

**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

**Gap Classes:** attend sessions I – N of any of the series below - just \$249 – you'll also get 19.5 hours of CE after you pass the school exam.

**2017**

Session	Date	Topic	Time / Day or Evening
A	Jun 6	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Jun 7	Law of Agency	5:30 – 10:45pm / Wed. evening
C	Jun 13	Law of Agency & Legal Issues	5:30 – 10:45pm / Tues. evening
D	Jun 14	Legal Issues	5:30 – 10:45pm / Wed. evening
E	Jun 20	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Tues. evening
F	Jun 21	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Wed. evening
G	Jun 27	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Tues. evening
H	Jun 28	Construction, Environmental & Valuation	5:30 – 10:45pm / Wed. evening
I	July 11	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
J	July 12	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
K	July 18	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Tues. evening
L	July 19	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Wed. evening
M	July 26	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Wed. evening
N	July 29	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	9am-4pm / Saturday

*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	Aug 2	License Law & Law of Agency	5:30 – 10:45pm / Wed. evening
B	Aug 8	Law of Agency	5:30 – 10:45pm / Tues. evening
C	Aug 9	Law of Agency & Legal Issues	5:30 – 10:45pm / Wed. evening
D	Aug 15	Legal Issues	5:30 – 10:45pm / Tues. evening
E	Aug 16	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Wed. evening
F	Aug 22	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Tues. evening
G	Aug 23	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Wed. evening
H	Aug 29	Construction, Environmental & Valuation	5:30 – 10:45pm / Tues. evening
I	Aug 30	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Wed. evening
J	Sep 5	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Tues. evening
K	Sep 6	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Wed. evening
L	Sep 12	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Tues. evening
M	Sep 13	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Wed. evening
N	Sep 16	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	9am-4pm / Saturday

*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!*

Session	Date	Topic	Time / Day or Evening
A	Sep 19	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Sep 20	Law of Agency	5:30 – 10:45pm / Wed. evening
C	Sep 26	Law of Agency & Legal Issues	5:30 – 10:45pm / Tues. evening
D	Sep 27	Legal Issues	5:30 – 10:45pm / Wed. evening
E	Oct 3	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Tues. evening
F	Oct 4	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Wed. evening
G	Oct 10	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Tues. evening
H	Oct 11	Construction, Environmental & Valuation	5:30 – 10:45pm / Wed. evening
I	Oct 17	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
J	Oct 18	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
K	Oct 24	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Tues. evening
L	Oct 25	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Wed. evening
M	Nov 1	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Wed. evening
N	Nov 4	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	9am-4pm / Saturday

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

Schedule continued on NEXT page ...

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

Session	Date	Topic	Time / Day or Evening
A	Nov 7	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Nov 8	Law of Agency	5:30 – 10:45pm / Wed. evening
C	Nov 14	Law of Agency & Legal Issues	5:30 – 10:45pm / Tues. evening
D	Nov 15	Legal Issues	5:30 – 10:45pm / Wed. evening
E	Nov 21	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Tues. evening
F	Nov 28	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Tues. evening
G	Nov 29	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Wed. evening
H	Nov 30	Construction, Environmental & Valuation	5:30 – 10:45pm / Thurs. evening
I	Dec 5	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
J	Dec 6	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
K	Dec 7	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Thurs. evening
L	Dec 12	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Tues. evening
M	Dec 13	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Wed. evening
N	Dec 14	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Thurs. evening
A	Jan 3	License Law & Law of Agency	5:30 – 10:45pm / Wed. evening
B	Jan 9	Law of Agency	5:30 – 10:45pm / Tues. evening
C	Jan 10	Law of Agency & Legal Issues	5:30 – 10:45pm / Wed. evening
D	Jan 16	Legal Issues	5:30 – 10:45pm / Tues. evening
E	Jan 17	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Wed. evening
F	Jan 23	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Tues. evening
G	Jan 24	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Wed. evening
H	Jan 30	Construction, Environmental & Valuation	5:30 – 10:45pm / Tues. evening
I	Jan 31	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Wed. evening
J	Feb 6	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Tues. evening
K	Feb 7	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Wed. evening
L	Feb 13	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Tues. evening
M	Feb 14	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Wed. evening
N	Feb 17	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	9am-4pm / Saturday

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

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!)

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

Session	Date	Topic	Time / Day or Evening
A	Feb 20	License Law & Law of Agency	5:30 – 10:45pm / Tues. evening
B	Feb 21	Law of Agency	5:30 – 10:45pm / Wed. evening
C	Feb 27	Law of Agency & Legal Issues	5:30 – 10:45pm / Tues. evening
D	Feb 28	Legal Issues	5:30 – 10:45pm / Wed. evening
E	Mar 6	Legal Issues, Contract of Sale/Leases	5:30 – 10:45pm / Tues. evening
F	Mar 7	Contract of Sale/Leases & Finance	5:30 – 10:45pm / Wed. evening
G	Mar 13	Finance, Land Use Regs & Construction	5:30 – 10:45pm / Tues. evening
H	Mar 14	Construction, Environmental & Valuation	5:30 – 10:45pm / Wed. evening
I	Mar 20	Valuation/Pricing Properties, Human Rights & Math	5:30 – 10:45pm / Tues. evening
J	Mar 21	Math, Municipal Agencies, Insurance & Prop. Taxes	5:30 – 10:45pm / Wed. evening
K	Mar 27	Taxes/Assessments and Condos/Cooperatives	5:30 – 10:45pm / Tues. evening
L	Mar 28	Condos/Cooperatives & Commercial/Investment	5:30 – 10:45pm / Wed. evening
M	Apr 3	Commercial/Investment & Income Tax Issues	5:30 – 10:45pm / Tues. evening
N	Apr 4	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!

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 29	Comm/Investment, Mtg. Broker/Prop. Mgmt & Tax	5:30 – 10:45pm / Wed. evening

**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. There are limited opportunities to make up classes during the day if you're available – 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 attendance requirements.