

N.Y.S. LICENSING PROGRAM FOR REAL ESTATE

The NYS 75 Hour Qualifying Course
& NYS 30 Hour "Gap" Course

**Western NY Real Estate
Salesperson & Broker Training
(716) 633-9009**

Mission Statement

The mission of the school is to provide an environment which maximizes the benefits of a general State approved curriculum for new and mid-career changing professionals at an affordable price which is also easily accessible throughout the eight major counties comprising Western New York. We offer high quality value-based real estate instruction based on sound principles and real-world experiences.

Introduction

We have a reputation for excellence and it is enhanced by the diversity of each entering class. Our emphasis on the importance of academic & professional achievement ensures that the caliber of our student body is always of the highest quality.

We are a nonsectarian, coeducational and independent NYS Accredited Real Estate School and our Licensing Program provides high-quality, evenly paced instruction structured to minimize impact on career and family life.

Benefits & Student Fees

Your fee of **\$475** covers: tuition, textbook, take-home audio study CD (which will review over 75% of the entire program), TAKE-HOME DVD which covers the most confusing parts of the course, in-class & on-line New York State Examination Review with hundreds of questions that you can do over and over again (and you're graded instantly) and access to our high-speed Internet service computer lab at our Wehrle Drive location. Your school results are good forever with the exception of the GAP course which is 8 years.

Package Programs

We have three different package programs you should carefully review:

A) BASIC PACKAGE \$475

Includes: tuition, textbook, on-line practice questions and in-class practice questions, take-home DVD and audio CD for your car (which reviews the majority of your text). No guaranteed discounts apply to any future continuing education classes (as they do in packages B & C below).

B) PREMIUM PACKAGE \$525

Includes everything from the basic package and an ANDROID TABLET, guaranteed 25% discount off any online or video continuing education course for your FIRST renewal period.

C) PROFESSIONAL PACKAGE \$550

Includes everything from the basic package, an ANDROID TABLET and 50% off your first online or video course OR 35% off any LIVE instructed first class you take for continuing education during your first renewal period. Classes range from 3 to 22.5 hours and includes the NYS Broker Qualifying Course (which is 45 hours in length and grants 22.5 hours of renewal credit). For the Broker course only, your discount is limited to 30% off.

Accelerated courses are \$50 more than the prices noted above. Attending more than 2 day sessions meets this criteria.

You cannot change package prices once you've registered and paid for the program. Discounts cannot be combined with any other promotions or specials the School is running. Discounts only apply to standard priced continuing education courses approved for real estate continuing education. For students who select packages B or C, the course must be registered and paid for within 2 years of the date of initial licensure, otherwise the discounts noted will be considered forfeited. If you renew late your discounts will be forfeited. The School is not responsible for reminding you of any discounts and the office staff will note in your registration what package you've selected and give you a receipt for payment noting your package. You should keep THIS brochure as proof of the benefits inherent with the package you've selected as offers are subject to change but are always guaranteed to students who've registered and paid the applicable price. Discounts apply to ONE course for continuing education only (no packages, combinations or special programs apply).

We Attract the Best

Graduates of our program since the 1990's have moved on to successful full and part-time real estate careers at some of the largest regional, medium and small firms in the area including: Realty USA, Hunt Real Estate/ERA, MJ Peterson, Century 21, Metro Real Estate, Coldwell Banker, ReMax Real Estate, Reccio Real Estate, Lighthouse Realty, Douglas Blue Realtors, Midtown Realty, Generation-X Realty, Gurney Becker & Bourne, Holcberg Ltd., Bob Harris Realty, CB Richard Ellis, Foxhall Properties, Hilbert Realty, Froman Realty, Turner Brokers, Action Realty, JRC Realty, Berlow Commercial, Saperston, Innovative Realty, Ciminelli Development, Nothnagle Realtors, Active Agency, Howard-Hanna Holt RE, Pepper & Crandall, Uniland Development, r-house, Ferrycohen Realty, Belmont Shelter, POLIS Realty Group, Fireside Properties, Prudential Discover Real Estate, Cipriano Real Estate, Beckman Realty, Robitaille Real Estate, Buncy Real Estate, M-4 Real Estate, Buncy RE, ERA First Team, Great Lakes Real Estate, SAW Commission Cutters, Keller-Williams Realty, 2.5% Real Estate Direct, Benderson Development, and many more.

After Completion of the Course

Once you complete the licensing course and pass the School exam, you will need to find a broker to associate with. About half of our students already know who they will affiliate with before completion of the course and the other half decide while they're waiting for their State exam results (which takes about 7-10 days for grading). NY will send you a "passed" slip in the mail but most people check online and print their results. The broker you decide associating with will sign your application and agree to "sponsor" you as a real estate agent.

Finding a broker is relatively easy to do and most people associate with a firm that is either in their neighborhood or in close proximity to an area the agent plans on working in. No NYS accredited School or State Certified Real Estate Instructor, by law, can give recommendations on who you should associate with. If you don't really have any idea, be sure to interview with several brokers and only work with the one you have a good comfort level with.

Every two years on your anniversary date, NY requires that licensees complete at least 22.5 hours of NYS approved education. If you join a firm that has multiple listing access, you can expect to pay fees to your Board of Realtors that may range from approx. \$700 - \$1,100 per year. The State license fee is \$50 every 2 years. Some firms require that you pay a portion of the errors & omissions insurance, voice mail fees and other misc. fees that can add another \$200-\$500 per year. You may decide to work with a broker that is not a member of the National Association of Realtors - in that case - you would not have to pay board & MLS dues (but then you wouldn't have multiple listing access). Some students join firms

as "referral agents" which also do NOT require board & MLS fees – but in this capacity, you can only receive 20-30% (approx.) of whatever business you refer that successfully leads to a closed transaction.

This is a great alternative if you currently work another job and are not quite ready to devote substantial time in launching your real estate career. A number of people who have a job where they deal with the public (i.e., waiters, waitresses, teachers, cosmetologists, nurses, salespeople, etc.) consider the "referral agent" option a great way to put their training and lead potential to good use. Some referral agents earn thousands of dollars a year for just giving a name and number to their broker.

The fees mentioned in this section are approximate and are always subject to change – just ask your broker what will apply to you. Fees most often are tax-deductible. A new career as a real estate agent is one of the lowest-priced business ventures you can ever start. A 3 hr. course on Fair Housing is required as part of your 22.5 hour continuing education noted above.

Format

Our popular program meets two evenings per week for 4.5 hours per night (and may exclude weekends) year-round in a modular format. We also have accelerated sessions. This allows students to complete in less than a month and move on to the State licensing exam offered in downtown Buffalo every Tuesday at 9:30am (expedited licensing is available in Rochester - results are mailed more quickly). Call (716) 847-7110 for confirmation of the State walk-in exam schedule and to request the free booklet entitled "Real Estate License Law Booklet" and to request the latest application available for the NYS Real Estate Salesperson License.

For students who prefer a more accelerated pace (or wish to make-up hours) they may attend 2 day sessions (by appointment only and at no extra charge). Contact the school for more details. Missed hours can also be made up at future sessions of regularly scheduled classes. With this popular modularized format, students can begin at anytime during the course and not worry about having missed information.

Curriculum

Our NYS Approved program follows the State mandated syllabus and includes the following topical areas: License Law, Law of Agency, Taxes & Assessments, Property Insurance, Legal Issues, Deeds, Contracts, Leases, Condos & Cooperatives, Math, Mortgage & Finance, Valuation & Construction, Land-Use considerations, Human Rights & Fair Housing, Property Mgmt., Commercial/Investment, Income Tax Issues, and Environmental Issues. If you have a prior felony or misdemeanor, check with the

State as certain convictions on your record can make getting a NY Real Estate license more difficult or impossible in some cases.

Student Comments

"Finances were somewhat limited when I was looking for a school. My broker gave me information about locally approved programs, it was a hands-down decision that WNY's program gave me the most value for the dollar".
-P. Sweeney

"I just loved that the program ran mostly 2 nights a week and didn't take away from my family time on the weekend".
-R. Pulos

"The audio CD for my car & video DVD for home were great bonus items that really helped me breeze through the State exam".
-H. Andrews

"I started the program at session E and with the Take-Home DVD and extra materials included, it was no problem following along - the modular format is great!"

-R. Zimmerman

Cancellation Policy

In order to guarantee a seat in class, your tuition must be prepaid in full. If you pay with a check, money order or cash and fail to cancel within 5 days of the start of class, a \$35 processing fee will apply (assuming you attended no sessions). If you pay with a credit card, there is an additional 5% service charge added if you cancel. When you use a credit card to prepay, it will not be charged until you're within 10 days of the start of class. Your tuition is valid for 2 years. Any fee paid for a salesperson or broker course cannot be transferred to any other class. If you attend one class meeting, a 50% refund is the most you will receive. No refund is available if you attend more than one class. Please allow 20 business days for processing any refunds. Android value is \$90 if you were given it.

There is never a fee if we cancel a class on you (we haven't canceled a class in nearly 10 years however).

Your Success is Our Success

Students who complete their training at the School are more than ready to begin a successful career in the real estate industry. Besides work as a Residential or Commercial Salesperson, many graduates have specialized or utilized this learning experience to establish a foundation to work as a Property Manager, Real Estate Assistant & Referral Agent, Private Real Estate Investor, Mortgage Processor, Home Inspector, Real Estate Appraiser and Mortgage Originator.

Our program graduates are ready to begin a successful career quickly because of our flexible scheduling, significant educational resources which reinforces learning and our versatility with multiple classes that often run day & evenings (as well as weekends).

How Do I Begin

Enrollment is very easy and convenient. Students may begin at any point in the program (because of our modularized format) by just calling our main number noted on the cover of this brochure or below and signing up with one of our student advisors. We accept MasterCard, Visa & Discover and payment must be received prior to the student receiving materials at their first class session. Upon receipt of payment (whether by credit card or via mail) the class Instructor will be notified that it's OK to give you your materials at your first class meeting.

For more information about the School and any policies, please visit our web-site at: www.wnyrealestatecourses.org

(716) 633-9009



Upgrade to the Premium Program for just \$50 more and get a TABLET and DISCOUNTS on your 1st continuing ed courses!

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

Gap Classes: attend sessions I – N of any of the series below - just **\$235** – you'll also get 19.5 hours of CE after you pass the school exam.

2017

Session	Date	Topic	Time / Day or Evening
A	Jan 4	License Law & Law of Agency	5:30 – 10:45pm / Wed. evening
B	Jan 10	Law of Agency	5:30 – 10:45pm / Tues. evening
C	Jan 11	Law of Agency & Legal Issues	5:30 – 10:45pm / Wed. evening
D	Jan 17	Legal Issues	5:30 – 10:45pm / Tues. evening
E	Jan 18	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Wed. evening
F	Jan 24	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Tues. evening
G	Jan 25	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Wed. evening
H	Jan 31	Construction, Environmental & Valuation	5:30 – 10:45pm / Tues. evening
I	Feb 1	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Wed. evening
J	Feb 7	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Tues. evening
K	Feb 8	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Wed. evening
L	Feb 14	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Tues. evening
M	Feb 15	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Wed. evening
N	Feb 18	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	9am-4pm / Saturday

Start any evening and finish 6 weeks later!

Session	Date	Topic	Time / Day or Evening
A	Feb 21	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Feb 22	Law of Agency	5:30 – 10:45pm / Wed. evening
C	Feb 28	Law of Agency & Legal Issues	5:30 – 10:45pm / Tues. evening
D	Mar 1	Legal Issues	5:30 – 10:45pm / Wed. evening
E	Mar 7	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Tues. evening
F	Mar 8	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Wed. evening
G	Mar 14	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Tues. evening
H	Mar 15	Construction, Environmental & Valuation	5:30 – 10:45pm / Wed. evening
I	Mar 21	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
J	Mar 22	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
K	Mar 28	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Tues. evening
L	Mar 29	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Wed. evening
M	Apr 4	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Tues. evening
N	Apr 5	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 w/ Session C (every night's a different topic).

Session	Date	Topic	Time / Day or Evening
A	Apr 12	License Law & Law of Agency	5:30 – 10:45pm / Wed. evening
B	Apr 18	Law of Agency	5:30 – 10:45pm / Tues. evening
C	Apr 19	Law of Agency & Legal Issues	5:30 – 10:45pm / Wed. evening
D	Apr 25	Legal Issues	5:30 – 10:45pm / Tues. evening
E	Apr 26	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Wed. evening
F	May 2	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Tues. evening
G	May 3	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Wed. evening
H	May 9	Construction, Environmental & Valuation	5:30 – 10:45pm / Tues. evening
I	May 10	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Wed. evening
J	May 16	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Tues. evening
K	May 17	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Wed. evening
L	May 23	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Tues. evening
M	May 24	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Wed. evening
N	May 31	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Wed. evening

Schedule continued on NEXT page ...

A	Jun 6	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Jun 7	Law of Agency	5:30 – 10:45pm / Wed. evening
C	Jun 13	Law of Agency & Legal Issues	5:30 – 10:45pm / Tues. evening
D	Jun 14	Legal Issues	5:30 – 10:45pm / Wed. evening
E	Jun 20	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Tues. evening
F	Jun 21	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Wed. evening
G	Jun 27	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Tues. evening
H	Jun 28	Construction, Environmental & Valuation	5:30 – 10:45pm / Wed. evening
I	July 11	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
J	July 12	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
K	July 18	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Tues. evening
L	July 19	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Wed. evening
M	July 26	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Wed. evening
N	July 29	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	9am-4pm / Saturday

Modular means that if you start with Session D you'll finish in the next series w/ Session C (every night's a

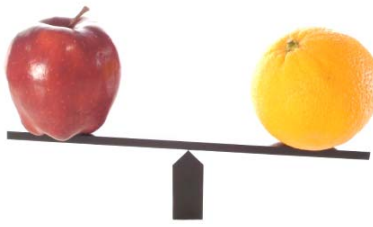
Session	Date	Topic	Time / Day or Evening
A	Aug 2	License Law & Law of Agency	5:30 – 10:45pm / Wed. evening
B	Aug 8	Law of Agency	5:30 – 10:45pm / Tues. evening
C	Aug 9	Law of Agency & Legal Issues	5:30 – 10:45pm / Wed. evening
D	Aug 15	Legal Issues	5:30 – 10:45pm / Tues. evening
E	Aug 16	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Wed. evening
F	Aug 22	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Tues. evening
G	Aug 23	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Wed. evening
H	Aug 29	Construction, Environmental & Valuation	5:30 – 10:45pm / Tues. evening
I	Aug 30	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Wed. evening
J	Sep 5	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Tues. evening
K	Sep 6	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Wed. evening
L	Sep 12	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Tues. evening
M	Sep 13	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Wed. evening
N	Sep 16	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	9am-4pm / Saturday

Session	Date	Topic	Time / Day or Evening
A	Sep 19	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Sep 20	Law of Agency	5:30 – 10:45pm / Wed. evening
C	Sep 26	Law of Agency & Legal Issues	5:30 – 10:45pm / Tues. evening
D	Sep 27	Legal Issues	5:30 – 10:45pm / Wed. evening
E	Oct 3	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Tues. evening
F	Oct 4	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Wed. evening
G	Oct 10	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Tues. evening
H	Oct 11	Construction, Environmental & Valuation	5:30 – 10:45pm / Wed. evening
I	Oct 17	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
J	Oct 18	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
K	Oct 24	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Tues. evening
L	Oct 25	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Wed. evening
M	Nov 1	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Wed. evening
N	Nov 4	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	9am-4pm / Saturday

Begin any Tues or Wed evening and finish 6 weeks later!

Session	Date	Topic	Time / Day or Evening
A	Nov 7	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Nov 8	Law of Agency	5:30 – 10:45pm / Wed. evening
C	Nov 14	Law of Agency & Legal Issues	5:30 – 10:45pm / Tues. evening
D	Nov 15	Legal Issues	5:30 – 10:45pm / Wed. evening
E	Nov 21	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Tues. evening
F	Nov 28	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Tues. evening
G	Nov 29	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Wed. evening
H	Nov 30	Construction, Environmental & Valuation	5:30 – 10:45pm / Thurs. evening
I	Dec 5	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
J	Dec 6	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
K	Dec 7	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Thurs. evening
L	Dec 12	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Tues. evening
M	Dec 13	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Wed. evening
N	Dec 14	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Thurs. evening

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. There are limited opportunities to make up classes during the day if you're available – 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. No more than 2 classes may be missed without the need to make up based on NYS attendance requirements.



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?	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