

Modular 75 Hour NYS Salesperson Qualifying Program

Location: 2304 Wehrle Drive Williamsville NY 14221

+Program Options+

Basic \$475 – Includes all basic materials necessary.
Premium \$525 – Includes everything above, Android Tablet & discounts on CE
Professional \$550 – Incl. everything above and **SIGNIFICANT** discounts on CE.

Missed sessions can be made up at subsequent sessions of future offerings at no extra charge.



Receive an Android Tablet when you upgrade to the Premium or Professional Package!

Mail payments to: WNY School of RE
2304 Wehrle Dr. Williamsville NY 14221

30 Hr. GAP course:
Session "I thru N" \$249
grants 19.5 hrs of NYS CE

Modular means that if you start with **Session D** you'll finish in the next series with **Session C** (every night's a different topic so it's okay!)

Session	Date	Topic	Time / Day or Evening
A	Nov 13	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Nov 14	Law of Agency	5:30 – 10:45pm / Wed. evening
C	Nov 20	Law of Agency & Legal Issues	5:30 – 10:45pm / Tues. evening
D	Nov 27	Legal Issues	5:30 – 10:45pm / Tues. evening
E	Nov 28	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Wed. evening
F	Nov 29	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Thurs evening
G	Dec 4	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Tues evening
H	Dec 5	Construction, Environmental & Valuation	5:30 – 10:45pm / Wed. evening
I	Dec 6	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Thurs. evening
J	Dec 11	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Tues. evening
K	Dec 12	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Wed. evening
L	Dec 13	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Thurs. evening
M	Dec 18	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Tues. evening
N	Dec 19	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Wed. evening

2019 SCHEDULE

A	Jan 8	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Jan 9	Law of Agency	5:30 – 10:45pm / Wed. evening
C	Jan 15	Law of Agency & Legal Issues	5:30 – 10:45pm / Tues. evening
D	Jan 16	Legal Issues	5:30 – 10:45pm / Wed. evening
E	Jan 22	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Tues. evening
F	Jan 23	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Wed. evening
G	Jan 29	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Tues. evening
H	Jan 30	Construction, Environmental & Valuation	5:30 – 10:45pm / Wed. evening
J	Feb 5	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
K	Feb 6	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
L	Feb 12	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Tues. evening
M	Feb 13	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Wed. evening
N	Feb 19	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Tues. evening
N	Feb 20	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Wed. evening
A	Feb 26	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Feb 27	Law of Agency	5:30 – 10:45pm / Wed. evening
C	Mar 5	Law of Agency & Legal Issues	5:30 – 10:45pm / Tues. evening
D	Mar 6	Legal Issues	5:30 – 10:45pm / Wed. evening
E	Mar 12	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Tues. evening
F	Mar 13	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Wed. evening
G	Mar 19	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Tues. evening
H	Mar 20	Construction, Environmental & Valuation	5:30 – 10:45pm / Wed. evening
I	Mar 26	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
J	Mar 27	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
K	Apr 2	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Tues. evening
L	Apr 3	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Wed. evening
M	Apr 9	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Tues. evening
N	Apr 10	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Wed. evening
A	Apr 17	License Law & Law of Agency	5:30 – 10:45pm / Wed. evening
B	Apr 23	Law of Agency	5:30 – 10:45pm / Tues. evening
C	Apr 24	Law of Agency & Legal Issues	5:30 – 10:45pm / Wed. evening
D	Apr 30	Legal Issues	5:30 – 10:45pm / Tues. evening
E	May 1	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Wed. evening
F	May 7	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Tues. evening
G	May 8	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Wed. evening
H	May 14	Construction, Environmental & Valuation	5:30 – 10:45pm / Tues. evening
I	May 15	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Wed. evening
J	May 21	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Tues. evening
K	May 22	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Wed. evening
L	May 28	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Tues. evening
M	May 29	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Wed. evening
N	June 4	Comm/Investment, Mta. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Tues. evening

Text us 24 hours a day at: 914-768-8797

Need to finish QUICK? Attend Day Sessions – ask for details.

Begin ANY Tues or Wed evening and finish about 6 weeks later!

Modular means that if you start with **Session D** you'll finish in the next series with **Session C** (every night's a different topic so it's okay!)

A	Jun 5	License Law & Law of Agency	5:30 – 10:45pm / Wed. evening
B	Jun 11	Law of Agency	5:30 – 10:45pm / Tues. evening
C	Jun 12	Law of Agency & Legal Issues	5:30 – 10:45pm / Wed. evening
D	Jun 18	Legal Issues	5:30 – 10:45pm / Tues. evening
E	Jun 19	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Wed. evening
F	Jun 25	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Tues. evening
G	Jun 26	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Wed. evening
H	July 2	Construction, Environmental & Valuation	5:30 – 10:45pm / Tues. evening
I	July 9	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
J	July 10	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
K	July 16	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Tues. evening
L	July 17	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Wed. evening
M	July 23	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Tues. evening
N	July 24	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Wed. evening



A	July 30	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	July 31	Law of Agency	5:30 – 10:45pm / Wed. evening
C	Aug 6	Law of Agency & Legal Issues	5:30 – 10:45pm / Tues. evening
D	Aug 7	Legal Issues	5:30 – 10:45pm / Wed. evening
E	Aug 13	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Tues. evening
F	Aug 14	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Wed. evening
G	Aug 20	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Tues. evening
H	Aug 21	Construction, Environmental & Valuation	5:30 – 10:45pm / Wed. evening
I	Aug 27	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
J	Aug 28	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
K	Sep 4	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Wed. evening
L	Sep 10	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Tues. evening
M	Sep 11	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Wed. evening
N	Sep 17	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Tues. evening

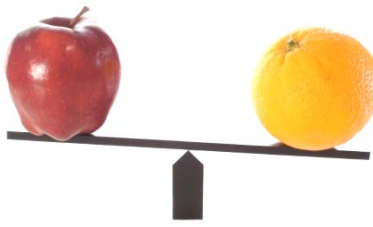
Students frequently begin after Session A – they love that every night is a different topic so they don't feel like they're missing anything!

If you choose our DAY option, pay \$550 & you're entitled to attend both day & evening classes – please note: NO discounts included or an Android tablet.

A	Sep 18	License Law & Law of Agency	5:30 – 10:45pm / Wed. evening
B	Sep 24	Law of Agency	5:30 – 10:45pm / Tues. evening
C	Sep 25	Law of Agency & Legal Issues	5:30 – 10:45pm / Wed. evening
D	Oct 1	Legal Issues	5:30 – 10:45pm / Tues. evening
E	Oct 2	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Wed. evening
F	Oct 8	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Tues. evening
G	Oct 9	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Wed. evening
H	Oct 22	Construction, Environmental & Valuation	5:30 – 10:45pm / Tues. evening
I	Oct 29	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
J	Oct 30	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
K	Nov 5	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Tues. evening
L	Nov 6	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Wed. evening
M	Nov 12	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Tues. evening
N	Nov 13	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Wed. evening

Begin ANY Tues or Wed evening and finish about 6 weeks later!

Please read: If you have **ever** been convicted of any misdemeanor or felony anywhere, please contact the school as there are preliminary things you need to consider before applying for a NYS professional license. Students are encouraged to read the school refund policy located on our web site prior to registration. If you need to finish more quickly, pay just \$30 and come in to do our Instructor-led day sessions (each day equates to one evening class) offered Monday through Thursdays all year long. You can do this to make up sessions you missed OR wait and do it when it loops around again and then there's no fee. Speak to a representative for more information. We encourage you to read the complete brochure for this program for more information. With our modular program you can start ANY evening and complete less than 7 weeks later. For example, if you start on session D, you will complete in the next series on session C. Once we hand you your tablet in class there is no refund. Your tuition is good for TWO year from the date you begin. No more than 2 classes may be missed without the need to make up based on NYS minimum attendance requirements. This mandatory course prepares you to take the NYS exam which is offered weekly in downtown Buffalo. The minimum passing grade for the school and state exam is 70%. Please note: if you attend one evening there is a maximum of 50% you may be refunded – two or more evenings result in no refund should you change your mind. Lost certificates require a \$30 fee. We offer a review course for \$200 which includes all materials but you cannot re-take the school exam – tuition for the review program is for 6 months only. Make sure to send a text to our **text-only** line for information about our FREE EXTRA exam review options to: 914-768-8797.



Don't compare apples to oranges...

Not all REAL ESTATE LICENSING SCHOOLS are the same...

	Western NY RE&Broker Training School	Cusack Center & most other NYS-Approved Schools
1. Is there a FREE REVIEW DVD included for me to watch at home that that reviews the most confusing parts of the program?	Yes	No
2. Do you usually have to attend weekends as well as evenings?	No	Yes
3. Do you have online practice questions included for additional review?	Yes	No
4. Do you provide an AUDIO CD for my car for extra practice at no extra charge or an ANDROID TABLET ?	Yes	No
5. Do you have guest speakers who are specialists that come in with the NYS Approved Instructors to add to the lecture?	Yes	Sometimes
6. Are there different package programs available that will SAVE me money on future continuing education that is needed in order to renew my real estate license?	Yes	No
7. Do you allow past-students to sit in on future classes as a refresher at no extra-charge?	Yes	No
8. Are you the most affordable school that provides the mandatory training to earn a NYS Real Estate License? (west of Rochester)	Yes	No
9. If I sign up for your "online version" of the 75 Hour Class – can I sit in on some live sessions for extra review at no charge?	Yes	No
10. Do you offer financial aid or assistance?	It depends	No
11. Do you offer a modular format that lets me start and finish once all the mandatory sessions are completed?	Yes	No
12. Some schools are located at very busy intersections where you sit in traffic for extended periods of time (like Main Street, etc), is this the case with your school?	No	Yes
13. Do you use instructors that are active in the various disciplines of real estate (such as appraisal, home inspection & sales) to bring real life experiences into the classroom?	Yes	Sometimes
14. Does your school offer a 24 hour a day TEXT option where you can ask for a call back to help with questions that may come up while you're reading or working on practice questions at home?	Yes	No

OUR TEXT ONLY NUMBER IS: 914-768-8797

We don't have to put down the competition in order to get your business and that's consistent with our school's philosophy and the training we provide. We'd be happy to refer you to past graduates that will tell you about their learning experiences at the school for this exciting & lucrative training program. For more information, call the number below or email us 24 hrs a day at wnysre@aol.com or visit: www.wnyschoolofrealestate.org

**Western NY Real Estate Salesperson &
Broker Training School**

2304 Wehrle Dr. Williamsville/Cheektowaga
(716) 633-9009