



## Our Instructors

- **Sherri Thaxton**  
ASSOCIATE BROKER, REALTOR®  
since 1997
- **Melinda Baldwin**  
ASSOCIATE BROKER, REALTOR®  
since 2006
- **Diane Old-Ricks**  
ASSOCIATE BROKER, REALTOR®  
since 2012



## Our Founder

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 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 Tidewater Community College.
- Licensed Real Estate Broker in Virginia & Texas

## Principles of Real Estate Registration Form

Class Date \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip Code \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

Signature \_\_\_\_\_

You can register and pay online at:  
ChurchlandAcademyofRealEstate.com or  
www.Century21Nachman.com



To register for the online course, head to our website and click on the CE Shop logo.

## How did you hear about us?

\_\_\_ Social Media    \_\_\_ Sign

Referred by:    \_\_\_ Online (Google, Yahoo, etc.)

\_\_\_\_\_

Other (specify):

\_\_\_\_\_



**3325 TAYLOR RD #112  
CHESAPEAKE, VA 23321**

**\$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**

\*\*There is a \$50 returned check fee \*\*

**757-484-2800**

info@churchlandacademyofrealestate.com  
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.

## 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.

## What do I need to bring to class?

You will need to bring a pen, paper, highlighter, and a calculator. We also suggest you dress comfortably. Absolutely NO CELL PHONES allowed in class.

### Monday - Friday

Jan 3 - Jan 23	6pm - 10pm
Feb 14 - Mar 6	6pm - 10pm
Mar 28 - Apr 17	9am - 1pm
May 9 - May 30	6pm - 10pm
<b>**NO CLASS on Memorial Day, May 29th**</b>	
June 20 - July 11	6pm - 10pm
<b>**NO CLASS on Independence Day, July 4th**</b>	
Aug 8 - Aug 28	6pm - 10pm
Sept 19 - Oct 9	9am - 1pm
Oct 31 - Nov 20	6pm - 10pm

**Seat Not Reserved Until Payment Is Made**

## 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 retake the course for up to one year from original class date for \$100 per course. Students who decide to drop out before attending will receive their tuition back minus \$50 for the textbook & a \$25 withdrawal fee.



## 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.

## After I complete the Principles of Real estate course, what's next?

During the first class session, you will fill out the PSI Exam Registration Form. We will send that form to PSI Exams upon successful completion of our course. Once PSI Exams has received your information, you may go on their website and register for the real estate licensing exam. The PSI Exam is \$60. You may pay and register via the internet. For this you will need a VISA or MASTER CARD.

## 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
- (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.