

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

PHILADELPHIA

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

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, (your real estate license number is greater than RS332326), you must complete 14 hours of "new licensee" CE: the General Module and the Residential Module.*

◆ **7 HOUR CE COURSES**

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

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

◆ **3.5 HOUR CE COURSES**

- ⇒ PA Rules and Regulations (*The Required Course*)
- ⇒ Ethics and Etiquette (*Required by your Association of REALTORS®*)

◆ **15 HOUR BROKER COURSE**

- ⇒ Real Estate Sales: Practices and Procedures

◆ **ONLINE CE COURSES** - see page 6 for details

Schlicher Kratz Institute - www.learnrealestate.com
PHONE (215) 855-1265

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**Broker/Salesperson
CONTINUING EDUCATION**

7 HOUR CE COURSES

Each course completes 7.0 hours of Broker/Salesperson Continuing Education for Pennsylvania for the 5/31/2018 renewal date **IF** you were originally licensed before December 1, 2015. These courses will **not** count as CE for "New Licensees".

Residential Property Management

Instructor: **Dennis Cline**

Time: 9 am—5 pm

⇒ 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

<u>Location</u>	<u>Dates Available</u>	<u>Tuition</u>
Montgomeryville	Monday, January 22	\$70.00
Bensalem	Wednesday, January 31	\$70.00

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>
Bensalem	Thursday, February 1	\$70.00
Montgomeryville	Friday, February 9	\$70.00

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Broker/Salesperson CONTINUING EDUCATION

7 HOUR CE COURSES

Each course completes 7.0 hours of Broker/Salesperson Continuing Education for Pennsylvania for the 5/31/2018 renewal date.

These courses also:

➤ 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>
Montgomeryville	Wednesday, January 10	Cline	\$70.00
Bensalem	Friday, January 12	Cline	\$70.00
Reading	Monday, January 15	Kehres	\$70.00
Philadelphia	Tuesday, January 16	Petrone-Shook	\$70.00

Residential Module

"Gaining Insight of the Residential Market"



⇒ TOPICS INCLUDE: Uniform Construction Code and Zoning, 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

<u>Location</u>	<u>Dates Available</u>	<u>Instructor</u>	<u>Tuition</u>
Montgomeryville	Wednesday, January 17	Cline	\$70.00
Bensalem	Friday, January 19	Cline	\$70.00
Philadelphia	Tuesday, January 23	Petrone-Shook	\$70.00
Reading	Friday, February 9	Kehres	\$70.00

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**Broker/Salesperson
CONTINUING EDUCATION**

3.5 HOUR CE COURSES

Each course completes 3.5 hours of Broker/Salesperson Continuing Education for Pennsylvania for the 5/31/2018 renewal date **IF** you were originally licensed before December 1, 2015. These courses will **not** count as CE for "New Licensees".

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

PA Rules and Regulations

The "Required" Course

- ⇒ Course topics include new licensing law, prohibited acts of real estate, requirements of licensees, real estate office procedures, Internet advertising *PA Approval #RECE004043*
- ⇒ Required for all real estate licensees who were licensed before 12/1/2015 (You may substitute the General or Residential Module to satisfy this requirement.)

Time: 9 am—12:30 pm

<u>Location</u>	<u>Dates Available</u>	<u>Instructor</u>
Philadelphia	Tuesday, January 9	Petrone-Shook
Montgomeryville	Friday, January 12	Petrone-Shook
Reading	Wednesday, February 7	Kehres
Bensalem	Thursday, February 8	Petrone-Shook
Reading	Friday, February 16	Kehres

Ethics and Etiquette

- ⇒ 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

Time: 1 pm—4:30 pm

<u>Location</u>	<u>Dates Available</u>	<u>Instructor</u>
Philadelphia	Tuesday, January 9	Petrone-Shook
Montgomeryville	Friday, January 12	Petrone-Shook
Reading	Wednesday, February 7	Kehres
Bensalem	Thursday, February 8	Petrone-Shook
Reading	Friday, February 16	Kehres

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PHONE (215) 855-1265

Broker/Salesperson **CONTINUING EDUCATION**

15 HOUR BROKER COURSE

*This 15 Hour Broker Course will satisfy 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. You will also earn one credit towards your Broker License. Broker credits are valid for 10 years.*



Real Estate Sales: Practices and Procedures

Mondays,
January 8 & 15

Instructor: **William Mulhern**

- ◆ Time: 9:00 a.m. - 5:00 p.m.
- ◆ Tuition: \$220.00 (includes all materials)
- ◆ **APPROVED FOR:**
 - ⇒ 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.
 - ⇒ **15 Hours, 1 credit** toward Real Estate Brokers License in the *Commission-developed* category #CR004895
 - ⇒ 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

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!

Schlicher Kratz Institute

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



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.

► CE Courses:

LOCATION DATE TUITION

7 Hour CE Courses:

- | | | | |
|---|-------|-------|---------|
| <input type="checkbox"/> Residential Property Management (7 hrs) | _____ | _____ | \$70.00 |
| <input type="checkbox"/> Stucco & Mold: What You Need to Know (7 hrs) | _____ | _____ | \$70.00 |
| <input type="checkbox"/> General Module (7 hrs) | _____ | _____ | \$70.00 |
| <input type="checkbox"/> Residential Module (7 hrs) | _____ | _____ | \$70.00 |

3.5 Hour CE Courses:

- | | | | |
|---|-------|-------|---------|
| <input type="checkbox"/> PA Rules & Regulations - AM only (3.5 hrs) | _____ | _____ | \$40.00 |
| <input type="checkbox"/> Ethics & Etiquette - PM only (3.5 hrs) | _____ | _____ | \$40.00 |
| <input type="checkbox"/> Attend both AM & PM above (7.0 hrs total) | _____ | _____ | \$70.00 |

15 Hour Broker Course (1 Broker credit):

- | | | | |
|---|-----------------|------------------------|----------|
| <input type="checkbox"/> RE Sales: Practices & Procedures | Montgomeryville | 1/8 <u>and</u> 1/15/18 | \$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 _____

► Send application via:

MAIL: Schlicher Kratz Institute, Inc., 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

- ◆ PA Real Estate Commission requires Photo ID at Sign-In.
- ◆ Continuing Education course registration is confirmed by email.
- ◆ Transcripts are issued at the end of Continuing Education classes.
- ◆ 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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