

**Modular 75 Hour NYS Salesperson Qualifying Program**

**Location:** 2304 Wehrle Drive Williamsville NY 14221

**+Program Options+**

**Basic \$475** – Includes all basic materials necessary.  
**Premium \$525** – Includes everything above, Android Tablet & discounts on CE  
**Professional \$550** – Incl. everything above and **SIGNIFICANT** discounts on CE.

Missed sessions can be made up at subsequent sessions of future offerings at no extra charge.



Receive an Android Tablet when you upgrade to the Premium or Professional Package!

Mail payments to: WNY School of RE  
2304 Wehrle Dr. Williamsville NY 14221

**30 Hr. GAP course:**  
Session "I thru N" \$249  
grants 19.5 hrs of NYS CE

**Session Date Topic Time / Day or Evening**

A	Apr 11	License Law & Law of Agency	5:30 – 10:45pm / Wed. evening
B	Apr 17	Law of Agency	5:30 – 10:45pm / Tues. evening
C	Apr 18	Law of Agency & Legal Issues	5:30 – 10:45pm / Wed. evening
D	Apr 24	Legal Issues	5:30 – 10:45pm / Tues. evening
E	Apr 25	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Wed. evening
F	May 1	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Tues. evening
G	May 2	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Wed. evening
H	May 8	Construction, Environmental & Valuation	5:30 – 10:45pm / Tues. evening
I	May 9	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Wed. evening
J	May 15	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Tues. evening
K	May 16	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Wed. evening
L	May 22	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Tues. evening
M	May 23	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Wed. evening
N	May 30	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Wed. evening
A	Jun 5	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Jun 6	Law of Agency	5:30 – 10:45pm / Wed. evening
C	Jun 12	Law of Agency & Legal Issues	5:30 – 10:45pm / Tues. evening
D	Jun 13	Legal Issues	5:30 – 10:45pm / Wed. evening
E	Jun 19	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Tues. evening
F	Jun 20	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Wed. evening
G	Jun 26	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Tues. evening
H	Jun 27	Construction, Environmental & Valuation	5:30 – 10:45pm / Wed. evening
I	July 10	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
J	July 11	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
K	July 17	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Tues. evening
L	July 18	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Wed. evening
M	July 24	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Tues. evening
N	July 25	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Wed. evening
A	Aug 1	License Law & Law of Agency	5:30 – 10:45pm / Wed. evening
B	Aug 7	Law of Agency	5:30 – 10:45pm / Tues. evening
C	Aug 8	Law of Agency & Legal Issues	5:30 – 10:45pm / Wed. evening
D	Aug 14	Legal Issues	5:30 – 10:45pm / Tues. evening
E	Aug 15	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Wed. evening
F	Aug 21	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Tues. evening
G	Aug 22	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Wed. evening
H	Aug 28	Construction, Environmental & Valuation	5:30 – 10:45pm / Tues. evening
I	Aug 29	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Wed. evening
J	Sep 4	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Tues. evening
K	Sep 5	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Wed. evening
L	Sep 11	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Tues. evening
M	Sep 12	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Wed. evening
N	Sep 18	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Tues. evening
A	Sep 19	License Law & Law of Agency	5:30 – 10:45pm / Wed. evening
B	Sep 25	Law of Agency	5:30 – 10:45pm / Tues. evening
C	Sep 26	Law of Agency & Legal Issues	5:30 – 10:45pm / Wed. evening
D	Oct 2	Legal Issues	5:30 – 10:45pm / Tues. evening
E	Oct 3	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Wed. evening
F	Oct 9	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Tues. evening
G	Oct 10	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Wed. evening
H	Oct 16	Construction, Environmental & Valuation	5:30 – 10:45pm / Tues. evening
I	Oct 17	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Wed. evening
J	Oct 23	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Tues. evening
K	Oct 24	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Wed. evening
L	Oct 30	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Tues. evening
M	Nov 6	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Tues. evening
N	Nov 7	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Wed. evening

**Need to finish QUICK?**  
Attend Day Sessions

**Text us 24 hours a day at:**  
914-768-8797

If you choose our DAY option, pay \$550 & you're entitled to attend both day & evening classes – please note: NO discounts included or an Android tablet.

**Modular means that if you start with Session D you'll finish in the next series with Session C**  
(every night's a different topic so it's okay!)

**Students frequently begin after Session A – they love that every night is a different topic so they don't feel like they're missing anything!**

**Begin ANY Tues or Wed evening and finish about 6 weeks later!**

**Modular means that if you start with Session D you'll finish in the next series with Session C (every night's a different topic so it's okay!)**

Session	Date	Topic	Time / Day or Evening
A	Nov 13	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Nov 14	Law of Agency	5:30 – 10:45pm / Wed. evening
C	Nov 20	Law of Agency & Legal Issues	5:30 – 10:45pm / Tues. evening
D	Nov 27	Legal Issues	5:30 – 10:45pm / Tues. evening
E	Nov 28	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Wed. evening
F	Nov 29	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Thurs evening
G	Dec 4	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Tues evening
H	Nov 5	Construction, Environmental & Valuation	5:30 – 10:45pm / Thurs. evening
I	Dec 6	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
J	Dec 11	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
K	Dec 12	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Thurs. evening
L	Dec 13	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Thurs. evening
M	Dec 18	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Tues. evening
N	Dec 19	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Wed. evening

**Students frequently begin after Session A – they love that every night is a different topic so they don't feel like they're missing anything!**

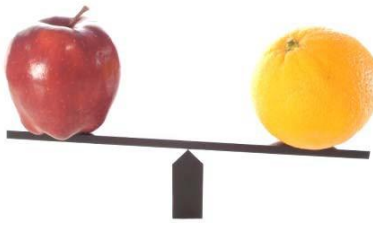
**2019 SCHEDULE**

A	Jan 8	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Jan 9	Law of Agency	5:30 – 10:45pm / Wed. evening
C	Jan 15	Law of Agency & Legal Issues	5:30 – 10:45pm / Tues. evening
D	Jan 16	Legal Issues	5:30 – 10:45pm / Wed. evening
E	Jan 22	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Tues. evening
F	Jan 23	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Wed. evening
G	Jan 29	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Tues. evening
H	Jan 30	Construction, Environmental & Valuation	5:30 – 10:45pm / Wed. evening
I	Feb 5	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
J	Feb 6	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
K	Feb 12	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Tues. evening
L	Feb 13	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Wed. evening
M	Feb 19	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Tues. evening
N	Feb 20	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Wed. evening
A	Feb 26	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Feb 27	Law of Agency	5:30 – 10:45pm / Wed. evening
C	Mar 5	Law of Agency & Legal Issues	5:30 – 10:45pm / Tues. evening
D	Mar 6	Legal Issues	5:30 – 10:45pm / Wed. evening
E	Mar 12	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Tues. evening
F	Mar 13	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Wed. evening
G	Mar 19	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Tues. evening
H	Mar 20	Construction, Environmental & Valuation	5:30 – 10:45pm / Wed. evening
I	Mar 26	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
J	Mar 27	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
K	Apr 2	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Tues. evening
L	Apr 3	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Wed. evening
M	Apr 9	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Tues. evening
N	Apr 10	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Wed. evening

**Text us 24 hours a day at: 914-768-8797**

**Begin ANY Tues or Wed evening and finish about 6 weeks later!**

**Please read:** If you have **ever** been convicted of any misdemeanor or felony anywhere, please contact the school as there are preliminary things you need to consider before applying for a NYS professional license. Students are encouraged to read the school refund policy located on our web site prior to registration. If you need to finish more quickly, pay just \$30 and come in to do our Instructor-led day sessions (each day equates to one evening class) offered Monday through Thursdays all year long. You can do this to make up sessions you missed OR wait and do it when it loops around again and then there's no fee. Speak to a representative for more information. We encourage you to read the complete brochure for this program for more information. With our modular program you can start ANY evening and complete less than 7 weeks later. For example, if you start on session D, you will complete in the next series on session C. Once we hand you your tablet in class there is no refund. Your tuition is good for TWO year from the date you begin. No more than 2 classes may be missed without the need to make up based on NYS minimum attendance requirements. This mandatory course prepares you to take the NYS exam which is offered weekly in downtown Buffalo. The minimum passing grade for the school and state exam is 70%. Please note: if you attend one evening there is a maximum of 50% you may be refunded – two or more evenings result in no refund should you change your mind. Lost certificates require a \$30 fee. We offer a review course for \$200 which includes all materials but you cannot re-take the school exam – tuition for the review program is for 6 months only. Make sure to send a text to our **text-only** line for information about our FREE EXTRA exam review options to: 914-768-8797.



# Don't compare apples to oranges...

Not all **REAL ESTATE LICENSING SCHOOLS** are the same...

	Western NY RE&Broker Training School	Cusack Center & most other NYS-Approved Schools
1. Is there a <b>FREE REVIEW DVD</b> included for me to watch at home that that reviews the most confusing parts of the program?	Yes	No
2. Do you usually have to attend weekends as well as evenings?	No	Yes
3. Do you have <b>online practice questions</b> included for additional review?	Yes	No
4. Do you provide an <b>AUDIO CD</b> for my car for extra practice at no extra charge or an <b>ANDROID TABLET</b> ?	Yes	No
5. Do you have guest speakers who are specialists that come in with the NYS Approved Instructors to add to the lecture?	Yes	Sometimes
6. Are there different package programs available that will <b>SAVE</b> me money on future continuing education that is needed in order to renew my real estate license?	Yes	No
7. Do you allow past-students to sit in on future classes as a refresher at no extra-charge? (on a space available basis)	Yes	No
8. Are you the most <b>affordable</b> school that provides the mandatory training to earn a NYS Real Estate License? (west of Rochester)	Yes	No
9. If I sign up for your "online version" of the 75 Hour Class – can I sit in on some live sessions for extra review at no charge?	Yes	No
10. Do you offer financial aid or assistance?	It depends	No
11. Do you offer a modular format that lets me start and finish once all the mandatory sessions are completed?	Yes	No
12. Some schools are located at very busy intersections where you sit in traffic for extended periods of time (like Main Street, etc), is this the case with your school?	No	Yes
13. Do you use instructors that are active in the various disciplines of real estate (such as appraisal, home inspection & sales) to bring real life experiences into the classroom?	Yes	Sometimes
14. Does your school offer a 24 hour a day <b>TEXT</b> option where you can ask for a call back to help with questions that may come up while you're reading or working on practice questions at home?	Yes	No
<b>OUR TEXT ONLY NUMBER IS: 914-768-8797</b>		
15. I work swing shift, can I switch back & forth taking day AND night classes?	Yes	No

**We don't have to put down the competition in order to get your business** and that's consistent with our school's philosophy and the training we provide. We'd be happy to refer you to past graduates that will tell you about their learning experiences at the school for this exciting & lucrative training program. Day make-up classes are just \$30 ask for details. For more information, call the number below or email us 24 hrs a day at [wmysre@gmail.com](mailto:wmysre@gmail.com) or [wmyres@gmail.com](mailto:wmyres@gmail.com) or visit: [www.wmyschoolofrealestate.org](http://www.wmyschoolofrealestate.org)

**Western NY Real Estate Salesperson & Broker Training School (a division of WNY School of Real Estate)**  
2304 Wehrle Dr. Williamsville/Cheektowaga (716) 633-9009