



3.5 HOUR CE COURSES

BROKER/SALESPERSON CONTINUING EDUCATION

These classes offered in:

PHILADELPHIA

Greater Philadelphia Association of Realtors®
Penn Treaty Park Place, Suite 200
1341 N. Delaware Ave, Philadelphia, PA 19125

Instructor: **Heather Petrone-Shook**

PA Rules and Regulations

Tuesday, **January 9**

Time: **9:00 am - 12:30 pm**

Tuition: \$40.00

(\$70 to attend both AM & PM)

Topics Include:

New licensing law, prohibited acts of real estate, requirements of licensees, real estate office procedures, Internet advertising.

Approvals:

- ◆ This course is **required** for all real estate licensees licensed before 12/1/2015.
- ◆ Completes 3.5 hours for the Pennsylvania 5/31/2018 renewal. This course does **not** count as CE for "New Licensees". PA Approval# RECE004043

Ethics and Etiquette

Tuesday, **January 9**

Time: **1:00 pm - 4:30 pm**

Tuition: \$40.00

(\$70 to attend both AM & PM)

Topics Include:

Practical look at ethics issues that are commonplace in the market, recent changes in the Code of Ethics, discussion of how changing market conditions present decisions requiring "etiquette."

Approvals:

- ◆ This class satisfies NAR biennial ethics training requirement due by 12/31/2018.
- ◆ This course completes 3.5 hours for the Pennsylvania 5/31/2018 renewal date **IF** you were originally licensed before 12/1/2015. This course does **not** count as CE for "New Licensees". PA Approval# RECE001623

Schlicher Kratz Institute

PHONE (215) 855-1265 ◆ www.learnrealestate.com



7 HOUR CE COURSES

BROKER/SALESPERSON CONTINUING EDUCATION

These classes offered in:

PHILADELPHIA

Greater Philadelphia Association of Realtors®
Penn Treaty Park Place, Suite 200
1341 N. Delaware Ave, Philadelphia, PA 19125

Instructor: **Heather Petrone-Shook**

General Module

“The Big Picture”

Tuesday,

January 16

Time: 9 am—5 pm

Tuition: \$70.00

Topics Include:

⇒ *Duties of Licensees, Closing Costs, Agreement of Sale, Addenda and Special Clauses, Title Reports, Zoning, Agency Relationships and Representation Agreements*

Approvals:

- ⇒ Completes 7 hours of Pennsylvania Broker/Salesperson Continuing Education for the 5/31/2018 renewal date for all licensees. PA Approval #RECE001684
- ⇒ Satisfies the PA Real Estate Commission 3-hour Rules & Regulations requirement for 2018.

Residential Module

“Gaining Insight of the Residential Market”

Tuesday,

January 23

Time: 9 am—5 pm

Tuition: \$70.00

Topics Include:

⇒ *Uniform Construction Code and Zoning, Environmental Issues, Types of Construction, Land Development, Home Inspections and Home Warranties, Mortgage Information, and Fair Housing*

Approvals:

- ⇒ Completes 7 hours of PA Broker/Salesperson Continuing Education for the 5/31/2018 renewal date for all licensees. PA Approval #RECE001685
- ⇒ Satisfies the PA Real Estate Commission 3-hour Rules & Regulations requirement for 2018.

Schlicher Kratz Institute

PHONE (215) 855-1265 ♦ www.learnrealestate.com

Schlicher-Kratz Institute CONTINUING EDUCATION APPLICATION

► *Please Print:*

NAME: First _____ Middle _____ Last _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

EMAIL ADDRESS _____

PRIMARY PHONE _____ ALTERNATE PHONE _____

*PA Real Estate License # _____ - _____ - _____ NJ Real Estate License # _____

***SPECIAL NOTE for PA New Licensees:** If you were originally licensed **after** December 1, 2015, (which means your real estate license number is **higher than** RS332326), you need to complete 14 hours of "New Licensee" continuing education for the May 2018 renewal. General Module and Residential Module courses will satisfy this requirement.

► *CE Courses:*

	<u>LOCATION</u>	<u>DATE</u>	<u>TUITION</u>
<input type="checkbox"/> PA Rules & Regulations - AM only (3.5 hrs)	Philadelphia	1/9/18: 9 am - 12:30 pm	\$ 40.00
<input type="checkbox"/> Ethics & Etiquette - PM only (3.5 hrs)	Philadelphia	1/9/18: 1 pm - 4:30 pm	\$ 40.00
--- OR ---			
<input type="checkbox"/> Both AM & PM above (7 hrs total)	Philadelphia	1/9/18	\$ 70.00
<input type="checkbox"/> General Module (7 hrs)	Philadelphia	1/16/18	\$ 70.00
<input type="checkbox"/> Residential Module (7 hrs)	Philadelphia	1/23/18	\$ 70.00

TOTAL AMOUNT DUE _____

► *Payment required with application to reserve your seat:*

Check Enclosed - Made payable to *Schlicher-Kratz Institute*

Credit Card - (*Visa, M/C, Discover*) # _____ Exp. Date _____

Security Code (CVV) _____ Billing Address _____

► *Register via:*

PHONE: (215) 855-1265; office hours Monday-Friday, 8:30 am - 4:30 pm **OR**

MAIL: Schlicher Kratz Institute, Inc., 515 Stump Road, Suite 220, North Wales, PA 19454 **OR**

EMAIL: sk@learnrealestate.com **OR**

FAX: (215) 855-9332

- ◆ PA Real Estate Commission requires Photo ID at Sign-In.
- ◆ Continuing Education course registration is confirmed by email.
- ◆ Transcripts are issued at the end of Continuing Education classes.
- ◆ **ATTENDANCE: To adhere to Real Estate Commission regulations, you MUST be on time or you may be denied admittance to the class.** Students are required to attend all class time/sessions.

Schlicher Kratz Institute - www.learnrealestate.com
PHONE (215) 855-1265 ◆ **FAX (215) 855-9332**