at no additional cost when you complete a broker course in the 2016-2018 renewal period.

*Ask us for details!*

[www.learnrealestate.com](http://www.learnrealestate.com) ◆ Phone (215) 855-1265



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## Real Estate Sales: Practices and Procedures

Monday and Wednesdays,  
**July 12, 17, 19**

Instructor: **John Becker**

- ◆ Time: 9:00 a.m. - 2:00 p.m.
- ◆ Tuition: \$220.00 (includes all materials)
- ◆ **APPROVED FOR:**
  - ⇒ **15 Hours, 1 credit** toward Real Estate Brokers License in the *Commission-developed* category #CR004895
  - ⇒ Completes 11 of the 14 hours\* of PA Broker/Salesperson Continuing Education for the 5/31/2018 renewal date **IF** you were originally licensed before December 1, 2015.
  - ⇒ For PA Salespersons wishing to obtain a New Jersey Salesperson license, this course satisfies the additional 15 hour pre-licensing education required by New Jersey.
- ◆ **TOPICS INCLUDE:**
  - Contracts
  - Agency
  - Disclosure

## Real Estate Brokerage & Office Management I

Mondays and Wednesdays,  
**July 31, August 2, 7,  
9, 14, 16**

Instructor: **John Becker**

- ◆ Time: 9:00 a.m. - 2:00 p.m.
- ◆ Tuition: \$425.00 (includes all materials)
- ◆ **APPROVED FOR:**
  - ⇒ 30 Hours, 2 Credits toward Real Estate Brokers License in the *Required* category #CR000315B
  - ⇒ Completes 11 of the 14\* hours of PA Broker/Salesperson Continuing Education for the 5/31/2018 renewal date **IF** you were originally licensed before December 1, 2015.
- ◆ **TOPICS INCLUDE:**
  - Planning & Organizing
  - Management Theories
  - Motivation
  - Recruiting & Training
  - Time Management
  - Advertising
  - Fair Housing

\* \* \* See **FREE CE** Offer on Page 1 to complete remaining Required CE Hours \* \* \*

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## CRS 210:



Building an Exceptional  
Customer Service  
Referral Business

Wednesday and Thursday,

**October 11 & 12**

CRS Certified Instructor: **Gee Dunsten**

- ◆ Time: 8:30 a.m. - 5:00 p.m.
- ◆ Tuition: \$299.00
- ◆ **APPROVED FOR:**
  - ⇒ 16 CRS Education course credits towards the CRS Designation
  - ⇒ 15 Hours, 1 credit toward Real Estate Brokers License in the *Elective* category #CR009197
  - ⇒ Completes 11 of the 14 hours of Broker/Salesperson Continuing Education for the 5/31/2018 renewal date **IF** you were originally licensed before December 1, 2015.
- ◆ **TOPICS INCLUDE:**
  - Benefits of a referral business
  - Discovering what the client wants
  - Prioritizing your database
  - Hints for written communication
  - Elements of extraordinary customer service
  - Establishing a new business relationship

\* \* \* See **FREE CE** Offer on Page 1 to complete remaining Required CE Hours \* \* \*

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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 after December 1, 2015, you need to complete 14 hours of "new licensee" continuing education for May 2018 renewal.**

► <i>Course:</i>	LOCATION	DATES	TUITION
_____ <b>Property Management</b> (2 credits)	Montgomeryville	6/14 - 6/28/17	\$ 425.00
_____ <b>RE Sales: Practices &amp; Procedures</b> (1 credit)	Montgomeryville	7/12 - 7/19/17	\$ 220.00
_____ <b>RE Brokerage &amp; Office Mgmt I</b> (2 credits)	Montgomeryville	7/31 - 8/16/17	\$ 425.00
_____ <b>CRS 210: Building an Exceptional Customer Service Referral Business</b> (1 credit)	Montgomeryville	10/11 & 10/12/17	\$ 299.00

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, Inc., 515 Stump Road, Suite 220, North Wales, PA 19454 **OR**

**FAX:** (215) 855-9332 **OR**

**EMAIL:** sk@learnrealestate.com

**[www.learnrealestate.com](http://www.learnrealestate.com)**

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