

**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

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

| Session | Date   | Topic   | Time / Day or Evening          |
|---------|--------|---|--------------------------------|
| A       | Jan 3  | License Law & Law of Agency                       | 5:30 – 10:45pm / Wed. evening  |
| B       | Jan 9  | Law of Agency                                     | 5:30 – 10:45pm / Tues. evening |
| C       | Jan 10 | Law of Agency & Legal Issues                      | 5:30 – 10:45pm / Wed. evening  |
| D       | Jan 16 | Legal Issues                                      | 5:30 – 10:45pm / Tues. evening |
| E       | Jan 17 | Legal Issues, Contract of Sale/Leases             | 5:30 – 10:45pm / Wed. evening  |
| F       | Jan 23 | Contract of Sale/Leases & Finance                 | 5:30 – 10:45pm / Tues. evening |
| G       | Jan 24 | Finance, Land Use Regs & Construction             | 5:30 – 10:45pm / Wed. evening  |
| H       | Jan 30 | Construction, Environmental & Valuation           | 5:30 – 10:45pm / Tues. evening |
| I       | Jan 31 | Valuation/Pricing Properties, Human Rights & Math | 5:30 – 10:45pm / Wed. evening  |
| J       | Feb 6  | Math, Municipal Agencies, Insurance & Prop. Taxes | 5:30 – 10:45pm / Tues. evening |
| K       | Feb 7  | Taxes/Assessments and Condos/Cooperatives         | 5:30 – 10:45pm / Wed. evening  |
| L       | Feb 13 | Condos/Cooperatives & Commercial/Investment       | 5:30 – 10:45pm / Tues. evening |
| M       | Feb 14 | Commercial/Investment & Income Tax Issues         | 5:30 – 10:45pm / Wed. evening  |
| N       | Feb 17 | Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax     | 9am-4pm / Saturday             |

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

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.

| Session | Date   | Topic   | Time / Day or Evening          |
|---------|--------|---|--------------------------------|
| A       | Feb 20 | License Law & Law of Agency                       | 5:30 – 10:45pm / Tues. evening |
| B       | Feb 21 | Law of Agency                                     | 5:30 – 10:45pm / Wed. evening  |
| C       | Feb 27 | Law of Agency & Legal Issues                      | 5:30 – 10:45pm / Tues. evening |
| D       | Feb 28 | Legal Issues                                      | 5:30 – 10:45pm / Wed. evening  |
| E       | Mar 6  | Legal Issues, Contract of Sale/Leases             | 5:30 – 10:45pm / Tues. evening |
| F       | Mar 7  | Contract of Sale/Leases & Finance                 | 5:30 – 10:45pm / Wed. evening  |
| G       | Mar 13 | Finance, Land Use Regs & Construction             | 5:30 – 10:45pm / Tues. evening |
| H       | Mar 14 | Construction, Environmental & Valuation           | 5:30 – 10:45pm / Wed. evening  |
| I       | Mar 20 | Valuation/Pricing Properties, Human Rights & Math | 5:30 – 10:45pm / Tues. evening |
| J       | Mar 21 | Math, Municipal Agencies, Insurance & Prop. Taxes | 5:30 – 10:45pm / Wed. evening  |
| K       | Mar 27 | Taxes/Assessments and Condos/Cooperatives         | 5:30 – 10:45pm / Tues. evening |
| L       | Mar 28 | Condos/Cooperatives & Commercial/Investment       | 5:30 – 10:45pm / Wed. evening  |
| M       | Apr 3  | Commercial/Investment & Income Tax Issues         | 5:30 – 10:45pm / Tues. evening |
| N       | Apr 4  | Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax     | 5:30 – 10:45pm / Wed. evening  |

**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!)**

**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!**

-----continued on next page-----

| Session | Date   | Topic   | Time / Day or Evening          |
|---------|--------|---|--------------------------------|
| A       | Apr 11 | License Law & Law of Agency                       | 5:30 – 10:45pm / Wed. evening  |
| B       | Apr 17 | Law of Agency                                     | 5:30 – 10:45pm / Tues. evening |
| C       | Apr 18 | Law of Agency & Legal Issues                      | 5:30 – 10:45pm / Wed. evening  |
| D       | Apr 24 | Legal Issues                                      | 5:30 – 10:45pm / Tues. evening |
| E       | Apr 25 | Legal Issues, Contract of Sale/Leases             | 5:30 – 10:45pm / Wed. evening  |
| F       | May 1  | Contract of Sale/Leases & Finance                 | 5:30 – 10:45pm / Tues. evening |
| G       | May 2  | Finance, Land Use Regs & Construction             | 5:30 – 10:45pm / Wed. evening  |
| H       | May 8  | Construction, Environmental & Valuation           | 5:30 – 10:45pm / Tues. evening |
| I       | May 9  | Valuation/Pricing Properties, Human Rights & Math | 5:30 – 10:45pm / Wed. evening  |
| J       | May 15 | Math, Municipal Agencies, Insurance & Prop. Taxes | 5:30 – 10:45pm / Tues. evening |
| K       | May 16 | Taxes/Assessments and Condos/Cooperatives         | 5:30 – 10:45pm / Wed. evening  |
| L       | May 22 | Condos/Cooperatives & Commercial/Investment       | 5:30 – 10:45pm / Tues. evening |
| M       | May 23 | Commercial/Investment & Income Tax Issues         | 5:30 – 10:45pm / Wed. evening  |
| N       | May 30 | Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax     | 5:30 – 10:45pm / Wed. evening  |
| A       | Jun 5  | License Law & Law of Agency                       | 5:30 – 10:45pm / Tues. evening |
| B       | Jun 6  | Law of Agency                                     | 5:30 – 10:45pm / Wed. evening  |
| C       | Jun 12 | Law of Agency & Legal Issues                      | 5:30 – 10:45pm / Tues. evening |
| D       | Jun 13 | Legal Issues                                      | 5:30 – 10:45pm / Wed. evening  |
| E       | Jun 19 | Legal Issues, Contract of Sale/Leases             | 5:30 – 10:45pm / Tues. evening |
| F       | Jun 20 | Contract of Sale/Leases & Finance                 | 5:30 – 10:45pm / Wed. evening  |
| G       | Jun 26 | Finance, Land Use Regs & Construction             | 5:30 – 10:45pm / Tues. evening |
| H       | Jun 27 | Construction, Environmental & Valuation           | 5:30 – 10:45pm / Wed. evening  |

-----continued on next page-----

**Need to finish QUICK?**  
Attend Day Sessions

|   |         |   |                                |
|---|---------|---|--------------------------------|
| I | July 10 | Valuation/Pricing Properties, Human Rights & Math | 5:30 – 10:45pm / Tues. evening |
| J | July 11 | Math, Municipal Agencies, Insurance & Prop. Taxes | 5:30 – 10:45pm / Wed. evening  |
| K | July 17 | Taxes/Assessments and Condos/Cooperatives         | 5:30 – 10:45pm / Tues. evening |
| L | July 18 | Condos/Cooperatives & Commercial/Investment       | 5:30 – 10:45pm / Wed. evening  |
| M | July 24 | Commercial/Investment & Income Tax Issues         | 5:30 – 10:45pm / Tues. evening |
| N | July 25 | Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax     | 5:30 – 10:45pm / Wed. evening  |

**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)!**

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

| Session | Date   | Topic   | Time / Day or Evening          |
|---------|--------|---|--------------------------------|
| A       | Aug 1  | License Law & Law of Agency                       | 5:30 – 10:45pm / Wed. evening  |
| B       | Aug 7  | Law of Agency                                     | 5:30 – 10:45pm / Tues. evening |
| C       | Aug 8  | Law of Agency & Legal Issues                      | 5:30 – 10:45pm / Wed. evening  |
| D       | Aug 14 | Legal Issues                                      | 5:30 – 10:45pm / Tues. evening |
| E       | Aug 15 | Legal Issues, Contract of Sale/Leases             | 5:30 – 10:45pm / Wed. evening  |
| F       | Aug 21 | Contract of Sale/Leases & Finance                 | 5:30 – 10:45pm / Tues. evening |
| G       | Aug 22 | Finance, Land Use Regs & Construction             | 5:30 – 10:45pm / Wed. evening  |
| H       | Aug 28 | Construction, Environmental & Valuation           | 5:30 – 10:45pm / Tues. evening |
| I       | Aug 29 | Valuation/Pricing Properties, Human Rights & Math | 5:30 – 10:45pm / Wed. evening  |
| J       | Sep 4  | Math, Municipal Agencies, Insurance & Prop. Taxes | 5:30 – 10:45pm / Tues. evening |
| K       | Sep 5  | Taxes/Assessments and Condos/Cooperatives         | 5:30 – 10:45pm / Wed. evening  |
| L       | Sep 11 | Condos/Cooperatives & Commercial/Investment       | 5:30 – 10:45pm / Tues. evening |
| M       | Sep 12 | Commercial/Investment & Income Tax Issues         | 5:30 – 10:45pm / Wed. evening  |
| N       | Sep 18 | Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax     | 5:30 – 10:45pm / Tues. evening |

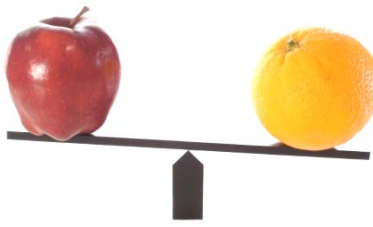
| Session | Date   | Topic   | Time / Day or Evening          |
|---------|--------|---|--------------------------------|
| A       | Sep 19 | License Law & Law of Agency                       | 5:30 – 10:45pm / Wed. evening  |
| B       | Sep 25 | Law of Agency                                     | 5:30 – 10:45pm / Tues. evening |
| C       | Sep 26 | Law of Agency & Legal Issues                      | 5:30 – 10:45pm / Wed. evening  |
| D       | Oct 2  | Legal Issues                                      | 5:30 – 10:45pm / Tues. evening |
| E       | Oct 3  | Legal Issues, Contract of Sale/Leases             | 5:30 – 10:45pm / Wed. evening  |
| F       | Oct 9  | Contract of Sale/Leases & Finance                 | 5:30 – 10:45pm / Tues. evening |
| G       | Oct 10 | Finance, Land Use Regs & Construction             | 5:30 – 10:45pm / Wed. evening  |
| H       | Oct 16 | Construction, Environmental & Valuation           | 5:30 – 10:45pm / Tues. evening |
| I       | Oct 17 | Valuation/Pricing Properties, Human Rights & Math | 5:30 – 10:45pm / Wed. evening  |
| J       | Oct 23 | Math, Municipal Agencies, Insurance & Prop. Taxes | 5:30 – 10:45pm / Tues. evening |
| K       | Oct 24 | Taxes/Assessments and Condos/Cooperatives         | 5:30 – 10:45pm / Wed. evening  |
| L       | Oct 30 | Condos/Cooperatives & Commercial/Investment       | 5:30 – 10:45pm / Tues. evening |
| M       | Nov 6  | Commercial/Investment & Income Tax Issues         | 5:30 – 10:45pm / Tues. evening |
| N       | Nov 7  | Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax     | 5:30 – 10:45pm / Wed. 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!**

| 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       | Nov 5  | Construction, Environmental & Valuation           | 5:30 – 10:45pm / Thurs. evening |
| I       | Dec 6  | Valuation/Pricing Properties, Human Rights & Math | 5:30 – 10:45pm / Tues. evening  |
| J       | Dec 11 | Math, Municipal Agencies, Insurance & Prop. Taxes | 5:30 – 10:45pm / Wed. evening   |
| K       | Dec 12 | Taxes/Assessments and Condos/Cooperatives         | 5:30 – 10:45pm / Thurs. 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   |

**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<br>Training School | Cusack Center &<br>most other<br>NYS-Approved Schools |
|--|---|---|
| 1. Is there a <b>FREE REVIEW DVD</b> 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 <b>online practice questions</b> included for additional review?  | Yes                                     | No  |
| 4. Do you provide an <b>AUDIO CD</b> for my car for extra practice at no extra charge or an <b>ANDROID TABLET</b> ?  | 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 <b>SAVE</b> 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? (on a <b>space available basis</b> )  | Yes                                     | No  |
| 8. Are you the most <b>affordable</b> 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 <b>TEXT</b> 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. Day make-up classes are just \$30 ask for details. For more information, call the number below or email us 24 hrs a day at [wnyres@gmail.com](mailto:wnyres@gmail.com) or [wnyres@gmail.com](mailto:wnyres@gmail.com) or visit: [www.wnyschoolofrealestate.org](http://www.wnyschoolofrealestate.org)

**Western NY Real Estate Salesperson &  
Broker Training School**  
2304 Wehrle Dr. Williamsville/Cheektowaga  
**(716) 633-9009**