

CE Locations:

BENSALEM

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

MONTGOMERYVILLE

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

NEW HOPE

Eagle Fire Company
46 North Sungan Road
New Hope, PA 18938

PHILADELPHIA

Headquarters of The Greater
Phila Assoc of Realtors®
Penn Treaty Park Place Ste 200
1341 N. Delaware Avenue
Philadelphia, PA 19125

QUAKERTOWN

Melody Lakes - Meeting Room
1045 N. West End Blvd.
Quakertown, PA 18951

SOUTH PHILADELPHIA

Galdo's Caterers
1933 W. Moyamensing Ave
Philadelphia, PA 19145

READING

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



Broker/Salesperson CONTINUING EDUCATION

You must complete a total of 14 hours of continuing education
by 5/31/2018 to renew your license.

- If you were originally licensed before December 1, 2015, you must complete the PA Rules & Regulations course as part of your 14 hours of CE education.
- If you were originally licensed after December 1, 2015, (real estate license number between RS332326 and RS341720), you must complete 14 hours of "new licensee" CE: the General Module and the Residential Module.

◆ 7 HOUR CE COURSES

- ⇒ Forms and Agency
- ⇒ Stucco and Mold: What You Need to Know
- ⇒ Residential Property Management
- ⇒ Listing and Selling Residential Investment Property
- ⇒ General Module: *The Big Picture**
- ⇒ Residential Module: *Gaining Insight of the Residential Market**

◆ 3.5 HOUR CE COURSES

- ⇒ PA Rules and Regulations (*The Required Course*)
- ⇒ Ethics and Etiquette (*Required by your Association of REALTORS®*)
- ⇒ Commercial Real Estate Brokerage
- ⇒ Multiple Offers

◆ 15 HOUR BROKER COURSEs - see page 8

- ⇒ American Houses

◆ ONLINE CE COURSES - see page 9 for details

**Denotes REQUIRED Class for New Licensees/Approved for ALL Licensees*

Schlicher-Kratz Institute

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

CE Locations:



7 HOUR CE COURSES

These courses will **not** count as CE for "New Licensees".

Forms and Agency

Time: 9 am—5 pm

Enhance understanding of available forms for real estate situations commonly encountered in residential real estate. Discuss agency duties and concepts as they relate to consumers: when, how and why to use certain forms. PA Approval #RECE003059

<u>Location</u>	<u>Dates Available</u>	<u>Instructor</u>	<u>Tuition</u>
South Philadelphia	Wednesday, April 11	Petrone-Shook	\$ 86.00* <i>(*Tuition includes Lunch*)</i>
Montgomeryville	Monday, April 16	Cassel	\$ 70.00

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Stucco and Mold: What You Need to Know

Instructor: **Rob Lunny**

Time: 9 am—5 pm

- ⇒ *Stucco clad homes:* how exterior stucco systems work, what goes wrong with these systems, understanding the inspection process and stucco report
- ⇒ *Mold:* understanding the impact of different molds, process for mold evaluations, importance of proper remediation procedures, care and maintenance after remediation PA Approval #RECE003937

<u>Location</u>	<u>Dates Available</u>	<u>Tuition</u>
Montgomeryville	Saturday, April 28	\$ 70.00
Montgomeryville	Wednesday, May 16	\$ 70.00

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7 HOUR CE COURSES

*These courses will **not** count as CE for "New Licensees".*

Residential Property Management

Instructor: **Dennis Cline**

Time: 9 am—5 pm

Tuition: \$70.00

⇒ Course topics include assessment of rental values, marketing, drafting of the lease, qualifying tenants, removal of tenant problems, maintenance and repair, Pennsylvania Landlord Tenant Law and more *PA Approval #RECE004420*

Location

Montgomeryville

Dates Available

Wednesday, May 2

Listing and Selling

Residential Investment Property

Instructor: **Dennis Cline**

Time: 9 am—5 pm

Tuition: \$70.00

⇒ Understand how investment property is evaluated by the consumer. Discuss important points for the proper evaluation of investment, how appraisers and lenders look at the property and review necessary related disclosures. *PA Approval #RECE004425*

Location

**Reading
Montgomeryville**

Dates Available

**Friday, April 13
Monday, April 23**

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7 HOUR CONTINUING EDUCATION COURSES

➤ Satisfy the PA Real Estate Commission requirement for a Rules and Regulations course for all licensees.

➤ Complete the 14 hours of training required for New Licensees.

General Module

⇒ *"The Big Picture"*: TOPICS INCLUDE: Duties of Licensees, Closing Costs, Agreement of Sale, Addenda and Special Clauses, Title Reports, Zoning, Agency Relationships and Representation Agreements *PA Approval #RECE001684*

Time: 9 am—5 pm

<u>Location</u>	<u>Dates Available</u>	<u>Instructor</u>	<u>Tuition</u>
Bensalem	Thursday, April 5	Mulhern	\$ 70.00
Reading	Friday, April 6	Kehres	\$ 70.00
Montgomeryville	Friday, April 13	Mulhern	\$ 70.00
Philadelphia	Monday, April 23	Petrone-Shook	\$ 70.00
Bensalem	Wednesday, April 25	Mulhern	\$ 70.00
Reading	Friday, April 27	Kehres	\$ 70.00
Montgomeryville	Friday, May 4	Cline	\$ 70.00
Philadelphia	Friday, May 11	Petrone-Shook	\$ 70.00
Montgomeryville	Saturday, May 19	Cline	\$ 70.00
Montgomeryville	Tuesday, May 22	Cline	\$ 70.00

Residential Module

⇒ *"Gaining Insight of the Residential Market"*-TOPICS INCLUDE: Environmental Issues, Types of Construction, Land Development, Home Inspections and Home Warranties, Mortgage Information, and Fair Housing *PA Approval #RECE001685*

Time: 9 am—5 pm

Tuition includes Lunch

<u>Location</u>	<u>Dates Available</u>	<u>Instructor</u>	<u>Tuition</u>
Philadelphia	Monday, March 19	Petrone-Shook	\$ 70.00
Montgomeryville	Tuesday, March 20	Cline	\$ 70.00
New Hope	Tuesday, April 3	Mulhern	\$ 70.00
Reading	Wednesdays, April 4 and[#] 11	Kehres	\$ 70.00
	<small>#Class time: 5:30 pm - 9:00 pm; must attend both dates#</small>		
Quakertown	Thursdays, April 5 and[^] 12	Becker	\$ 70.00
	<small>^Class time: 6:00 pm - 9:30 pm; must attend both dates^</small>		
Montgomeryville	Friday, April 6	Petrone-Shook	\$ 70.00
Bensalem	Tuesday, April 10	Mulhern	\$ 70.00
Montgomeryville	Thursday, April 12	Cline	\$ 70.00
Philadelphia	Monday, April 30	Petrone-Shook	\$ 70.00
Bensalem	Thursday, May 3	Mulhern	\$ 70.00
Reading	Friday, May 4	Kehres	\$ 70.00
Montgomeryville	Saturday, May 12	Cline	\$ 70.00
Montgomeryville	Tuesday, May 15	Mulhern	\$ 70.00
Philadelphia	Friday, May 18	Petrone-Shook	\$ 70.00

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PHONE (215) 855-1265



3.5 HOUR CONTINUING EDUCATION COURSES

Attend both AM and PM sessions and earn 7 hours in one day!

Tuition: \$70 to attend both classes on the same day OR
\$40 per individual class (except where noted*)

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PA Rules and Regulations

AM Session: 9 am—12:30 pm

- ⇒ Course topics include new licensing law, prohibited acts of real estate, requirements of licensees, real estate office procedures, Internet advertising *PA Approval #RECE004043*
- ⇒ *The "required" course* for all real estate licensees who were licensed before 12/1/2015 (You may substitute the General or Residential Module to satisfy this requirement.). Courses on this page will **not** count as CE for "New Licensees".

Ethics and Etiquette

PM Session: 1 pm—4:30 pm

- ⇒ Provides a practical look at ethics issues that are commonplace in the market. Review recent changes in the Code of Ethics and discuss how changing market conditions present decisions requiring "etiquette" *PA Approval #RECE001623*
- ⇒ Satisfies NAR biennial ethics training requirement due by 12/31/18

<u>Location</u>	<u>Dates Available</u>	<u>Instructor</u>	<u>Tuition</u>
Philadelphia	Friday, March 16	Petrone-Shook	\$ 70.00
New Hope	Tuesday, March 27	Mulhern	\$ 70.00
Bensalem	Thursday, March 29	Mulhern	\$ 70.00
Montgomeryville	Monday, April 2	Mulhern	\$ 70.00
South Philadelphia	Wednesday, April 4	Petrone-Shook	\$ 86.00*
Bensalem	Wednesday, April 18	Mulhern	\$ 70.00
Montgomeryville	Friday, April 20	Mulhern	\$ 70.00
Reading	Friday, April 20	Kehres	\$ 70.00
Montgomeryville	Saturday, May 5	Mulhern	\$ 70.00
Philadelphia	Monday, May 7	Petrone-Shook	\$ 70.00
Bensalem	Wednesday, May 9	Mulhern	\$ 70.00
Montgomeryville	Friday, May 11	Mulhern	\$ 70.00
Reading	Monday, May 14	Kehres	\$ 70.00
Philadelphia	Thursday, May 24	Petrone-Shook	\$ 70.00

Must attend all day, tuition includes Lunch

Schlicher Kratz Institute - www.learnrealestate.com

PHONE (215) 855-1265



CONTINUING EDUCATION 3.5 HOUR COURSES

Class to be held in:
MONTGOMERYVILLE
The Village Center, Suite 220
515 Stump Road, North Wales, PA 19454

Attend both AM and PM sessions and earn 7 hours in one day!

Tuition: \$40 per class OR \$70 to attend both classes on the same day

Commercial Real Estate Brokerage

Wednesday, **April 25**

Instructor: **Greg Emmons, Esq.**
Time: 9 am—12:30 pm

COURSE DESCRIPTION:

New case law developments making Tax Assessment Appeal a must for property owners to consider; How to make a Letter of Intent work for you and your customers; Collecting your commissions; Q & A at the end of each session with the presenters. *PA Approval #RECE004402*

APPROVALS:

- ⇒ Completes 3.5 hours of Pennsylvania Broker/Salesperson Continuing Education for the 5/31/2018 renewal date IF you were originally licensed before 12/1/15.
- ⇒ Attorney CLE for 3 credits - pending approval

Multiple Offers

Wednesday, **April 25**

Instructor: **Matt Mittman**
Time: 1 pm - 4:30 pm

COURSE DESCRIPTION:

Gain a better understanding of the multiple offer process. Discover insight into the tools available that will help agents better prepare and communicate with their clients to achieve the best possible outcome. Review additional forms used for multiple offers. *PA Approval #RECE004452*

APPROVALS:

- ⇒ Completes 3.5 hours of Pennsylvania Broker/Salesperson Continuing Education for the 5/31/2018 renewal date IF you were originally licensed before 12/1/15.

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CONTINUING EDUCATION: 15 HOUR BROKER COURSES

FREE CE: Pennsylvania Required CE Course, *Rules and Regulations*, provided at no additional cost when you complete a broker course in the 2016-2018 renewal period. Ask for details!

American Houses

Wednesdays,
April 11 & 18

Instructor: **Robert Heiserman**

- ◆ Time: 9:00 a.m. - 5:30 p.m.
- ◆ Location: Montgomeryville
- ◆ Tuition: \$220.00 (includes all materials)
- ◆ **APPROVED FOR:**
 - ⇒ **15 Hours, 1 credit** toward Real Estate Brokers License in the *Elective* category #CR002903
 - ⇒ 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:**
 - Historic Preservation: Benefits & Restrictions
 - Local Ordinances
 - Architectural Basics & Styles
 - Financial Incentives
 - Pennsylvania Programs
 - How To Value These Special Properties

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Online Continuing Education for Real Estate Licensees

Complete your 14 hours of CE online with these convenient options:

Licensed *before* 12/1/2015?...

➤ **PA Renewal Package 1 or 3**

\$134 includes:

PA Rules and Regulations - required by the PA Real Estate Commission
NAR: May the Code be with You - course required by your Association of Realtors®
Additional electives to complete 14 hours

Licensed *after* 12/1/2015?...

➤ **PA Renewal Package 2 - First Time Renewal**

\$134 includes:

Two courses required by the Commission the first time you renew your license: *PA General Module* and *PA Residential Module*

Licensed in PA *and* NJ?...

➤ **PA/NJ Renewal Package**

\$149 includes:

The courses in this package satisfy the continuing education requirements for **both** the Pennsylvania renewal due in May 2018 and the New Jersey renewal due in June 2019.

Looking for just a few CE hours? Individual courses may also be purchased.



Access the courses at:

Learnrealestate.com/real-estate/online

Learnrealestate.com

Phone (215) 855-1265

Schlicher-Kratz Institute CONTINUING EDUCATION APPLICATION

► Please Print:

NAME: First _____ Middle _____ Last _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

EMAIL ADDRESS _____

PRIMARY PHONE _____ ALTERNATE PHONE _____

*PA Real Estate License # _____ - _____ - _____ NJ Real Estate License # _____

*SPECIAL NOTE for PA New Licensees: If you were originally licensed after December 1, 2015, (which means your real estate license number is higher than RS332326), you need to complete 14 hours of "New Licensee" continuing education for the May 2018 renewal. General Module and Residential Module will satisfy this requirement.

<u>CE Courses:</u>	<u>LOCATION</u>	<u>DATE</u>	<u>TUITION</u>
<u>7 Hour CE Courses:</u>			
<input type="checkbox"/> Forms and Agency (7 hrs)	_____	_____	_____
<input type="checkbox"/> Stucco & Mold: What You Need to Know (7 hrs)	_____	_____	\$ 70.00
<input type="checkbox"/> Residential Property Management (7 hrs)	_____	_____	\$ 70.00
<input type="checkbox"/> Listing & Selling Residential Investment Property (7 hrs)	_____	_____	\$ 70.00
<input type="checkbox"/> General Module (7 hrs)	_____	_____	\$ 70.00
<input type="checkbox"/> Residential Module (7 hrs)	_____	_____	_____
<u>3.5 Hour CE Courses:</u>			
<input type="checkbox"/> PA Rules & Regulations (3.5 hrs)	_____	_____	_____
<input type="checkbox"/> Ethics & Etiquette (3.5 hrs)	_____	_____	_____
<input type="checkbox"/> Commercial RE Brokerage (3.5 hrs)	Montgomeryville	4/25/2018	_____
<input type="checkbox"/> Multiple Offers (3.5 hrs)	Montgomeryville	4/25/2018	_____
<u>15 Hour Broker Courses</u> (1 Broker credit):			
<input type="checkbox"/> American Houses	Montgomeryville	4/11 & 4/18/18	\$220.00

TOTAL AMOUNT DUE _____

► Payment required with registration. Credit cards are processed on the day of registration.

- 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**

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

EMAIL: sk@learnrealestate.com **OR**

FAX: (215) 855-9332

- ◆ PA Real Estate Commission requires Photo ID at Sign-In.
- ◆ Continuing Education course registration is confirmed by email.
- ◆ ATTENDANCE: **To adhere to Real Estate Commission regulations, you MUST be on time or you may be denied admittance to the class.** Students are required to attend all class time/sessions.

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