

Past Students Statements & Referrals:

I took this class at another place and learned so much more here!~~ Shannon S

Phil, Melinda, & Sherri made this class worth the effort! Passed my test the first time!
~~Sharon

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

How did you hear about this opportunity?

- CareerConnection's Employment Weekly
 Sign
 Online
 Referral; If yes, by who:

Other Specify:

You can also register online at:

ChurchlandAcademyofRealEstate.com

Or at: Century21Nachman.com

To register for the online course through **The CE Shop**, go to our website and click on the **CE Shop** logo.

There is a \$50 returned check fee

PRINCIPLES OF REAL ESTATE

Registration Form

****PLEASE PRINT LEGIBLY****

Class Date: _____

Name: _____

Address: _____

City: _____

State: _____ Zip Code: _____

Cell#: _____

Alt# _____

Email: _____

Signature: _____

About the Director:

Our Director/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, & Texas.
- Instructor & Director of the Churchland Academy of Real Estate.



2023 Principles of Real Estate Class

\$300 Early Enrollment Special

includes Textbook

Military Rate \$275 with Valid Military ID

\$325 if not received 7 days prior to first day of class!

Seat Not Reserved Until Payment Is Made



3325 Taylor Rd., #112
Chesapeake VA 23321
757-484-2800

Monday - Friday

Jan 3rd - Jan 23rd; 6pm - 10pm

Feb 14th - March 6th; 6pm - 10pm

March 28th - April 17th; 9am - 1pm

May 9th - May 30th; 6pm - 10pm

****NO CLASS on Memorial Day, May 29th****

June 20th - July 11th; 6pm - 10pm

****NO CLASS on Independence Day, July 4th****

August 8th - August 28th; 6pm - 10pm

September 19th- October 9th; 9am - 1pm

October 31st - November 20th; 6pm - 10pm

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www.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 seven 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 \$300 and includes the textbook and handouts. Regular enrollment is \$325.

Do I need to buy my books?

We use the textbook titled Modern Real Estate Practice 21st edition. This book is included in your tuition. Once we receive your payment, we will reserve a seat for you. It is a good idea to begin reading prior to the first class period.

REGISTER & PAY ONLINE AT:
ChurchlandAcademyofRealEstate.com
or at: Century21Nahcman.com

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?

On the first class session in 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 fail the Principles of Real Estate course?

After unsuccessful completion, you are allowed to retake the Principles of Real Estate course for only \$100 within one year of your original class date, as long as space permits. To retake the course, register & pay online to reserve your seat. Bring all of your materials with you to class. The entire course must be attended.

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

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