



DATE(s)	COURSE TITLE	PRICE	TIME/DAYS	HRs
Jan 10 – Feb 18 <sup>th</sup>  Includes ALL materials !	<b>75 Hr. Real Estate Salesperson Qualifying Course</b>  This is the course required to earn your NYS real estate license and serves as a prerequisite for the NYS Broker's license. Missed sessions can be made up in our evening program – ask for details. Includes: text books, tuition, exam review, FREE online practice questions, DVD for home review and a CD for your car. This course prepares you for your NYS exam held monthly in downtown Buffalo.	\$469	5:30-10:45pm / Tues & Wed eves	75
Jan 11 <sup>th</sup>	<b>NYS DMV-approved Defensive Driving Course (can be done from home too !)</b> Use for point-reduction and reduce your collision/liability insurance by 10% for 3 years. Call for details!	\$29.95	10am – 3:15pm / Wed	5
Jan 26 <sup>th</sup>	<b>Current Issues in Real Estate</b> *** New ***  Topics include: trends to watch for with home inspections, impact of technology on real estate, the epidemic of bed bugs in the Northeast and the impact of Erie County's Lead Poisoning Prevention Program in major sections of Buffalo, NY.	\$75	9:30am-5:30pm/ Thursday	8
Jan 30 - Apr 20 <sup>th</sup>	<b>Home Inspection Licensing Program (Evenings)</b>  This is the 140 hour program required to become licensed in NYS. Call for brochure.	\$2195	Mon & Thurs evenings	140
Feb 2 <sup>nd</sup>	<b>Fair Housing in New York State</b> (all non-exempt agents/brokers require a fair housing course once every 2 years in order to renew their license). We reward you for your loyalty by deducting \$7.00 if you come back every 2 years and take your Fair Housing course with us – eventually there will be NO CHARGE to you!	\$35	9:30-am-1pm/ Thursday	3.5
Feb 7 <sup>th</sup> – Feb 18 <sup>th</sup>	<b>BUFFALO NYS 30 hr. GAP Program</b> (qualifies for CE too)  This is the course required to make up the difference from the changeover from 45 to 75 hours in 2008. Required for those who were licensed prior to July 1, 2008 and wish to earn a NYS Broker's license.	\$229	5:30-10:45pm / Tues & Wed eves	30
Feb 6, 9, 16, 20 & 23 <sup>rd</sup>	<b>Residential Home Construction &amp; Inspection</b> (including Fair Housing)  This course will enhance your professionalism by increasing your knowledge about the various components of a residential home. Topics include: typical roof defects, siding issues, tell-tale signs of pending structural problems, challenges with electrical, increasing energy efficiency with insulation/ventilation & other interior issues.	\$149	4:45 – 9:15pm / Mon /Thurs eves	22.5
Feb 13 <sup>th</sup>	<b>Green Building Certificate Program</b> (approved for agents & home inspectors)	\$75	9:30-5:150pm /Mon.	7.5
Feb 15 <sup>th</sup>	<b>Architectural Styles in Buffalo &amp; New York City</b>	\$75	9:30-5:150pm /Wed	7.5
Feb 28 – Apr 4 <sup>th</sup>	<i>Buffalo:</i> <b>75 Hr. Real Estate Salesperson Qualifying Course</b>	\$469	Tues & Wed eves	75

**Low Price!**

Evening classes for home inspector students are 4:45pm - 11pm (weekdays).

Be sure to look at our Home Insp. Brochure (on-line) which details the packages available (Mod 1-4: \$1,595, Mod 1-5: \$2,195 All modules and the Wood/Pest Insp. Certification: \$2,695) and includes ALL tools to start you off.

We're the only school in the U.S. that has 5 different NYS approved 22.5 hour courses that can be done from home. They include: Architectural Initiatives; Home Inspection Theory; Keeping Out of Trouble, Develop a Better Market Analysis and Wall Street vs. Main Street. **Only \$159 each!**

\*Courses descriptions noted with an asterisk are currently pending approval, registrations will not be accepted until such approval is received.

**SAVE 10% ON YOUR CAR INSURANCE – AVAILABLE ONLINE – NYS APPROVED DEFENSIVE DRIVING COURSE – VISIT [www.wnyschoolofrealestate.org](http://www.wnyschoolofrealestate.org) FOR DETAILS!**

