

## The Schlicher-Kratz Advantage

- Quality of Education
- Professional Instructors
- Multiple Class Locations
- Many Scheduling Options
- Up-To-Date Textbooks and Materials
- Over 30 Years of Experience
- Friendly Customer - Oriented Staff

### INSIDE THIS BROCHURE

Courses	Page 2
Scheduling Options	Page 2
Testing	Page 2
Cost	Page 3
Extra Support	Page 3
Other Services	Page 3
Current Schedule	Insert
Registration Form	Insert
Test Center Information	Insert

# Schlicher-Kratz Institute

GENERAL INFORMATION

PAGE 1

## Earning Your Real Estate License

If you want to acquire your Pennsylvania Real Estate license you must:

- be at least 18 years old
- complete 4 educational credits (total of 60 hours) in real estate courses which you can take at our school
- successfully pass the state license exam
- Submit a criminal background check



All educational requirements must be completed **BEFORE** you take the state exam. After passing the State licensing exam, a sponsoring broker is required for issuance of

the salesperson's license. A student may wait up to three years to activate a license.

The two required courses to fulfill your educational requirements are:

- ◆ Real Estate Fundamentals
- ◆ Real Estate Practice

## The Schlicher-Kratz Advantage

Schlicher-Kratz Institute has been approved since 1975 by the State Real Estate Commission to provide instruction in real estate courses. We have provided real estate instruction to thousands of successful real estate students for over 30 years.

Our teachers are all real estate professionals who have the educational and experiential backgrounds to help you understand the

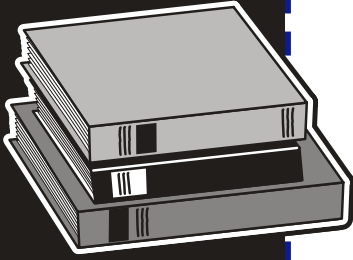
Real Estate profession and help you prepare for the state exam.

**Classes are offered in several locations for your convenience, including: Montgomeryville, Bensalem, Philadelphia, Reading, and Clarks Summit.**

Scheduling options include weekend only classes, daytime classes, or evening classes to meet your schedule.



1-800-364-0380



All textbooks and materials used in our classes are developed to help you pass the state license exam.

*“From start to finish, I have never been more prepared for a test...”*

**Tom**



## About Our Schedule

Schlicher-Kratz offers you several options to obtain the required 60 hours of instructional time,

⇒ **Three weekends:** Attend class all day on Saturday and Sunday from 8:00 a.m. to 6:00 p.m. for three consecutive weekends. One course is presented in the morning session and the other in the afternoon session.

This is the fastest way to complete both courses.

⇒ **Two months:** If you take the courses one at a time, either two mornings a week or two evenings a week, the course work can be completed in two months. It takes 4 weeks to complete each course.

⇒ **One month:** You may elect to take both courses in the same month by choosing to attend both the day-time and evening classes.

Schlicher-Kratz offers classes every month through out the year. Course offerings vary depending on location.

**Please see the inserted schedule for our current dates and locations.**

## About Our Courses

**Real Estate Fundamentals** and **Real Estate Practice** are the two required courses.

**Fundamentals** provides you with a basic foundation for additional study and supports the practice of Real Estate in Pennsylvania. This course is designed to acquaint you with the language, principles, and laws that govern the business of real estate.

**Practice** provides the student with an introduction to all facets of the real estate business, including a survey of fields of specialization. You will learn the basic techniques, procedures, regulations, and ethics involved in a real estate transaction, along with working knowledge of the forms and documents used, including related mathematics. Each course is worth 2 credits or 30

hours. An official school transcript will be issued upon completion of both courses.

It does not matter which of the two classes is taken first. You may start with either Fundamentals or Practice. If you choose to take both courses at the same time, please make sure you have ample study time in your schedule. A strongly motivated student is the best guarantor of success!

## About The State Exam

After you successfully complete your two required courses, we will mail you a transcript. Usually these transcripts are mailed within three days of completion of

both courses. You then forward one of the transcripts, registration form, and fee to the testing agency. See the insert for information on the current testing agency for Pennsylvania. The entire

application process is reviewed and forms for registration are provided to you in class.

# Extra Support

Schlicher-Kratz offers an optional License Review PREP Course to help you prepare for the state exam. The course is offered in the evening from 6:00 p.m. to 9:45 p.m. The cost for the course including the book, *Pennsylvania Real Estate Exam Preparation Manual*, is \$100.00. If you wish to purchase the book without taking the PREP course, the fee is \$45.00. This course establishes a ten-day study guide, comes with lots of

sample questions, and is highly recommended by our students.

Another policy our students find very comforting is our "Repeat" policy. If a student has paid for, and has been enrolled in a Fundamentals or Practice course with us and

- \* Fails the course, or
- \* Receives an "incomplete" for the course, or

- \* Fails the Pennsylvania State Salesperson Exam, the student may repeat the Fundamentals and Practice course at no charge if the course is repeated within six months of the original class ending date.

## The Cost

The cost for both courses and required books and materials is \$470.00.

Here is the breakdown:

Fundamentals	\$195.00
Practice	\$195.00
Books and Materials	<u>80.00</u>
Total	\$470.00

The texts, *Basic Principles of Real*

*Estate*, and *The 16 Day Real Estate Math Book*, and the audio, *The Vocabulary Words of Real Estate*, are used for **both** the Fundamentals and the Practice courses. **Thus, the cost for both courses, including all books and materials, is \$470.00**

As mentioned above, the

License Review Prep course is optional, but recommended.

You may register by mail, fax or telephone. Tuition must be paid in full when class begins. We accept check, cash, Visa, MasterCard, and Discover. **See insert for registration form.**

## What's Next?

Schlicher-Kratz will be there to help you long after you receive your real estate salesperson's license. As a salesperson, you will be required to complete 14 hours of continuing education for every two-year renewal period. Schlicher-Kratz offers a variety of continuing education courses including the required "New Licensee" CE classes.

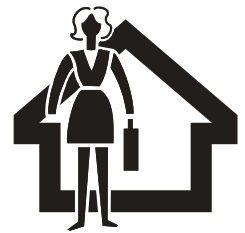
If you are interested in "climbing the ladder" of real estate, the Real Estate Broker license is a must. Schlicher-Kratz can once again help you meet all your educational needs.

Once you are licensed in Pennsylvania, you may become licensed in New Jersey by completing a one credit broker course with us and passing the

New Jersey Exam.

See our website for more information about continuing education, broker requirements, appraising course schedule, and our broker class schedule, or give us a call at

**800-364-0380**



***"I am very happy that I took the refresher course. It was like having an instructor in there (the testing center) with me..."***

**Nicole**



***Educating Real Estate Professionals For More Than 35 Years***

- ◆ **Pre-Licensing Courses**
- ◆ **Broker/Salesperson Continuing Education**
- ◆ **Broker License Courses**
- ◆ **Appraiser Courses**
- ◆ **Appraiser Continuing Education**
- ◆ **Mortgage Loan Originator Training:  
Pre-licensing and Continuing Education**



*Main Location and Office:*  
The Village Shopping Center  
515 Stump Road - Suite 220  
North Wales, PA 19454

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E-mail: SK@learnrealestate.com





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[www.learnrealestate.com](http://www.learnrealestate.com)

"Serving your Real Estate Education needs for more than 30 years."

## STATE EXAMINATION INFORMATION

- A. PSI Examination Services has been contracted by the PA Real Estate Commission to provide examination services. PSI's phone number is **1-800-733-9267**.
1. The application process is reviewed and forms for registration are provided to students in class.
  2. Test results are provided by PSI the same day.
  3. PSI charges a fee of \$54.00 for taking the state exam.
  4. Testing centers, in our area, are located in Allentown, Bristol, Clarks Summit, Harrisburg, King of Prussia, and Philadelphia.
- B. In order to pass the examination, you must score **75 percent** or higher in each section:
1. The uniform or general section consists of 80 questions on contracts, financing, ownership, brokerage and valuation. (5 questions do not count toward your score).
  2. The state section consists of 30 questions covering the licensing act and the rules and regulations of the Real Estate Commission (5 questions do not count toward your score).
  3. If you fail one section, you only need to retake that section. We strongly suggest that you consider a preparatory course.

## REQUIRED BOOKS AND MATERIALS

Fundamentals and Practice courses are currently using the following editions of textbooks and materials:

Textbook: *Basic Principles of Real Estate*, 11th Edition

Textbook: *The 16 Day Real Estate Math Book*, 8th Edition

Audio: *The Vocabulary Words of Real Estate* - available on Cassette tape or CD

License Review Prep Course is currently using:

Textbook: *PA Real Estate Exam Preparation Manual*, 9th Edition