

NY STATE LICENSING PROGRAM FOR REAL ESTATE

**Western NY School of Real Estate
(716) 639-9009 or 444-8400**

Mission Statement

The mission of the Western NY School of Real Estate is to provide an environment which maximizes the benefits of a general State approved curriculum for new and mid-career changing professionals at an affordable price which is also easily accessible throughout the eight major counties comprising Western New York. We offer high quality value-based real estate instruction based on sound principles and real-world experiences. Our ultimate goal is to ensure that all participants add value to their career development and their subsequent sponsoring organizations.

Introduction

At the Western NY School of Real Estate, our reputation for excellence is enhanced by the diversity of each entering class. Our emphasis on the importance of academic & professional achievement ensures that the caliber of our student body is always of the highest quality.

We are a nonsectarian, coeducational and independent NYS Accredited Real Estate School and our Licensing Program provides high-quality, evenly paced instruction structured to minimize impact on career and family life. Class discussions and projects focus on real-world examples with an emphasis on immediate application to the workplace. Quality concepts are woven into the content of many sessions, allowing the latest research and technological findings to be easily incorporated.

The methods we advance give our graduates the confidence and skill to set the pace and chart the

direction for success in whatever specialty they choose within the real estate industry.

Benefits to the Student

To remain effective and marketable, professionals must continuously look for ways to enhance their business acumen and revitalize their creative capacities. Our qualifying program offers participants the most relevant information available in the realm of real estate education. It provides a clear-cut process by which many of today's most influential and upcoming real estate professionals on the Niagara Frontier have obtained their competitive edge.

Your fee of **\$199** covers: tuition, textbook, study audio cassette (which reviews over 80% of the entire program), in-class New York State Examination Review, Education Mentoring Service (EMS) which gives each student access to their own private faculty member to review concepts or cover questions outside of the classroom, individual NYS Electronic Exam Review System at our East Amherst or Cheektowaga location, access to our 24-hour Virtual Library System (providing information on various topics of relevance to the real estate community) and MLS Passport / Exchange Start-Up (which will prepare you to hit the ground running).

In the classroom, you may be teamed up with one or more students to work on projects in study teams which are an integral part of the learning process. These groups provide a unique opportunity to work with a team of peers from diverse functional backgrounds for large segments of the program.

Corporation Benefits

Nearly 15% of our students have sponsorship of their education by their employer or another qualifying organization. The benefits of our Qualifying Programs are far from one-sided. There is almost immediate return on investment from our multifaceted program. Through instruction from our NYS Certified Real Estate Instructors - and input from their classmates - students learn to ask the right questions and formulate meaningful answers. After just the first class,

participants become motivated by an increased capacity to develop creative solutions to real estate situations and scenarios. Our outstanding faculty of experts keep abreast of developments in their fields (appraisal, property management, residential & commercial brokerage, buyer-brokerage, etc.).

The greatest challenge facing most firms today is the need to attract and retain agents who possess the skills and technical knowledge, and are savvy to the many issues surrounding this exciting industry. This experience gives WNYSRE graduates the skills necessary to provide success in what promises to be an ultra-competitive 21st century.

We Attract the Best

Graduates of our program since the 1990's have moved on to successful full and part-time real estate careers at some of the largest regional, medium and small firms in the area including: Realty USA, Hunt/ERA, Century 21's, the Metro Real Estate Group, Coldwell Banker Real Estate, ReMax Real Estate, MJ Peterson, Gurney Becker & Bourne, Holcberg, CB Richard Ellis, Berlow Commercial, Saperston, Innovate Realty and many many more.

Format

Our popular program meets two evenings per week for 4.5 hours per night (and typically excludes weekends) year-round in a modular format. This allows students to complete in less than a month and move on to the State licensing exam offered in downtown Buffalo (or graduates may choose same day licensing which is offered in Rochester, NY).

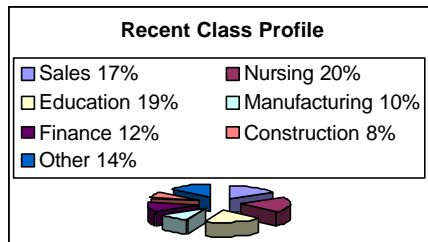


For students who prefer a more accelerated pace (or wish to make-up hours) they may attend sessions at our East Amherst branch (by appointment only and at no extra charge). Contact the Educational Coordinator for more details. Missed hours can also be made up at future sessions of regularly scheduled sessions.

With this popular modularized format, students can begin at anytime during the course and not worry about having missed information.

Curriculum

Our NYS Approved program follows the State mandated syllabus and includes the following topical areas: License Law, Law of Agency, Types of Agency in Real Estate, Real Estate Brokerage, Estates, Interests, Liens & Easements, Deeds, Contracts, Leases and other Real Estate Instruments, Basic Real Estate Math, Mortgage & Finance, Valuation & Construction, Land-Use considerations, Human Rights & Fair Housing, the Independent Contractor Relationship and Environmental Issues.



Study teams work together on projects that further reinforce the learning process throughout the duration of the program. With the availability of the EMS (Education Mentor Service), each student has access to private and individualized assistance from faculty members on any topics which need further elaboration above what is covered in the classroom.

Cross-Functional Approach to Education

As the hallmark of the School's approach to training for the Qualifying Program, we recognize the

importance of the cross-functional concept. Cross-functional refers to the way that most organizational problems incorporate law of agency, buyer brokerage, dual agency concerns, mortgage and finance issues and other attributes required for success in the real estate field.



This interwoven educational process provides a continuum of course material that fully integrates fundamental concepts. Our curriculum teaches these principles and a comprehensive understanding that can be applied to any large regional firm as well as to the smaller local companies which predominate our market area.

Student Comments

"When researching schools, I was impressed with the Western NY School's smaller class size which allowed our Instructor the opportunity to easily answer all of our questions without missing a beat".

-M.J.Adamczak

"Finances were somewhat limited when I was looking for a school. My broker gave me information about locally approved programs, it was a hands-down decision that WNYSRE gave me the most value for the dollar".

-P. Sweeney

"I just loved that the program ran 2 nights a week and didn't take away from my family time on the weekend".

-R. Pulos

"The study-cassette was a great bonus and really helped me to breeze through the State exam".

-H. Andrews

Your Success is Our Success

Students who complete their training from the Western NY School of Real Estate are more than ready to begin a successful career in the real estate industry. Besides work as a Residential or Commercial Salesperson, many graduates have specialized or utilized this learning experience to establish a foundation to work as a Property Manager, Real Estate Assistant & Referral Agent, Private Investor, Mortgage Processor, Home Inspector, Real Estate Appraiser and Mortgage Originator.

Our program graduates are ready to begin a successful career quickly because of our flexible scheduling, significant educational resources which reinforces learning, our versatility with more than one location, our Introductory MLS Passport Start-Up system (which will allow you to learn and practice searching on the local MLS program for homes on the market, closed sales to complete a market analysis and more).

At the Western NY School of Real Estate, we are committed to making our students successful leaders among real estate professionals in the area. Your success is definitely our business.

How Do I Begin

Enrollment is very easy and convenient. Students may begin at any point in the program (because of our modularized format) by just calling our main numbers: 639-9009 or 444-8400 and signing up with one of our student advisors. We accept most major credit cards and payment must be received prior to the student receiving materials at their first class session. Upon receipt of payment (whether by credit card or via mail) the student will have a receipt e-mailed to them with a special code to be presented to the course Instructor (then materials will be given to the participant).

EACH NIGHT IS A SEPARATE TOPIC - THEREFORE STUDENTS CAN BEGIN ANYTIME IN THE CYCLE. THE SCHOOL EXAM CAN BE TAKEN AFTER 36 HOURS OF ATTENDANCE IS COMPLETED - day sessions are NOT required if you complete your minimum number of hours during the evening.

<u>Session</u>	<u>Date</u>	<u>Topics per 4.5 hr break-down</u>	<u>Time</u>
Please note: No class July 3 rd . There IS class on Oct 13 th (Columbus Day). May 29 th and June 2 nd conclude our May 2003 series. June 12 th begins the summer series.			
A	June 12	License Law: [3] & Law of Agency [1.5]	5:50 - 10:20pm / Cheektowaga
B	June 16	Law of Agency [4.5]	5:50 - 10:20pm / Cheektowaga
C	June 19	Law of Agency [2] & Estates & Interests [2.5]	5:50 - 10:20pm / Cheektowaga
D	June 23	Liens, Deeds & Leases [4.5]	5:50 - 10:20pm / Cheektowaga
E	June 26	Estates & Interests [3] & Finance [1.5]	5:50 - 10:20pm / Cheektowaga
F	June 30	Finance [3.5] & Land Use [1]	5:50 - 10:20pm / Cheektowaga
G	July 7	Land use [1], Construction [3] & Valuation [1/2 hr]	5:50 - 10:20pm / Cheektowaga
H	July 10	Valuation [2.5] & Human Rights -Fair Housing [2]	5:50 - 10:20pm / Cheektowaga
I & J	July 11 th [Fri]	Fair Housing [2] & Environmental Issues [3], Math[3] & Indep/Emp1 [1]	8:30am - 5:30pm / East Amherst (optional)
A	July 21	License Law: [3] & Law of Agency [1.5]	5:50 - 10:20pm / Cheektowaga
B	July 24	Law of Agency [4.5]	5:50 - 10:20pm / Cheektowaga
C	July 28	Law of Agency [2] & Estates & Interests [2.5]	5:50 - 10:20pm / Cheektowaga
D	July 31	Liens, Deeds & Leases [4.5]	5:50 - 10:20pm / Cheektowaga
E	Aug 4	Estates & Interests [3] & Finance [1.5]	5:50 - 10:20pm / Cheektowaga
F	Aug 7	Finance [3.5] & Land Use [1]	5:50 - 10:20pm / Cheektowaga
G	Aug 11	Land use [1], Construction [3] & Valuation [1/2 hr]	5:50 - 10:20pm / Cheektowaga
H	Aug 14	Valuation [2.5] & Human Rights -Fair Housing [2]	5:50 - 10:20pm / Cheektowaga
I & J	Aug 15 [Fri]	Fair Housing [2] & Environmental Issues [3], Math[3] & Indep/Emp1 [1]	8:30am - 5:30pm / East Amherst (optional)
SPECIAL DAY PROGRAM STARTING AUG 18 - AUG 29 CALL FOR DETAILS			
A	Sep 4	License Law: [3] & Law of Agency [1.5]	5:50 - 10:20pm / Cheektowaga
B	Sep 8	Law of Agency [4.5]	5:50 - 10:20pm / Cheektowaga
C	Sep 11	Law of Agency [2] & Estates & Interests [2.5]	5:50 - 10:20pm / Cheektowaga
D	Sep 15	Liens, Deeds & Leases [4.5]	5:50 - 10:20pm / Cheektowaga
E	Sep 18	Estates & Interests [3] & Finance [1.5]	5:50 - 10:20pm / Cheektowaga
F	Sep 22	Finance [3.5] & Land Use [1]	5:50 - 10:20pm / Cheektowaga
G	Sep 25	Land use [1], Construction [3] & Valuation [1/2 hr]	5:50 - 10:20pm / Cheektowaga
H	Sep 29	Valuation [2.5] & Human Rights -Fair Housing [2]	5:50 - 10:20pm / Cheektowaga
I & J	Sep 30 [Tues]	Fair Housing [2] & Environmental Issues [3], Math[3] & Indep/Emp1 [1]	8:30am - 5:30pm / East Amherst (optional)
A	Oct 6	License Law: [3] & Law of Agency [1.5]	5:50 - 10:20pm / Cheektowaga
B	Oct 9	Law of Agency [4.5]	5:50 - 10:20pm / Cheektowaga
C	Oct 13	Law of Agency [2] & Estates & Interests [2.5]	5:50 - 10:20pm / Cheektowaga
D	Oct 16	Liens, Deeds & Leases [4.5]	5:50 - 10:20pm / Cheektowaga
E	Oct 20	Estates & Interests [3] & Finance [1.5]	5:50 - 10:20pm / Cheektowaga
F	Oct 23	Finance [3.5] & Land Use [1]	5:50 - 10:20pm / Cheektowaga
G	Oct 27	Land use [1], Construction [3] & Valuation [1/2 hr]	5:50 - 10:20pm / Cheektowaga
H	Oct 30	Valuation [2.5] & Human Rights -Fair Housing [2]	5:50 - 10:20pm / Cheektowaga
I & J	Oct 31 [Fri]	Fair Housing [2] & Environmental Issues [3], Math[3] & Ind/ Emp1	8:30am - 5:30pm / East Amherst (optional)

Cheektowaga location: Exit at the Buffalo Niagara Inter'l Airport to Genesee Street, after you pass the Airport, watch for us on the same-side, right after Holtz Dr. in a bldg. known as the New Horizons Computer & Corporate Training Center. Our **E. Amherst location** is just south of N. French Rd. across from the Transit/Casey Plaza in the Floss Professional Bldg. 6465 Transit Road (enter at the first floor - pass the reception area on the left hand side).

All payments to: WNY School of Real Estate PO Box 702 E. Amherst NY 14051 (Payment is due PRIOR to the start of class).

