

Registrations are not accepted without payment. Registration is limited. No phone registrations will be accepted. All tuition and fees must be paid in full with this application. There are no refunds! NO EXCEPTIONS. REGISTRATIONS END 5 BUSINESS DAYS BEFORE THE CLASSES BEGIN

Name: _____

Email: _____

Phone: _____

Address: _____

City: _____ State: NY Zip: _____

UID: _____

Please register me for the following course/courses:

Amount enclosed or authorized: _____

(Make check payable to PIRT)

Charge my: () VISA () MC () Disc () Amex

Account #: _____

Expiration date: __ __ / __ __ CVN: _____

Signature: _____

Do you have any disabilities which require special accommodations, including auxiliary aids/services? If so, please list your needs below:

(Please let us know of any special needs at least 2 weeks prior to the start of the class.)

Questions? Phone: **315.785.9856** during normal business hours

Mail to: PIRT – PO Box 6179, Watertown NY 13601

2017

Real Estate Courses



**the Professional
Institute for Real
Estate Training (PIRT)**

www.pirtny.com

315-785-9856

Your Real Estate School in Northern NY

Salesperson's License

The course is 75 hours. To become licensed you will have to take this course and successfully complete it. You do not need prior experience, nor do you need a broker 'sponsor' to take the course.

Applicants for the salesperson's license must:

- be at least 18 years of age;
- complete a NYS-approved 75-hour course and pass the course exam;
- get a sponsoring broker; and
- Pass the NYS exam.

Broker's License

A broker applicant will be required to show proof of completing 120 hours of approved education. Broker applicants will be required to show proof of completing the 45 hour salesperson course, the 30 hour remedial course and the 45 hour broker course OR the 75 salesperson course and the 45 hour broker course.

Broker applicants must:

- be at least 20 years of age;
- have 120 hours of approved instruction and pass the course exam (see above)
- pass the NYS exam;
- and have either a minimum of two years' experience as a licensed salesperson or three years' experience in a related field.

Please check with the NYS Department of State as to what constitutes experience and/or a related field: NYS Department of State: 518-474-4429

Who needs a license?

According to Article 12-A of the Real Property Law, "anyone who negotiates any form of real estate transaction for another and for compensation of any kind in the State of New York" needs a license.

What is the difference between a broker and a salesperson?

A broker is the owner or corporate officer of the firm. The broker sponsors, trains, and supervises all the real estate activities of the agents for which he/she is responsible. A salesperson works for and under the direction of the sponsoring broker.

Do I need a sponsoring broker to take the course?

No, many people take the course for personal reasons and have no intention of getting a license. You also do not need a sponsoring broker to take the NYS exam, however you do need one to apply for your license.

What happens if I take the course but am not ready to apply for my license?

Your 75 hour course completion certificate is good for eight years. If you are not ready to apply for your license at the end of the course, you must hold on to your certificates until you are ready. Remember the NYS exam results are good for two years.

I had a license many years ago but let it lapse. Do I have to go through the licensing procedure again?

If you took the 45 hour licensing course before July 1, 2008, this certificate is still valid.

If your license expired more than two years ago, you will have to take the NYS exam again before you can renew your license.

If your license expired less than two years ago, you only need to complete the 22 1/2 hours of continuing education, Agency and Fair Housing before you renew your license. In either case, your broker must sign the renewal form.

If I miss a portion of the Qualifying Course, what happens?

According to the New York Department of State, you must complete 90% of the class time in order to pass the course. In other words, if you miss more than 7.5 hours of the entire class, you will automatically fail.

If I am applying for the Broker's license do I need my original qualifying course certificate?

No. You do need to have your Broker's course certificate with a raised seal, the complete application and your pass notice from the State. You do not need to have anything for the sales course assuming you are applying as a currently licensed salesperson. You must mail these documents to the Department of State with your application. If you are going to be a Broker of Record, please check with the Department of State before incurring charges as you must clear your name with DOS before anything else!

CE COURSES IN THE DEVELOPMENT STAGES:

Homes for All – Serving People with Disabilities

How to Work for your Client! – a 2 Hour Agency course – April 18th

Let's Refresh – Understanding Agency - A 1 hour CE Class! - January 10th

CLASSES AVAILABLE

SALES QUALIFYING COURSE WINTER- Jan. 5, 10, 12, 17, 19, 24, 26 from 6-9 p.m. and also Jan. 7, 8, 14, 15, 21, 22, 28, and 29 from 9 – 4:30 p.m. Must attend all sessions. Course cost \$400 if registered before 12/9, afterward \$425. Cost includes textbook. **CANCELLED**

SALES QUALIFYING COURSE WEEKENDS – SPRING: March 3,4,5,10,11,12,18,19,24,25,26,31, April 1, and 2nd, 9:00 a.m. - 4:30 p.m. Must attend all sessions. \$400 including text if registered by 2/22, afterward \$425.

FALL – Oct. 6,7,8,13,14,15,20,21,22, Nov, 10,11,12,18. Must attend all sessions. 9:00 a.m. - 4:30 p.m. Must attend all sessions. \$400 including text if registered by Sept. 8; afterward \$425.

IN THE BEGINNING – A PRIMER OR REFRESHER FOR THE REAL ESTATE AGENT – March 1 How to get started or 'restarted' in the business! Contains 2 hours of required AGENCY as required by DOS. Total of 4 hours of CE. \$40.00 10 a.m. – 2:15 p.m. There is a book required for \$40.00 that is extra. Total cost for the cost is \$80.00.

FAIR HOUSING – IT'S THE LAW! – April 8th
Understanding the basics of civil rights, fair housing laws and how they apply to the real estate community. 4 hours CE credit. \$50 includes text. 9 a.m. – 1:15 p.m.

BEGINNING COMMERCIAL/INVESTMENT REAL ESTATE- May 10th Understanding the basic terms and concepts to help you and your multifamily /commercial clients make better choices. This won't make you an expert -just give you the basics! \$65 includes text 5 hours CE. 9 a.m. – 2:30 p.m.

BROKER QUALIFYING COURSE – Sept. 11, 13, 14, 18, 19, 20. \$395.00 including text.

More courses available – check Facebook or call 315-785-9856 for Info!