

**Western NY School of
Real Estate** 2005-2007
2304 Wehrle Dr., Williamsville NY 14221
LIVE Lecture Programs
(716) 444-8400 or 633-9009
www.wnyschoolofrealestate.org



Forensic Real Estate Representative ©

This **in-class** (live-lecture) program is NYS approved for **22.5 hours of credit**. As the name suggests, much like forensic detectives who learn to see what others might miss, our Forensic Real Estate Program will bring you up to speed on how to run your business in such a way that you not only improve your bottom line but work more efficiently whether you specialize with buyers, sellers or BOTH!

You will learn how to effectively convey all of the various disclosures and other regulations that affect you regardless of your position with buyers, sellers and designated agents in our market place. Everyone walks out with a CUSTOMIZED DVD that can be given to your clients & customers that reviews all of the various disclosures covered in-class and concludes with your personalized marketing approach used in real estate.

Other items covered include:

- *Property Condition Disclosure
- *Agency Disclosure & Dual Agency Issues
- *Various Contract Issues
- *Stigmatized Property Regulations
- *Compliance issues with Article 12A of the Real Property Law

- *The FHA appraisal inspection checklist
- *Impact of Mold on the transaction
- *State & Federal Fair Housing Regulations
- *Architectural designs & Flood Zone Issues

Customer Once, Client Forever

This **in-class** (live-lecture) program is NYS approved for **22.5 hours of credit**. We developed this course based on a popular national best-seller that teaches sales professionals how to build lifetime business relationships (regardless of the product or service provided).

While NYS does not allow salesmanship training for continuing education, this program was specifically designed to focus on the delicate balancing act that real estate agents and brokers face everyday with New York's agency laws.

Specifics include:

- *Methods recommended to effectively communicate the Laws of Agency
- *Understanding the philosophy of lifetime clients
- *Real Estate Broker responsibilities & obligations
- *Review of laws affecting licensees
- *Chasing the client NOT the dollar
- *Compensation issues and co-brokerage
- *Financing and mortgage considerations
- *Advertising & Fair Housing guidelines
- *Designated agency & dual agency
- *Unilateral offer of cooperation vs. unilateral offer of subagency
- *Federal regulations such as the Do-Not-Call registry
- *Environmental considerations in the real estate transaction
- *Handling latent & property defects

Free software is included to get you on track in your real estate practice whether you've been in the business for 10 months or ten years.

Your House is Just a Dead Old Tree



This in-class program is NYS approved for **22.5 hours of credit**. If you want to learn more about the homes you're selling every day - this course is for you. We begin with a review of the: site & soil conditions, USDA Soil Texture Triangle, components of the foundation & substructure, residential septic & wells, connection between radon & energy efficiency, the superstructure and all of the related components from plumbing and electrical to the roof. Exterior landscaping and drainage is discussed and its impact on the real estate (and a guest lecturer from a local nursery answers your specific questions).

There are numerous detailed handouts included with the program and everyone gets a **FREE radon test kit** that can be used for their own home (with all instructions included).

Contemporary Issues in Real Estate

This **in-class** (live-lecture) program is NYS approved for **10 hours of credit**. With the FREE 7.5 hour "at-home" course included below, you get a total of **17.5 hours** of credit toward your license renewal. A wide variety of topics are covered within this program including:

- *Understanding the mortgage market and role of the secondary mortgage market
- *Use of seller concessions & other appraisal issues
- *Credit scoring considerations
- *B, C & D lending practices & issues
- *Time management skills you can use to increase your efficiency on the job

continued on next panel...

*Using the Internet & your Market Analysis
 *Dollar amounts that appraisers use for line item adjustments (so you can effectively adjust your comps in a CMA)

Everyone gets a FREE 7.5 hour course (NYS Approved) that covers wetland regulations and the EnergySTAR program. The 7.5 hour segment must be used within 12 months or it is forfeited.

Real Estate EXPO

This **in-class** (live-lecture) program is NYS approved for **22.5 hours of credit**.

As the name implies, this course covers a wide variety of topics including:

- *Agency & Property Condition Disclosure
- *Methods to protect your real estate commission
- *Calculating closing costs & estimates
- *Methods to increase a client's credit score
- *Innovative mortgage programs & updates
- *Property Management & Fair Housing updates
- *Landlord/tenant obligations
- *Real estate contract specifics (often presented by local real estate attorneys/experts)
- *Land Use and Value considerations
- *Home Inspector issues affecting the transaction



Architecture & Luxury Homes

This **in-class** (live-lecture) program is NYS approved for **9 hours of credit**. Western NY is an architectural treasure chest that is rich in history and serves as a basis for this course. We begin with a review of all the various architectural home styles found throughout the area including Beaux Arts Classicism, Greek Revival,

Neoclassicism, Italianate, Georgian, Federal, Shingle style, Queen Anne and many more. We then review all of the specific features including: keystones, cupolas, pilasters, lintels, ancones, Acanthus, voussoir, hoodmolds, pediments, Fleurons, frieze, Festoons, entablatures, finials, etc. A thorough review of roof styles completes this component.

We examine the work of the great architect, Frank Lloyd Wright and his Buffalo connection along with the homes found along Buffalo's "Millionaires Row". The luxury home portion of the program looks at some of the most famous homes found in New England and the class applies information covered earlier in the course to this segment of the program. Innovative valuation practices are also introduced to assist in the pricing and marketing of upper-end homes.

Completion of this program qualifies agents for membership in the New York State Society for Luxury Home Marketing.

Real Estate Sleuth

This **in-class** (live-lecture) program is NYS approved for **12 hours of credit**.



Due-diligence is the name of the game. Agents who bury their head in the sand run much higher risks of future litigation. This course will teach you how to:

- *Determine whether a buyer or seller is being truthful with you
- *Use technology to research prior sales history of prospective listings & sales
- *Read a "CLUE" report (used widely by the insurance industry)
- *Electronically research county records from the comfort of your home or office

*Electronically research sales activity of recent sales that are NOT sold through the MLS
 *Use GPS (global positioning systems) to pinpoint properties that buyers or investors might be interested in

Miscellaneous Modular Classes (held most Fridays and evenings)

These are **in-class** (live-lecture) programs that are NYS approved for real estate agent & broker license renewals. Ideal for licensees that only need miscellaneous credit or are unable to coordinate schedules with one of our complete 22.5 hour programs.

<u>Market Analysis Prep. for the Century</u>	\$39	4.5 hrs
<u>Legal Issues in Real Estate</u>	\$39	4 hrs
<u>The People's Real Estate Court</u>	\$39	4 hrs
<u>License Law Update</u>	\$30	3 hrs
<u>Using VA, FHA & Conforming Programs</u>	\$30	3 hrs
<u>Who's Really Your Client</u>	\$30	3 hrs

Other Programs

*We offer the 30 hour CORE program which prepares individuals to become wood inspectors (necessary to do the wood inspection reports required for most FHA loans throughout NY State). \$399 plus texts. We have specialized brochures for this and our Home Inspector program.
 *The School has 9 different **on-line** courses that can be done from home, are 100% NY State approved and have absolutely NO tests whatsoever to pass. Five of these courses are 22.5 hours in length. When you take a course from home, you only need to spend 18 hours and 45 minutes on-line in order to meet NY's minimum timing requirement (although all chapters must be read). Doing one of our courses from home is like reading the newspaper - but on-line at your computer. Courses can be done from multiple locations (in other words, you are not limited to doing it from home or office - work on it from both locations as your time permits). Call for a brochure.
 *We offer the FLORIDA licensing program (for Salesperson, 45 hr. Post-Licensing & Broker & Broker-Post-Licensing & 14 hour recertification programs) on-line and in-class. Due to our volume of students, we are able to offer the LOWEST prices nationwide for online Florida Licensing courses (as of 6/1/05).
 *We have a wide variety of video-delivered courses that are NYS approved for your real estate license renewal that can be taken by simply calling us and scheduling a mutually convenient time. There are NO tests - you simply come in, watch the video-delivered instructor and walk out with a certificate of completion. Call for a brochure.

