



What does it take to get a Real Estate License in New York State?

- You must be at least 18 years of age
- You must not have been convicted of a felony
- You have to successfully complete the 75 Hour Salesperson Pre-Licensing course with a minimum of 90% attendance and pass the associated exam
 - You must have a sponsoring broker
- You must pass the separate New York state exam
- You must be a permanent resident of the United States

For more information you can go to the Department of State website at:
www.dos.state.ny.us

If you would like to try this course on- line, go to our website: <http://www.gbingar.com/onlineeducation.htm>

Please call with questions: 607-798-8245
Suzanne Close, Director of Education

By registering for this or any course of instruction offered by the Greater Binghamton Association of REALTORS, Inc. (GBAR), I consent to the use of my personal information submitted above for the sole purpose of my future solicitation by GBAR and/or its membership.

Greater Binghamton Association of
REALTORS® Inc.
19 Jennison Ave.
Johnson City, NY 13790

75 Hour Salesperson Qualifying Course



The best mix of practicing, successful, professional instructors in the area!

The 75 Hour Salesperson Qualifying course is available in the classroom this spring.

The Greater Binghamton Association of REALTORS®, Inc. believes the market is strong. If you are interested in getting your Real Estate License, then now is the time to

75 Hour Salesperson Qualifying Course

Module A		
3/15/10	5-5:30	Orientation
	5:30-8	Deeds
	8-10	Valuation
3/16/10	5-7	Titles & Closing Costs
	7-10	License Law
3/17/10	5-10	Law of Agency
3/18/10	5-10	Law of Agency
3/19/10	5-6	Law of Agency
	6-7	Contracts
	7-10	Land Use Regs.
Module B		
3/22/10	5-10	Construction & Envir. Issue
3/23/10	5-9	RE Finance
3/24/10	5-9	Human Rights & Fair Housing
3/25/10	5-6	RE Math
	6-8:30	Liens & Easements
3/26/10	5-9	Estates & Interests
	8-9	Leases
Module C		
3/29/10	4-6	Property Insurance
	6-9	Income Tax in RE
	9-10	Mortgage Brokerage
3/30/10	4-5	Predatory Lending
	5-9	Condos & Coops
	9-10	Contract Prep
3/31/10	4-6	Municipal Agencies
	6-9	Taxes & Assessments
	9-10	Pricing Properties
4/1/10	4-10	Commercial & Invest. Prop.
4/2/10	4-8	Comm. & Invest. Prop. (con't)
	8-10	Property Management

LOCATION:

Greater Binghamton Association of REALTORS®, Inc.,
19 Jennison Ave, Johnson City, NY 13790

DATES: The course dates are per the schedule to the left, the final exam is on Wednesday April 7, 2010 5-6pm (review), 6-9pm(exam).

INSTRUCTORS:

Ethelyn Enos, GRI
William Haidinger
Jerry Loy, ESQ.
Randy Templeman, ABR,CRB,CRS, e-PRO,GRI, SRES
Jim Trevitt, GRI

COST: The 75 Hour Salesperson Qualifying course costs \$600.00 and the book “New York Real Estate for Salespersons” is included. Payment must be made in full prior to the start of class. There is a minimal attendance of 8 persons. If the school exam is not passed within two sittings, the entire course needs to be retaken.

RESTRICTIONS: The Course plus final exams must be completed within the same calendar year. The school will not keep records of attendance past 5 years.

REFUND POLICY: Full refund if requested in **writing** more than 5 business days prior to class start. Refund minus 25% of cost or \$25.00 which ever is greater in the 5 business days prior to class, no refund on day of class or after class begins.

CANCELLATION POLICY: GBAR reserves the right to cancel the course when there are an insufficient number of registrants. Notification will be made by phone. IF GBAR cancels the course, there will be a full refund.

Your Name: _____

Home Address: _____

City: _____ State: _____ Zip: _____

Phone: (C): _____ (O): _____

Fax: _____

E-mail Address: _____

Tuition: **\$600.00** _____

Text Book: **Included**

_____ My check is enclosed.

_____ Charge my (circle one): VISA M/C

Card Number: _____

Expiration Date: _____ / _____

Signature: _____

Billing Address if different:

Do you have any disabilities that require special accommodations, including provisions for auxiliary aids/services? If so, please identify your special needs when registering.

Registrations will be taken up to one week prior to course start date or until the course if full, after that date it will be on an as available basis.

Mail registration with check to: GBAR, 19 Jennison Ave., Johnson City, NY 13790

Fax registration with credit card information to: (607) 798-8246

Call: Suzanne Close (607) 798-8245