

WESTERN NY SCHOOL OF REAL ESTATE

FALL/WINTER SCHEDULE 2003

(716) 639-9009

6465 Transit Rd., East Amherst
4950 Genesee St., Cheektowaga

(In the Floss Professional Bldg. across from the Transit/Casey Plaza).
(Just east of Holtz Road and the Buffalo Niagara International Airport).

Our Mailing address: PO Box 702 E. Amherst NY

14051

**Sep 4, 8, 11, 15, 18, 22
25, 29, 30th**

NYS Salesperson Qualifying Course

Meets Monday & Thursday evenings

Cheektowaga \$199

5:50-10:20 pm

This is the course that qualifies you to earn your real estate license. Includes: text, tuition, NYS Exam Review, audio-cassette, MLS Passport training and our new "EXTRA REVIEW for the STATE EXAM" class", Virtual Library Access, Personal Mentor-ing System and optional Electronic Exam Review. Call for our special brochure on this program. Join this class **anytime** as it is modular (each night is a unique topic). Final optional class Tuesday Sep 30th in E. Amherst.

Sep 22, 29 Oct 6 & 20th Residential Home Construction & Inspection

Meets every Monday evening

East Amherst \$349

5 pm - 10:45 pm

Learn all about the construction of a home from the ground up. Topics: exterior inspection, roof, electrical, mechanical components, plumbing, FHA standards, development of the home inspection checklist, review of hundreds of photos covering numerous inspection concerns & more. This is a mandatory course for home inspectors wishing to earn their certification and grants real estate agents & brokers 22.5 hrs of NYS Approved credit. Save by paying just \$699 for ALL required course work. **Visit our Home Inspection link! ASHI MEMBERS & CANDIDATES EARN 20 MRC'S TOWARD MANDATORY RENEWALS!**

Sep 23rd

Ethics in Your NY Real Estate Practice

East Amherst \$49 10am - 2:30 pm

Earn 4.5 hrs of NYS Approved credit. Topics: common errors agents make which violate the Laws of Agency and Article 12A and many examples of ways to stay more ethical. IF YOU'RE A MEMBER OF THE BUFFALO OR CHAUTAUQUA BOARD OF REALTORS - THIS WILL SATISFY YOUR 4 yr NAR REQUIREMENT (due 12/31/04).

Sep 26th



Introduction to Appraisal for Better Market Analysis

Niagara Falls \$69 9 - 5 pm

Earn 7.5 hrs of NYS Approved credit. You will learn about the three methods that appraisers use to value real property (sales, cost & income approaches) and practical examples applied to real life situations, how to measure for the square footage of a home, quality ratings and dollar amounts to adjust for items that vary when preparing a market analysis. IF YOU WANT ALL 22.5 HRS OF CREDIT - JUST PAY **\$169** - SEE DATES IN THIS SCHEDULE FOR ALL CLASS MEETINGS RIGHT IN NIAGARA FALLS AT 711 Pine Street, Niagara Falls NY.

Oct 2nd

10:30pm

Contemporary Issues in Real Estate

Cheektowaga \$59 4:30-

This **6 hr NYS Approved** segment covers what an agent should look for when listing a home (or showing to as buyers agent), role of the assistant, BC & D lending advantages, credit scores and license law updates.

Oct 3rd & 17th

7 Year Celebration!

Just \$69.95

ATTEND BOTH DAYS AND EARN 16.5 HRS OF NYS-APPROVED CE & FOR JUST \$30 MORE YOU CAN EARN THE BALANCE OF YOUR 22.5 HR REQ.!

♦ **ARCHITECTURE & LUXURY HOMES** at the **Hearthstone Manor** 333 Dick Rd., Depew **8am - 5:15pm**

Learn about the past influences on today's standards, key components of the luxury home market, valuation and marketing considerations as well as Western NY items of architectural significance. The end of this course will conclude on day two of the program.

♦ **AN AGENT'S PRACTICAL GUIDE TO AVOID LITIGATION** also at the **Hearthstone Manor** **8am - 5:15pm**

This 7.5 hour course covers proactive things you can do to protect yourself from lawsuits, review of the various disclosure laws, the effect of mold on the residential transaction and other environmental items that can come up.

Your other options to complete the balance of the 22.5 hours include: coming to our East Amherst location and doing one of our video, Internet or proctored courses between 9am-5pm Monday through Friday or doing an "at-home" NYS approved course - regardless of the option you choose - all course work must be completed by December 31, 2003 or you lose this option for \$30.

**Oct 6, 9, 13, 16, 20,
23, 27, 30th & 31st**

NYS Salesperson Qualifying Course

Cheektowaga \$199

This is the course that qualifies you to earn your real estate license. Includes: text, tuition, NYS Exam Review, audio-cassette, MLS Passport training and our new "EXTRA REVIEW for the STATE EXAM" class", Virtual Library Access, Personal Mentor-ing System and optional Electronic Exam Review. Call for our special brochure on this program. Join this class **anytime** as it is modular (each night is a unique topic). Final optional class is Friday Oct 31st in E. Amherst.

Oct 31st**Property Inspection Red Flags****Niagara Falls \$69 9 - 6pm**

Earn 8.5 hrs of NYS Approved credit. You will learn about the various components of the home including: the roof, drywall, heating system and more. This course is ideal for agents who want an understanding of the homes they list & sell and how to detect potential red-flags before the home inspector does. IF YOU WANT ALL 22.5 HRS OF CREDIT - JUST PAY **\$169** - SEE DATES IN THIS SCHEDULE FOR ALL CLASS MEETINGS RIGHT IN NIAGARA FALLS AT **711 Pine Street**.

Nov 3, 6, 10, 13, 17, 20
24, Dec 1st, 4 & 5th**NYS Salesperson Qualifying Course****Cheektowaga \$199***Meets Monday & Thursday evenings***5:50-10:20 pm**

This is the course that qualifies you to earn your real estate license. Includes: text, tuition, NYS Exam Review, audio-cassette, MLS Passport training and our new "EXTRA REVIEW for the STATE EXAM" class", Virtual Library Access, Personal Mentor-ing System and optional Electronic Exam Review. Call for our special brochure on this program. Join this class **anytime** as it is modular (each night is a unique topic). Final optional class is Friday Dec 5th in E. Amherst.

Nov 6th**Ethics in Your NY Real Estate Practice****East Amherst \$49 10am - 2:30 pm**

Earn 4.5 hrs of NYS Approved credit. Topics: common errors agents make which violate the Laws of Agency and Article 12A and many examples of ways to stay more ethical. IF YOU'RE A MEMBER OF THE BUFFALO OR CHAUTAUQUA BOARD OF REALTORS - THIS WILL SATISFY YOUR 4 yr NAR REQUIREMENT (due 12/31/04).

Nov 7th**Home Insp. In the Residential Transaction & Gov.
Agencies in Real Estate****Niagara Falls \$69 9:30 am - 5pm**

This program will conclude the 22.5 hour program at the Board office. Learn about the role of the home inspector and the most common problems encountered as well as the various agencies including: FEMA, SBA and the PBS. IF YOU WANT ALL 22.5 HRS OF CREDIT - JUST PAY **\$169** - SEE DATES IN THIS SCHEDULE FOR ALL CLASS MEETINGS RIGHT IN NIAGARA FALLS AT **711 Pine Street, Niagara Falls NY**.

Nov 20, 24 Dec 1, 4, 8
11, 15, 18, 22 & 29th**NYS BROKER Qualifying Course****E. Amherst & Cheektowaga \$250 (incl. ALL materials)
5:50-10:20 pm***Meets Monday & Thursday evenings*

The first four classes meet in East Amherst and the rest meet in Cheektowaga. NIGHTS ONLY!. This course will qualify you for your education portion to become a NYS Broker or Associate Broker as well as satisfying your 22.5 hour CE for the current period). You must attend at least 36 of the 45 hours offered in order to take the school exam. Includes: text, tuition, NYS Exam Review, audio-cassette, "EXTRA REVIEW for the STATE EXAM" class" & Virtual Library Access. Missed sessions can be made up at our day classes in E. Amherst or at future offerings of our evening program. **BEST VALUE IN W.N.Y.**

BE SURE TO CALL US FOR OUR JAMESTOWN SALESPERSON & BROKER COURSE SCHEDULE FOR THE FALL!
CLASSES OFFERED IN LAKEWOOD, NY. Visit us at: www.wnyschoolofrealestate.org

*This newsletter is sponsored in part by: **Accuvue Property Inspections (Richard Pezzino) 882-2200** National Appraisal & Consulting 716-695-4695 **Essex Homes (Jeffrey Jones) 631-2232** Expert Funding, Inc. - Reg. Mortgage Broker - NYS Banking Dept (Brian Feldman) 716-312-0055*