



## 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](http://ChurchlandAcademyofRealEstate.com) or  
[www.Century21Nachman.com](http://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**

## **\$350 Early Enrollment Special**

**includes textbook & study guide**

*\$375 if not received 7 days prior to first day of class!*

**Military Rate \$325 with Valid Military ID**

**Seat Not Reserved Until Payment Is Made**

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

**757-484-2800**

[info@churchlandacademyofrealestate.com](mailto:info@churchlandacademyofrealestate.com)  
[www.churchlandacademyofrealestate.com](http://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. Must be at least 18 years of age.

## How do I enroll in the Principles of Real Estate Course?

You can enroll online at [www.churchlandacademyofrealestate.com](http://www.churchlandacademyofrealestate.com). Fill out the registration form and SUBMIT before clicking on the credit card payment button. Follow the prompts to make a payment. If you are not paying by credit card, then you may register in person and pay with a check or money order. Cash is not accepted.

## Do I need to buy my books?

No, the Modern Real Estate Practice 21st Edition textbook and study guide are included in your tuition.

## 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.

## 2026 Schedule Monday - Friday

Jan 13 - Feb 2	6pm - 10pm
Feb 24 - Mar 16	6pm - 10pm
Apr 7 - Apr 27	6pm - 10pm
May 26 - June 15	6pm - 10pm
July 7 - July 27	6pm - 10pm
Aug 11 - Aug 31	6pm - 10pm
Sep 15 - Oct 5	9am - 1pm
Oct 27 - Nov 16	6pm - 10pm

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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 nine months 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 nine months 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 at [test-takers.psiexams.com/VARE](http://test-takers.psiexams.com/VARE).

## 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 Real Estate Salesperson Application
- (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.