

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. REGISTRATION ENDS 4/6/2012

Name: _____

Email: _____

Phone: _____

Address: _____

City: _____ State: NY Zip: _____

Course cost (including text) \$415.00

Amount enclosed: ____

Make checks payable to PIRT OR
Charge my: () VISA () MC () Disc () Amex

Account #: _____

Expiration date: __ __ / __ __ CVN: _____

Signature: _____

ALL STUDENTS :Please acknowledge below:

I understand that by registering for this course and paying for it I relinquish my rights to refunds or rebates as I understand that fees are non-refundable unless this course is canceled by the school.

_____ signature

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

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

Questions? Phone: 315.785.9856.

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

**April-May
2012**

Real Estate Salesperson

Qualifying Course Schedule

**Professional
Institute for Real
Estate Training**

www.pirtny.com 315-785-9856

A Career in Real Estate

How do you get a real estate license? Salesperson's License (See Increased Requirements)

The salespersons qualifying course is 75 hours. A salesperson applicant will be required to show proof of completing 75 hours of approved education. Those salesperson applicants who completed the 45 hour salesperson course prior to July 1, 2008 may complete the additional 30 hour qualifying course (Remedial Course) to satisfy the 75 hour requirement.

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;
- pass the NYS exam
- have a sponsoring broker once you pass the exam.

Broker's License (See Increased Requirements)

Broker: 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 sales-person 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;
- 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:

Department of State: 518-474-4429

www.dos.state.ny.us/lcns/licensing.html

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.

A Career in Real Estate (cont.)

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 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.

NYS DOS Increased Educational Requirements Effective July 1, 2008:

The bill creates a statutory definition of office manager. This will be a licensed associate real estate broker who elects to work as an office manager under the name and supervision of another individual broker or one who is licensed under a partnership, trade name, limited liability company or corporation. It provides that a branch office may be under the supervision of a duly appointed office manager or (as before) the direct supervision of the broker.

The bill increases educational requirements by requiring an applicant for a real estate broker's license to furnish proof of attending at least 120 hours, formerly 90 hours, of approved real estate courses and that the applicant has actively participated in the general real estate brokers business as a licensed real estate salesman under the supervision of a licensed real estate broker for a period of not less than two years, formerly one year, or has had equivalent experience in general real estate business for a period of at least three years, formerly two years.

The bill also gives the Department of State greater latitude to approve new technologies for the delivery of real estate qualifying education courses, principally through computer based distance learning,

and provides that such courses may be approved by the DOS as satisfying part of the educational requirements. At the same time it increases the salesperson qualifying course from 45 hours to 75 hours.

The bill will eliminate the current exemption from continuing education requirements for those brokers licensed after the effective date (July of 2008) who do not have fifteen years of experience by that time.

Real estate license identification cards shall now need to contain a photograph of the licensee, and the minimum age for a broker has been raised to twenty years.

NYS Department of State:

518-474-4429 or www.dos.state.ny.us/lcns/licensing.html

30 hour Remedial Course

Take the 30 Hour Remedial Course Online.

Review package options and register for the course at www.pirtny.com

For information, contact Lin Fields, Director at 315-785-9856 or email pirtteacher@aol.com

Salesperson's Qualifying Course

Registration deadline: April 6, 2012

April 20, 21, 22:

9 a.m. – 4:30 p.m.

April 27, 28, 29

9:00am - 4:30pm

May 4,5,6:

9 a.m. – 4:30 p.m.

May 11, 12, 19:

9:00am - 4:30pm

The course is held at the Jefferson Lewis Board of REALTORS® Office, 210 Court St., Suite 112, Watertown, NY.

For more information please go to our website, www.pirtny.com

