

Past Students Statements & Referrals:

I took this class at another place and learned so much more here!~~ Michael E

Phil, Melinda & Waikiki makes this class worth the effort! Passed my test the first time! ~~Roslyn W

The instructors made the class so interesting, easy learning! Thank you! ~~Charlie C

PRINCIPLES OF REAL ESTATE

Registration Form

Class Registration Date: _____

Class Location: _____

Name: _____

Address: _____

City: _____

State: _____ Zip Code: _____

Cell#: _____

Alt# _____

Email: _____

Are you being sponsored by a broker? If yes, which one: _____

About the Instructor:

Our instructor, Phil Black, has been practicing real estate and has owned a Real Estate company for over 35 years, has dedicated most of his life to teaching and is always ready to help his students. Mr. Black has one of the best ratios for students passing their test in the Hampton Roads area. His credentials are as follows:

- MBA from East Texas State university
- Formerly full time Psychology Professor for the Tidewater Community College.
- Licensed Real Estate Broker in Virginia, North Carolina & Texas
- Instructor & Director of the Churchland Academy of Real Estate



Ask us about a Military Discount

2018

Principles of Real Estate Class

ENROLL NOW

\$249 Early Enrollment Special

includes Textbook

757-484-2800

\$275 if not received 7 days prior to first day of class!

Offering DAY & EVENING Classes



Monday—Friday
 Jan 9th - Jan 29th; 6pm - 10pm
 April 24th - May 14th; 6pm - 10pm
 Aug 21st - Sept 10th; 6pm - 10pm
 *No Meeting Sept 3rd

3325 Taylor Rd., #112
Chesapeake VA 23321

Monday—Friday
 Feb 13th - March 5th; 9am - 1pm
 June 12th - July 2nd; 9am - 1pm
 Oct 9th - Oct 29th; 9am - 1pm



1201 Lake James Dr
Virginia Beach VA 23464



Monday—Friday
 March 20th - April 9th; 6pm - 10pm
 July 10th - July 30th; 6pm - 10pm

720 Thimble Shoals Blvd #116
Newport News VA 23606

How did you hear about this opportunity?

- ____ CareerConnection's Employment Weekly
 ____ Sign
 ____ Online
 ____ Referral; If yes, by who _____
 ____ Other

Mail this enrollment form & check or money order for \$249 to:

Churchland Academy of Real Estate
 400 W. Olney Rd., Suite A & B
 Norfolk VA 23507

There is a \$50 returned check fee

You can also register online at:
ChurchlandAcademyofRealEstate.com



How do I get my real estate license?

The Virginia Real Estate Board (VREB), which is the state licensing agency, requires you to complete 60 hours of pre-license education before taking the state license exam. The Principles of Real Estate course offered by Churchland Academy of Real Estate fulfills that requirement. Students are required to have a high school diploma or its equivalent prior to sitting for the licensing examination.

How do I enroll in the Principles of Real Estate course?

We offer the Principles of Real Estate at Churchland Academy of Real Estate eight times a year. Our instructors are heavily involved in real estate on a daily basis. Our current schedule can be found on the back of this form. Early tuition is \$249 and includes the textbook and handouts. Regular enrollment is \$275.

Do I need to buy my books?

We use the textbook titled Modern Real Estate Practice 19th edition update. This book is included in your tuition. Once we receive your payment, we will mail your books & instructions to your. It is a good idea to begin reading prior to the first class period. The cost of the course is \$275.00 and you can go to ChurchlandAcademyofRealEstate.com and pay online.

What do I need to bring to class?

We suggest you bring a pad of paper, pencil, calculator and highlighter to class. We also suggest you dress comfortably.

What if I Decide to Drop Out of the Course?

Students who drop out after attending the first class will receive no refund but may take another class for one year. Students who decide to drop out before attending will receive their tuition back minus \$50 for the textbook & a \$25 withdrawal fee.

After I complete the Principles of Real Estate course, what is next?

Once you have successfully completed the Principles of Real Estate course, you will be given the PSI Licensing Information bulletin, which contains your Virginia Real Estate Exam Registration form. You will have the option to register for the exam by mail, by paying PSI \$60. You may pay and register via the internet. For this you will need a VISA or MASTER CARD.

What if I want to retake the Principles of Real Estate course?

After successful completion, you are invited to retake the Principles of Real Estate course at no extra charge within one year of your original date as long as space permits. To retake the course, bring all of your materials with you to class and let the instructor know you are auditing.

Once I pass the real estate licensing exam, what do I do next?

Once you pass the licensing examination you will need to:

- (1) Find a broker with whom you want to affiliate
- (2) Complete the application form provided by the broker
- (3) Have the broker submit everything with your fees to the Virginia Real Estate Board (VREB). VREB is the state agency that grants & governs real estate licensure.

When applying for your real estate license, or if you have any other questions regarding licensure, contact VREB at (804) 367-8526.

What can I do if I have additional questions?

If you have additional questions after reading this brochure, please feel free to call the Churchland Academy of Real Estate and ask for Phil Black at: (757) 484-2800 or call his cell at (757) 334-4431

ChurchlandAcademyofRealEstate.com

