



NEW HAVEN REAL ESTATE SCHOOL

A Division of the Greater New Haven Association of Realtors (GNHAR)

127 Washington Ave. West LL

North Haven, CT 06473

Telephone: 203-234-3938 Fax: 203-234-3980

reschool@snet.net

www.greaternhrealtors.com

REAL ESTATE BROKERAGE

This 36 hour course meets the minimum 30 hours of Broker pre-licensing education as set forth by the CT Real Estate Commission. The course includes a mid-term and a final exam.

The goal of this course is to help the student to become an effective real estate professional through a heightened understanding of the various factors that impact the industry, their organization, their customers, and themselves. This course will include interactive classroom activities and discussion focused on the following topics:

- The importance of emerging trends in real estate.
- The current and future impact of change on the real estate profession.
- Transitioning from sales into management.
- Identifying leadership traits and how the various leadership styles can impact an organization.
- Management styles, workplace climate and culture.
- Time management skills.
- Establishing professional credentials.
- Target marketing and market competition.

DATE(S):	Starts Wednesday – October 27, - December 8th, 2010 (NO CLASS on Wednesday, November 24th, Thanksgiving Eve)
TIME:	Mondays & Wednesdays 6:00 p.m. – 9:00 p.m. (Twelve, three-hour sessions)
INSTRUCTOR(S):	Teresa Sirico, ABR-CRB-CRS-ePRO-GRI-SRES
FEE:	\$300.00 tuition 50.00 book \$ 350.00 Total tuition and text Book: REAL ESTATE BROKERAGE, 7th Edition: McAdams, Cyr, and Sobeck; (Dearborn Publications)

REGISTRATION DEADLINE: By Noon, Wednesday, October 20th, 2010

LATE REGISTRATIONS: An additional administrative processing fee of \$20.00 will be added to all late registrations. *Only CASH or CREDIT CARD payment will be accepted for late registrations. NO WALK INS. NO EXCEPTIONS.*

PAYMENT: FULL payment is required prior to the class start date. We accept cash, check, MasterCard, and Visa. There will be a **\$25.00 charge** for any check returned by the bank for insufficient funds or for any declined credit card charge. Your payment, whether by credit card or check, will not be processed until class minimum enrollment is met. Return completed form with payment via:

FAX: 203-234-3980

MAIL: New Haven Real Estate School, 127 Washington Ave., West Bldg. LL, North Haven, CT 06473 ATTN: Lynne Westerhoff
(Be sure to allow a minimum of 1 week for your registration/payment to arrive via mail.)

DROP OFF: GNHAR/New Haven RE School (see address above), Monday-Friday, 8:30am-4:30pm

PHONE: Credit cards only 203-234-2398

PLEASE **PRINT** AND COMPLETE **ALL** OF THE LINE ITEMS BELOW:

MEMBER GNHAR: YES NO PAYMENT TOTAL \$ _____

Name		Daytime Phone	
Address		Home Phone	
City, State Zip		Cell Phone	
E-mail Address		RE License #	

CASH			
CHECK #		<i>Make check payable to: NEW HAVEN REAL ESTATE SCHOOL.</i>	
CREDIT CARD	MasterCard Account #	Visa Account #	
	MasterCard expiration date:	Visa expiration date:	

If payment is made by Credit Card, address should be billing address of card.

SIGNATURE	DATE
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