

# **N.Y.S. LICENSING PROGRAM FOR REAL ESTATE**

The NYS 45 Hour Qualifying Course  
**Western NY School of Real Estate**  
**(716) 633-9009**

## **Mission Statement**

The mission of the Western NY School of Real Estate 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. Our ultimate goal is to ensure that all participants add value to their career development and their subsequent sponsoring organizations.

## **Introduction**

At the Western NY School of Real Estate, our reputation for excellence 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. Class discussions and projects focus on real-world examples with an emphasis on immediate application to the workplace. Quality concepts are woven into the content of many sessions, allowing the latest research and technological findings to be easily incorporated.

The methods we advance give our graduates the confidence and skill to set the pace and chart the direction for success in whatever specialty they choose within the real estate industry.

## **Benefits to the Student**

To remain effective and marketable, professionals must continuously look for ways to enhance their business acumen and revitalize their creative capacities. Our qualifying program offers participants the most relevant information available in the realm of real estate education. It provides a clear-cut process by which many of today's most influential and upcoming real estate professionals on the Niagara Frontier have obtained their competitive edge.

Your fee of **\$220** covers: tuition, textbook, take-home audio study CD's (which review over 90% of the entire program), **TAKE-HOME DVD** which covers the most confusing parts of the course, in-class New York State Examination Review, individual NYS Electronic Exam Review System at our Wehrle Drive location and our MLS Exchange take-home training DVD (which will help you once you've passed the State exam and are ready to work in real estate).

In the classroom, you may be teamed up with one or more students to work on projects in study teams which are an integral part of the learning process. These groups provide a unique opportunity to work with a team of peers from diverse functional backgrounds for large segments of the program.

## **Corporation Benefits**

Nearly 15% of our students have sponsorship of their education by their employer or another qualifying organization. The benefits of our Qualifying Programs are far from one-sided. There is almost immediate return on investment from our multifaceted program. Through instruction from our NYS Certified Real Estate Instructors - and input from their classmates - students learn to ask the right questions and formulate meaningful answers. After just the first class, participants become motivated by an increased capacity to develop creative solutions to real estate situations and scenarios. Our outstanding faculty of experts keep abreast of developments in their fields (appraisal, property management, residential & commercial brokerage, buyer-brokerage, etc.).

The greatest challenge facing most firms today is the need to attract and retain agents who possess the skills and technical knowledge, and are savvy to the many issues surrounding this exciting industry. This experience gives

WNYSRE graduates the skills necessary to provide success in what promises to be an ultra-competitive 21<sup>st</sup> century.

## **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, Recckio Real Estate, Gurney Becker & Bourne, Holberg Ltd., Bob Harris Realty, CB Richard Ellis, Froman Realty, Turner Brokers, Action Realty, JRC Realty, Berlow Commercial, Saperston, Innovative Realty, Ciminelli Development, Nothnagle Realtors, Hunt/ERA, Uniland Development, Ferrycohen Realty, Belmont Shelter, POLIS Realty Group, Cipriano Real Estate, Robitaille Real Estate, Buncy Real Estate, M-4 Real Estate, Cipriano, Prudential, Great Lakes Real Estate, SAW Commission Cutters, Keller-Williams Realty, 2.5% Real Estate Direct, Benderson Development, and many more.

## **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 within 24 hours). 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.**

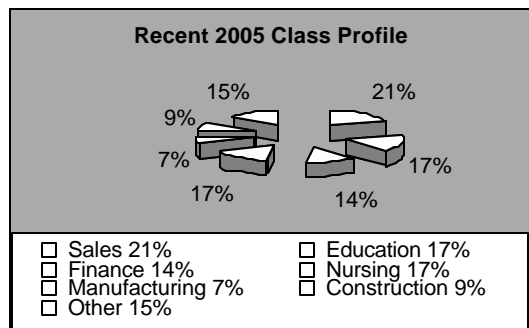


For students who prefer a more accelerated pace (or wish to make-up hours) they may attend 2 day sessions (by

appointment only and at no extra charge). Contact the Educational Coordinator 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, Types of Agency in Real Estate, Real Estate Brokerage, Estates, Interests, Liens & Easements, Deeds, Contracts, Leases and other Real Estate Instruments, Basic Real Estate Math, Mortgage & Finance, Valuation & Construction, Land-Use considerations, Human Rights & Fair Housing, the Independent Contractor Relationship and Environmental Issues. Study teams work together on projects that further reinforce the learning process throughout the duration of the program.



## Cross-Functional Approach to Education

As the hallmark of the School's approach to training for the Qualifying Program, we recognize the importance of the cross-functional concept. Cross-functional refers to the way that most organizational problems incorporate law of agency, buyer brokerage, dual agency concerns, mortgage and



finance issues and other attributes required for success in the real estate field.

This interwoven educational process provides a continuum of course material that fully integrates fundamental concepts. Our curriculum teaches these principles and a comprehensive understanding that can be applied to any large regional firm as well as to the smaller local companies which predominate our market area.

## Student Comments

"When researching schools, I was impressed with the Western NY School's smaller class size which allowed our Instructor the opportunity to easily answer all of our questions without missing a beat".

-M.J.Adamczak

"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 WNYSRE gave me the most value for the dollar".

-P. Sweeney

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

-R. Pulos

"The study-audio CDs were a great bonus and really helped me to 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

## Your Success is Our Success

Students who complete their training at the Western NY School of Real Estate 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. This is also a required course in our **Paralegal Certification** Program.

Our program graduates are ready to begin a successful career quickly because of our flexible scheduling, significant educational resources which reinforces learning, our versatility with multiple classes that often run day & evenings (as well as weekends), our Introductory MLS Exchange Start-Up system (which is the final part of the review DVD everyone gets) and will review the basics of how the MLS [multiple listing system] works which is used by the Buffalo Association of Realtors. The take home DVD will teach you how to research assessor records, active, pending, expired and closed sales (used in the preparation of a market analysis) and much more.

At the Western NY School of Real Estate, we are committed to making our students successful leaders among real estate professionals in the area. Your success is definitely our business.

## 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.wnyschoolofrealestate.org](http://www.wnyschoolofrealestate.org).

**(716) 633-9009**

Session	Date	Topic	Time / Day or Evening	Special Notes
A - J	Apr 25-May 7	Our April class meets every Tues/Wed & one Sat.: Apr 29	5:30 - 10pm / Tue&Wed.	
A	May 23	License Law:[3] & Law of Agency [1.5]	5:30 - 10pm / Tues. evening	You must attend at least 40.5 out of the 45 hrs. offered - missed sessions can be made up at future sessions offered year-round evenings or days.
B	May 24	Law of Agency [4.5]	5:30 - 10pm / Wed. evening	
C	May 30	Law of Agency [2], Estates & Interests [2.5]	5:30 - 10pm / Tues. evening	
D	May 31	Liens, Deeds & Leases [4.5]	5:30 - 10pm / Wed. evening	
E	June 6	Estates, Interests [3] & Finance [1.5]	5:30 - 10pm / Tues. evening	
F	June 7	Finance [3.5] & Land Use [1]	5:30 - 10pm / Wed. evening	
G & H	June 10	Land use [1], Construction [3], Valuation [3] Human Rights [2]	9am - 6pm / Saturday	
I	June 13	Fair Housing[2] & Environmental Issues [2.5]	5:30 - 10pm / Tues. evening	
J	June 14	Environmental Issues [1.5 hr], Math [3] & Review	5:30 - 10pm / Wed. evening	
A	June 20	License Law:[3] & Law of Agency [1.5]	5:30 - 10pm / Tues. evening	
B	June 21	Law of Agency [4.5]	5:30 - 10pm / Wed. evening	
C	June 27	Law of Agency [2], Estates & Interests [2.5]	5:30 - 10pm / Tues. evening	
D	June 28	Liens, Deeds & Leases [4.5]	5:30 - 10pm / Wed. evening	
E	July 5	Estates & Interests [3] & Finance [1.5]	5:30 - 10pm / Wed. evening	
F & G	July 8	Finance [3.5] & Land Use [1]	9am - 6pm / Saturday	
H	July 11	Valuation [2.5 hr] & Human Rights - Fair Housing [2]	5:30 - 10pm / Tues. evening	
I	July 12	Fair Housing[2] & Environmental Issues [2.5]	5:30 - 10pm / Wed. evening	
J	July 18	Environmental Issues [1.5 hr], Math [3] & Review	5:30 - 10pm / Tues. evening	
A,B,C & D	July 10 & 12	License Law:[3], Law of Agency [8], Estates/Int[2.5]Liens/Deeds[4.5]	9am - 6pm /Monday & Wed.	<b>ACCELERATED DAY PROGRAM \$245</b>
E & F	July 14	Estates & Interests [3], Finance [5] & Land Use [1]	9am - 6pm / Friday	
G & H	July 17	Land use [1], Construction [3], Valuation [3] Human Rights [2]	9am - 6pm / Monday	
I & J	July 19	Fair Housing[2], Environmental Issues [4] & Math [3] & Review	9am - 6pm / Wednesday	
A	Aug 1	License Law:[3] & Law of Agency [1.5]	5:30 - 10pm / Tues. evening	The school test can be taken once a student completes 40.5 hours !
B	Aug 2	Law of Agency [4.5]	5:30 - 10pm / Wed. evening	
C	Aug 8	Law of Agency [2], Estates & Interests [2.5]	5:30 - 10pm / Tues. evening	
D	Aug 9	Liens, Deeds & Leases [4.5]	5:30 - 10pm / Wed. evening	
E	Aug 15	Estates, Interests [3] & Finance [1.5]	5:30 - 10pm / Tues. evening	
F	Aug 16	Finance [3.5] & Land Use [1]	5:30 - 10pm / Wed. evening	
G	Aug 22	Land use [1], Construction [3], Valuation [3] Human Rights [2]	5:30 - 10pm / Tues. evening	
H	Aug 23	Valuation [2.5 hr] & Human Rights - Fair Housing [2]	5:30 - 10pm / Wed. evening	
I	Aug 29	Fair Housing[2] & Environmental Issues [2.5]	5:30 - 10pm / Tues. evening	
J	Aug 30	Environmental Issues [1.5 hr], Math [3] & Review	5:30 - 10pm / Tues. evening	
A & B	Aug 9	License Law [3] & Law of Agency [6]	9am - 6pm /Wednesday.	<b>ACCELERATED DAY PROGRAM \$245</b>
C & D	Aug 10	Agency [2], Estates/Interests [2.5], Liens/Deeds/Leases [4.5]	9am - 6pm / Thursday	
E & F	Aug 11	Estates & Interests [3], Finance [5] & Land Use [1]	9am - 6pm / Friday	
G & H	Aug 15	Land use [1], Construction [3], Valuation [3] Human Rights [2]	9am - 6pm / Tuesday	
I & J	Aug 16	Fair Housing[2], Environmental Issues [4] & Math [3] & Review	9am - 6pm / Wednesday	
A	Sep 6	License Law:[3] & Law of Agency [1.5]	5:30 - 10pm / Wed. evening	Your tuition includes the textbook, review DVD with MLS overview, hundreds of on-line practice questions & audio CD for your car. Evening classes are <b>\$220</b>
B	Sep 12	Law of Agency [4.5]	5:30 - 10pm / Tues. evening	
C	Sep 13	Law of Agency [2], Estates & Interests [2.5]	5:30 - 10pm / Wed. evening	
D & E	Sep 16	Liens, Deeds & Leases [4.5], Estates [3] & Finance [1.5]	9am - 6pm / Saturday	
F	Sep 19	Finance [3.5] & Land Use [1]	5:30 - 10pm / Tues. evening	
G	Sep 20	Land use [1], Construction [3], Valuation [1/2 hr]	5:30 - 10pm / Wed. evening	
H	Sep 26	Valuation [2.5 hr] & Human Rights - Fair Housing [2]	5:30 - 10pm / Tues. evening	
I	Sep 27	Fair Housing[2] & Environmental Issues [2.5]	5:30 - 10pm / Wed. evening	
J	Oct 3	Environmental Issues [1.5 hr], Math [3] & Review	5:30 - 10pm / Tues. evening	
A	Oct 10	License Law:[3] & Law of Agency [1.5]	5:30 - 10pm / Tues. evening	
B	Oct 11	Law of Agency [4.5]	5:30 - 10pm / Wed. evening	
C	Oct 17	Law of Agency [2], Estates & Interests [2.5]	5:30 - 10pm / Tues. evening	
D	Oct 18	Liens, Deeds & Leases [4.5]	5:30 - 10pm / Wed. evening	
E	Oct 24	Estates, Interests [3] & Finance [1.5]	5:30 - 10pm / Tues. evening	
F	Oct 25	Finance [3.5] & Land Use [1]	5:30 - 10pm / Wed. evening	
G	Oct 31	Land use [1], Construction [3], Valuation [3] Human Rights [2]	5:30 - 10pm / Tues. evening	
H	Nov 1	Valuation [2.5 hr] & Human Rights - Fair Housing [2]	5:30 - 10pm / Wed. evening	
I	Nov 7	Fair Housing[2] & Environmental Issues [2.5]	5:30 - 10pm / Tues. evening	
J	Nov 8	Environmental Issues [1.5 hr], Math [3] & Review	5:30 - 10pm / Wed. evening	
A	Nov 14	License Law:[3] & Law of Agency [1.5]	5:30 - 10pm / Tues. evening	
B	Nov 15	Law of Agency [4.5]	5:30 - 10pm / Wed. evening	
C	Nov 21	Law of Agency [2], Estates & Interests [2.5]	5:30 - 10pm / Tues. evening	
D	Nov 22	Liens, Deeds & Leases [4.5]	5:30 - 10pm / Wed. evening	
E	Nov 28	Estates, Interests [3] & Finance [1.5]	5:30 - 10pm / Tues. evening	
F	Nov 29	Finance [3.5] & Land Use [1]	5:30 - 10pm / Wed. evening	
G	Dec 5	Land use [1], Construction [3], Valuation [3] Human Rights [2]	5:30 - 10pm / Tues. evening	
H	Dec 6	Valuation [2.5 hr] & Human Rights - Fair Housing [2]	5:30 - 10pm / Wed. evening	
I	Dec 12	Fair Housing[2] & Environmental Issues [2.5]	5:30 - 10pm / Tues. evening	
J	Dec 13	Environmental Issues [1.5 hr], Math [3] & Review	5:30 - 10pm / Wed. evening	