



3.5 HOUR CE COURSES

BROKER/SALESPERSON CONTINUING EDUCATION

These classes offered in:

MONTGOMERYVILLE

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

Instructor: **Heather Petrone-Shook**

READING

Reading-Berks Association of Realtors®
Berkshire Commons, Suite 350
2201 Ridgewood Road, Reading, PA 19605

Instructor: **Sharon Kehres**

PA Rules and Regulations

Montgomeryville: Wednesday, **November 8**

OR

Reading: Friday, **November 10**

Time: 9:00 am - 12:30 pm

Tuition: \$40.00 (\$75 to attend both AM & PM)

Course Description:

Course topics include new licensing law, prohibited acts of real estate, requirements of licensees, real estate office procedures, Internet advertising.

Approvals:

- ◆ This course is **required** for all real estate licensees licensed before 12/1/2015.
- ◆ Completes 3.5 hours for the Pennsylvania 5/31/2018 renewal. This course does **not** count as CE for "New Licensees". PA Approval# RECE004043

Ethics and Etiquette

Montgomeryville: Wednesday, **November 8**

OR

Reading: Friday, **November 10**

Time: 1:00 pm - 4:30 pm

Tuition: \$40.00 (\$75 to attend both AM & PM)

Course Description:

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."

Approvals:

- ◆ This class satisfies NAR biennial ethics training requirement due by 12/31/2018.
- ◆ This course completes 3.5 hours of the Pennsylvania 5/31/2018 renewal date **IF** you were originally licensed **before** 12/1/2015. This course does **not** count as CE for "New

Schlicher Kratz Institute

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



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MILITARY MORTGAGE BOOTCAMP

Presenting a VA Offer

Tuesday, December 5

Time: 9:00 am - 12:30 pm

Tuition: \$40.00



Instructor: Paul Carson

Guest Speaker: Jay McMaken, Military Bootcamp Founder

- ◆ Learn the skills to overcome seller objections to VA offers by “myth-busting” stereotypes with hard facts and figures that give veterans a competitive advantage in multiple offer situations. PA Approval #RECE004220
- ◆ VA Loans allow veterans to buy a home without a down payment and have more favorable financing terms than any other loan product.

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7 HOUR CE COURSE

BROKER/SALESPERSON CONTINUING EDUCATION



Offered in:

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515 Stump Road
North Wales, PA 19454

Stucco and Mold: What You Need to Know

Wednesday, **December 13**

Instructor: **Rob Lunny**

Time: 9:00 am - 5:00 pm

Tuition: \$75.00

Topics include:

- ◆ *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.

Approvals:

- ◆ This course completes 7 hours of the Pennsylvania 5/31/2018 renewal date **IF** you were originally licensed before 12/1/2015. This course does **not** count as CE for "New Licensees". PA Approval# RECE003937

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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 courses will satisfy this requirement.

► *CE Courses:*

	<u>LOCATION</u>	<u>DATE</u>	<u>TUITION</u>
<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)	_____	_____	\$ 75.00
<input type="checkbox"/> RBAR Realtor® Essentials:			
<input type="checkbox"/> General Module (7 hrs)	Reading	10/9, 10/16 & 10/30	\$ 75.00
<input type="checkbox"/> Presenting a VA Offer (3.5 hrs)	Montgomeryville	12/5/17	\$ 40.00
<input type="checkbox"/> Stucco and Mold (7.0 hrs)	Montgomeryville	12/13/17	\$ 75.00

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 _____

► *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.
- ◆ 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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