



PA Salesperson Pre-Licensing Courses

Trust the Schlicher-Kratz Advantage

- Independent Provider of Real Estate Education since 1975
- Quality education with professional instructors
- Unparalleled repeat policy
- Knowledgeable and friendly customer service
- Complete your Real Estate Education in just 4 weekends or 8 weeks!

Required Courses

Real Estate Fundamentals - 30 hours

Real Estate Practice - 45 hours

Optional Course

License Review Prep Course (Page 6)



Courses offered in

- ◆ Montgomeryville (Page 2)
- ◆ Bensalem (Page 3)
- ◆ Philadelphia (Page 4)
- ◆ Reading (Page 5)

Schlicher-Kratz Institute

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

MONTGOMERYVILLE LOCATION

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

EVENING CLASSES

Real Estate Fundamentals (30 hours) - *Monday and Wednesday*

Real Estate Practice (45 hours) - *Monday, Tuesday and Wednesday*

September 4*, 5, 10, 12, 17, 19, 24, 26 (* 9/4 is a Tuesday)	FUNDAMENTALS	6:00 pm - 9:45 pm
October 1, 2, 3, 8, 9, 10, 15, 16, 17, 22, 23, 24	PRACTICE	6:00 pm - 9:45 pm
October 29, 31, November 5, 7, 12, 14, 19, 20* (* 11/20 is a Tuesday)	FUNDAMENTALS	6:00 pm - 9:45 pm

DAYTIME CLASSES - *Tuesdays and Thursdays*

September 4, 6, 11, 13, 18, 20, 25, 27	PRACTICE	9:00 am - 2:40 pm
October 2, 4, 9, 11, 16, 18, 23, 25	FUNDAMENTALS	9:00 am - 12:45 pm
October 30, November 1, 6, 8, 13, 15, 19*, 20 (* 11/19 is a Monday)	PRACTICE	9:00 am - 2:40 pm

WEEKEND CLASSES - *Saturdays and Sundays*

September 8, 9, 15, 16, 22, 23, 29, 30	FUNDAMENTALS	8:00 am - 11:45 am
	PRACTICE	12:15 pm - 6:00 pm
October 13, 14, 20, 21, 27, 28, November 3, 4	PRACTICE	8:00 am - 1:45 pm
	FUNDAMENTALS	2:15 pm - 6:00 pm
November 10, 11, 17, 18, *, December 1, 2, 8, 9 (* no class on 11/24 & 11/25)	FUNDAMENTALS	8:00 am - 11:45 am
	PRACTICE	12:15 pm - 6:00 pm



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BENSALEM LOCATION

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

EVENING CLASSES

Real Estate Fundamentals (30 hours) - *Monday and Wednesday*

Real Estate Practice (45 hours) - *Monday, Tuesday and Wednesday*

September 4*, 5, 10, 12, 17, 19, 24, 26 (* 9/4 is a Tuesday)	FUNDAMENTALS	6:00 pm - 9:45 pm
October 1, 2, 3, 8, 9, 10, 15, 16, 17, 22, 23, 24	PRACTICE	6:00 pm - 9:45 pm
October 29, 31, November 5, 7, 12, 14, 19, 20* (* 11/20 is a Tuesday)	FUNDAMENTALS	6:00 pm - 9:45 pm

WEEKEND CLASSES - *Saturdays and Sundays*

September 8, 9, 15, 16, 22, 23, 29, 30	FUNDAMENTALS	8:00 am - 11:45 am
	PRACTICE	12:15 pm - 6:00 pm
November 10, 11, 17, 18, *, December 1, 2, 8, 9 (* no class on 11/24 & 11/25)	FUNDAMENTALS	8:00 am - 11:45 am
	PRACTICE	12:15 pm - 6:00 pm



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PHILADELPHIA LOCATION

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

EVENING CLASSES

Real Estate Fundamentals (30 hours) - *Tuesday and Thursday*

Real Estate Practice (45 hours) - *Tuesday, Wednesday and Thursday*

September 11, 13, 18, 20, 25, 27, October 2, 4	FUNDAMENTALS	6:00 pm - 9:45 pm
October 9, 10, 11, 16, 17, 18, 23, 24, 25, 30, 31, November 1	PRACTICE	6:00 pm - 9:45 pm
November 8, 13, 15, 20, 27, 29, December 4, 6	FUNDAMENTALS	6:00 pm - 9:45 pm

WEEKEND CLASSES - *Saturdays and Sundays*

October 13, 14, 20, 21, 27, 28, November 3, 4	FUNDAMENTALS	8:00 am - 11:45 am
	PRACTICE	12:15 pm - 6:00 pm



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READING LOCATION

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

DAYTIME CLASSES: *Tuesdays and Thursdays*

September 13, 18, 20, 25, 27, October 2, 4, 9	FUNDAMENTALS	9:00 am - 12:45 pm
October 11, 16, 18, *, 25, 30, November 1, 6, 8 (*no class on 10/23)	PRACTICE	9:00 am - 2:40 pm
November 15, 20, 27, 29, December 4, 6, 11, 13	FUNDAMENTALS	9:00 am - 12:45 pm

EVENING CLASSES

Real Estate Fundamentals (30 hours) - *Tuesday and Thursday*

Real Estate Practice (45 hours) - *Tuesday, Wednesday and Thursday*

September 13, 18, 19, 20, 25, 26, 27, October 2, 3, 4, 9, 10	PRACTICE	6:00 pm - 9:45 pm
October 11, 16, 18, *, 25, 30, November 1, 6, 8 (*no class on 10/23)	FUNDAMENTALS	6:00 pm - 9:45 pm
November 15, 19*, 20, 27, 28, 29, December 4, 5, 6, 11, 12, 13 (** 11/19 is a Monday)	PRACTICE	6:00 pm - 9:45 pm



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License Review Prep Course

Why Take Chances? Prepare yourself for the challenge of the Real Estate Examination

In this course you will:

- ◆ Receive our exclusive 400+ page *Pennsylvania Real Estate Exam Preparation Manual*, containing important exam information, PA Real Estate Rules and Regulations, and more than 100 pages of sample exam questions, answers and explanations of answers.
- ◆ Prepare for the Salesperson or Broker Test
- ◆ Receive our Comprehensive 10 Day Study Plan
- ◆ Reduce stress and anxiety through directed preparation
- ◆ Develop math skills
- ◆ Identify individual weaknesses in your Real Estate knowledge
- ◆ Review and analyze State Licensing Act and Rules and Regulations

Available Dates:

Thursday, August 2
Thursday, August 30
Thursday, October 4
Tuesday, November 6
Thursday, November 29

Location: Montgomeryville

515 Stump Road, Suite 220
North Wales, PA 19454

Time: 6:00 pm - 9:45 pm

Tuition: \$100.00 (includes book)

If you wish to purchase the Prep Book without taking this course, the fee is \$45.00. We cannot guarantee that everyone will pass the State Exam. However, if for any reason you fail the exam after taking our



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Eligibility Requirements to Obtain a Pennsylvania Real Estate Salesperson License:

- Be at least 18 years old
- Complete 75 hours of real estate education: *Real Estate Fundamentals (30 hours) & Real Estate Practice (45 hours)*
- Successfully pass the state exam
- Apply for a salesperson license with the PA Real Estate Commission and include 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 course. 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	_____	_____	_____	\$195.00
____ Real Estate PRACTICE	_____	_____	_____	\$270.00
____ 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> , 10th Edition				
<i>The Vocabulary Words of Real Estate</i> (Choice of CD or Cassette)				
____ License Review Prep Course	<u>Montgomeryville</u>	_____		\$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 _____

Register via:

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

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