



**Phone (215) 855-1265**  
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offering . . .

***Salesperson Pre-Licensing Courses***

*Locations in:*

- **Montgomeryville** (Page 1)
- **Bensalem** (Page 2)
- **Philadelphia** (Page 2)
- **Reading** (Page 3)

**MONTGOMERYVILLE LOCATION**

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

**EVENING CLASS SCHEDULE:** *Monday and Wednesday Evenings*

Hours: 6:00 p.m. - 9:45 p.m.

September 6, 7*, 11, 13, 18, 20, 25, 27 <i>(* 9/7 is a Thursday)</i>	REAL ESTATE FUNDAMENTALS
October 2, 4, 9, 11, 16, 18, 23, 25	REAL ESTATE PRACTICE
October 30, November 1, 6, 8, 13, 15, 20, 21* <i>(* 11/21 is a Tuesday)</i>	REAL ESTATE FUNDAMENTALS
November 27, 29, December 4, 6, 11, 13, 18, 20	REAL ESTATE PRACTICE

**DAYTIME CLASS SCHEDULE:** *Tuesday and Thursday Mornings*

Hours: 9:00 a.m. - 12:45 p.m.

September 6 <sup>#</sup> , 7, 12, 14, 19, 21, 26, 28 <i>(<sup>#</sup> 9/6 is a Wednesday)</i>	REAL ESTATE PRACTICE
October 3, 5, 10, 12, 17, 19, 24, 26	REAL ESTATE FUNDAMENTALS
October 31, November 2, 7, 9, 14, 16, 20*, 21 <i>(* 11/20 is a Monday)</i>	REAL ESTATE PRACTICE
November 28, 30, December 5, 7, 12, 14, 19, 21	REAL ESTATE FUNDAMENTALS

**WEEKEND CLASS SCHEDULE:** *Saturdays and Sundays*

<b>Morning Session:</b> 8:00 a.m. - 1:00 p.m.	<b>Afternoon Session:</b> 1:00 p.m. - 6:00 p.m.
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September 9, 10, 16, 17, 23, 24	R.E. FUNDAMENTALS	R.E. PRACTICE
October 7, 8, 14, 15, 21, 22	R.E. PRACTICE	R.E. FUNDAMENTALS
November 4, 5, 11, 12, 18, 19	R.E. FUNDAMENTALS	R.E. PRACTICE
December 2, 3, 9, 10, 16, 17	R.E. PRACTICE	R.E. FUNDAMENTALS

**LICENSE REVIEW PREP COURSE** - *one night session from 6:00 pm - 9:45 pm:*

*Thursday, August 31; Thursday, September 28; Thursday, October 26; OR Tuesday, November 28*

# BENSALEM LOCATION

Greenwood Square Building 2, Suite 415  
3331 Street Road, Bensalem, PA 19020

<b>EVENING CLASS SCHEDULE:</b>	<i>Monday and Wednesday Evenings</i>
	Hours: 6:00 p.m. - 9:45 p.m.
September 6, 7*, 11, 13, 18, 20, 25, 27 <i>(* 9/7 is a Thursday)</i>	REAL ESTATE FUNDAMENTALS
October 2, 4, 9, 11, 16, 18, 23, 25	REAL ESTATE PRACTICE
October 30, November 1, 6, 8, 13, 15, 20, 21* <i>(* 11/21 is a Tuesday)</i>	REAL ESTATE FUNDAMENTALS
November 27, 29, December 4, 6, 11, 13, 18, 20	REAL ESTATE PRACTICE

<b>WEEKEND CLASS SCHEDULE:</b>	<i>Saturdays and Sundays</i>	
	<b>Morning Session:</b>	<b>Afternoon Session:</b>
	8:00 a.m. - 1:00 p.m.	1:00 p.m. - 6:00 p.m.
September 9, 10, 16, 17, 23, 24	R.E. FUNDAMENTALS	R.E. PRACTICE

# PHILADELPHIA LOCATION

Headquarters of The Greater Philadelphia Association of REALTORS®  
Penn Treaty Park Place, 1341 North Delaware Ave - Suite 200, Phila, PA 19125

<b>EVENING CLASS SCHEDULE:</b>	<i>Tuesday and Thursday Evenings</i>
	Hours: 6:00 p.m. - 9:45 p.m.
August 15, 17, 22, 24, 29, 31, September 5, 7	REAL ESTATE PRACTICE
September 14, 19, 21, 26, 28, October 3, 5, 10	REAL ESTATE FUNDAMENTALS
October 17, 19, 24, 26, *, November 2, 7, 9 <i>(*No class on 10/31)</i>	REAL ESTATE PRACTICE
November 16, 21, **, 28, 30, December 5, 7, 12, 14 <i>(**No class on 11/23)</i>	REAL ESTATE FUNDAMENTALS

<b>WEEKEND CLASS SCHEDULE:</b>	<i>Saturdays and Sundays</i>	
	<b>Morning Session:</b>	<b>Afternoon Session:</b>
	8:00 a.m. - 1:00 p.m.	1:00 p.m. - 6:00 p.m.
October 7, 8, 14, 15, 21, 22	R.E. FUNDAMENTALS	R.E. PRACTICE

*Schlicher-Kratz Institute*

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

# READING LOCATION

Reading-Berks Association of Realtors®  
Berkshire Corporate Campus, Suite 350  
2201 Ridgewood Road, Wyomissing, PA 19610

## **DAYTIME CLASS SCHEDULE:** *Tuesday and Thursday Mornings*

Hours: 9:00 a.m. - 12:45 p.m.

September 12, 14, 19, 21, 26, 28, October 3, 5	REAL ESTATE FUNDAMENTALS
October 10, 12, 17, 19, 24, 26, 31, November 2	REAL ESTATE PRACTICE
November 14, 16, 21, **, 28, 30, December 5, 7, 12 (*No class on 11/23)	REAL ESTATE FUNDAMENTALS
January 11, 16, 18, 23, 25, 30, February 1, 6	REAL ESTATE PRACTICE

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## **EVENING CLASS SCHEDULE:** *Tuesday and Thursday Evenings*

Hours: 6:00 p.m. - 9:45 p.m.

September 12, 14, 19, 21, 26, 28, October 3, 5	REAL ESTATE PRACTICE
October 10, 12, 17, 19, 24, 26, 31, November 2	REAL ESTATE FUNDAMENTALS
November 14, 16, 21, *, 28, 30, December 5, 7, 12 (*No class on 11/23)	REAL ESTATE PRACTICE
January 11, 16, 18, 23, 25, 30, February 1, 6	REAL ESTATE FUNDAMENTALS

*Schlicher-Kratz Institute*

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**Eligibility Requirements to Obtain a Pennsylvania Real Estate Salesperson License:**

- Be at least 18 years old
- Complete 4 educational credits (total of 60 hours) in real estate courses - our classes are entitled *Real Estate Fundamentals & Real Estate Practice*
- Successfully pass the state exam
- Submit to Real Estate Commission a Salesperson Initial License Application and a criminal background check.

**Course Completion Requirements:** Student must attend a minimum of 80% of the course time and pass our written exam. It is suggested that the student attend 100% of class time. Transcripts will be issued when student completes the course requirements.

**Refund Policy:** : No refund will be given for received books, tapes, CDs, other materials or the license review prep courses. Tuition for accredited courses will be refunded in full, if cancellation occurs prior to the first class. For students who withdraw prior to the start of the third class meeting, tuition will be refunded on a complete pro-rata basis. No refunds will be made after the start of the third class meeting.

**How to Register:**

- Pre-registration is required. Failure to pre-register may result in students being unable to attend class due to limited enrollment.
- Registration may be completed by phone, fax, or mail.
- Payment may be made by check, money order, cash, or credit card. We accept Visa, MasterCard, or Discover.
- After your registration has been processed, a confirmation and receipt letter will be e-mailed.

**APPLICATION (please print)**

**NAME:** First \_\_\_\_\_ Middle \_\_\_\_\_ Last \_\_\_\_\_

**ADDRESS** \_\_\_\_\_

**CITY** \_\_\_\_\_ **STATE** \_\_\_\_\_ **ZIP** \_\_\_\_\_

**EMAIL ADDRESS - Please print clearly** \_\_\_\_\_

**PRIMARY PHONE** \_\_\_\_\_ **ALTERNATE PHONE** \_\_\_\_\_

<u>COURSES</u>	<u>LOCATION</u>	<u>START DATE</u>	<u>TIME</u>	<u>COST</u>
____ Real Estate FUNDAMENTALS	_____	_____	AM or PM	\$195.00
____ Real Estate PRACTICE	_____	_____	AM or PM	\$195.00
____ Required Books and Materials:				\$ 80.00
Textbook: <i>Basic Principles of Real Estate</i> , 12th Edition				
Textbook: <i>The 16 Day Real Estate Math Book</i> , 9th Edition				
<i>The Vocabulary Words of Real Estate</i> (Choice of CD or Cassette)				
____ License Review Prep Course	_____	_____		\$100.00

**TOTAL AMOUNT DUE** \_\_\_\_\_

**\*\* Payment is Required with Registration. Please indicate your payment preference.\*\***

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

Credit Card - (*Visa, M/C, Discover*) # \_\_\_\_\_ Exp. Date \_\_\_\_\_

Security Code (CVV) \_\_\_\_\_ Billing Address \_\_\_\_\_

**Send Application and Payment:**

- ◆ **Mail:** Schlicher-Kratz Institute, 515 Stump Road - Suite #220, North Wales, PA 19454 **OR**
- ◆ **Email:** sk@learnrealestate.com **OR** ◆ **Fax:** (215) 855-9332 **OR**
- ◆ **REGISTER BY PHONE:** (215) 855-1265; office hours Monday-Friday, 8:30 am - 4:30 pm

<p><b><i>Schlicher-Kratz Institute - www.learnrealestate.com</i></b></p> <p><b><i>Phone (215) 855-1265 ◆ Fax (215) 855-9332</i></b></p>
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