

PROFESSIONAL **S**TUDIES in **R**eal Estate

A series of **New York State Approved** courses for Real Estate Agents, Brokers, Assessors and the general public

Western New York School of Real Estate (716) 639-9009

Introduction

We understand the competing demands on the time of our students as well as the need to interact with others in the classroom. Choice, quality and affordability are also important components in our program development criteria.

Throughout the 2002 academic year, select members from the School's faculty convened in order to develop a series of professional programs for real estate professionals which not only meets the minimum number of hours for New York State real estate license renewals, but also provides innovative and relevant education that can be put to use immediately.

Background

The Western NY School of Real Estate is a nonsectarian, coeducational and independent Real Estate School accredited by the State of New York, Commonwealth of Pennsylvania and State of Florida.

In 2002, we celebrated our 10,000th registration since our founding in 1996 and we have locations throughout New York State.

Benefits to the Student

Four words sum up the benefits of this program: **Choice, Quality, Flexibility & Affordability.**

Students can narrowly select which components they'd like to attend and therefore can focus on topical areas they have the most interest in. Why not learn about something you actually have an interest in?

We take pride in offering our students the most current programs based on our cutting-edge research and diverse professional backgrounds drawn on 25 faculty members made-up of NYS Full & Technical Instructors of Real Estate. Compare our course descriptions to those offered by other schools and you'll find we don't offer "the same old stuff".

Flexibility in the PSR program is unsurpassed. You may attend at **either** of our Erie County locations and we keep track of your individual hours. Once you meet the minimum 90% attendance requirement, you earn your certificate (but of course we'd like to see you stay for 100% of the program). The program is offered evenings in Cheektowaga from 5:45 - 10:15 and days at our East Amherst location. Students must keep in mind that 90% of the course must be attended in order to be awarded your continuing education certification and this must be **BEFORE** your license renewal date. If you are even one day late, you lose any years you have as real estate experience to qualify for a NY State Broker's License. Speak to one of our advisors if you have any questions.

Affordability offered by enrolling in the PSR program cannot be beat. For just **\$119**, you earn all 22.5 hours

of credit necessary to renew your license. That's it! No exams, tests, grading or hidden fees. If you only wish to do individual courses, the fee is \$8 per contact hour.

Graduates of the PSR program automatically qualify for the national designation "**reMBA**" (real estate excellence in management, brokerage & agency) and will have their name and company affiliation noted in the Buffalo News HomeFinder & Business First.

Curriculum

♦ **Architecture & Luxury Homes #101**

This 9 hour NYS Approved course covers: history of architecture, types of construction, influence of the past & present standards, key components of the luxury home market and valuation and marketing considerations. Western NY architecture concludes the program. (This is the only course that assessor's earn renewal credit for).

♦ **An Agents Practical Guide to Avoid Litigation #102**

This 7.5 hour course covers: easy record-keeping actions to protect yourself when working with buyers & sellers, review of the various disclosure laws, review of mold and other environmental problems that can reek havoc on the transaction and much more.

♦ **Contemporary Issues in Real Estate #103**

This 6 hour course covers: what an agent should look at when listing a home, role of the assistant to the agent, B, C & D lending regulations, use of seller concessions, review of credit scores and license law updates.

You are allowed to substitute **ONE** 7.5 hour Internet delivered course for either course #102 or #103 at no extra charge (typically agents who have an impending license renewal or simply want to focus on a different learning topic compared to the courses above). If you wish to substitute both of these, there is a **\$39 fee**.



We Attract the Best

If you've never attended classes with us - take a look at everyone who has: 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, Bob Harris Realty, Innovative Realty and many many more.

Past Student Comments

"Your courses are great - never a dull moment and information provided is always cutting edge".

-K. Hill

"No other school offers the flexibility in programming - I love that you have two locations to pick from".

-J. Bird

"Thanks for being so affordable - it's sometimes tough waiting on a commission check!"

-R. Brown

How Do I Begin

Enrollment is very easy and convenient. Simply call us at **(716) 639-9009** and register in advance of the first class (this way we can ensure that we have the proper materials for you as well as an available seat). We accept MasterCard, Visa and Discover (as well as checks and money orders sent to us in advance).

ALL MAIL SHOULD BE SENT TO OUR MAIN ADDRESS AT:

WNY School of Real Estate
PO Box 702 E. Amherst NY 14051



DIRECTIONS TO OUR LOCATIONS

4950 Genesee Street, Cheektowaga NY

Exit at the Buffalo Niagara International Airport exit off the Kensington Expressway (also known as Route 33), pass the Airport and watch for us on the left-hand side (before Transit Rd) in the

New Horizons Computer & Corporate Training Facility.

6465 Transit Road, East Amherst, NY

Exit the Interstate 90 at the Depew exit, turn left (north) on Transit Road, cross over Main St., Maple, Clarence Center, then watch for us immediately on the right side after passing Casey Road. Walk past the 1st floor reception area to the left corridor.



