

Earn Your BROKER'S LICENSE!

Looking to earn distinction as an EXPERT?



Are you looking to ... Achieve more income? ... Elevate your knowledge level? ... Earn distinction as an expert? ... Gain a competitive edge? ... or Call your own shots? ... If you enjoy managing people, have the ability to train and motivate others and desire to continue your education from contracts to technology, then broker management may be your best move!

Four Courses Needed:

- Real Estate Brokerage/Mgmt** 45 hours
- Real Estate Finance** 45 hours
- Real Estate Appraisal** 45 hours
- Real Estate Law** 45 hours

FOUR MODULES

Classes are 8:30 a.m. to 4:30 p.m.

Real Estate Brokerage/Mgmt

Begins Jan. 9, 2019

Deadline to register: **Jan. 3**

Build your own firm from the ground up. Lectures will cover leadership, management, communications and decision making, business procedures, marketing & advertising, staffing, recruiting, professional competency, coaching & training, and managing risk. **Class Dates:** 1/9, 1/16, 1/23, 1/30, 2/6, 2/13

Real Estate Finance

Begins Feb. 20, 2019

Deadline to register: **Feb. 11**

Course covers nature and cycle of real estate finance, mortgage markets, sources of funds, instruments of real estate finance, various types of loans and financing programs, closings, defaults, and foreclosures. **Class dates:** 2/20, 2/27, 3/6, 3/13, 3/20, 3/27

Real Estate Appraisal

Begins Apr 3, 2019

Deadline to register: **Mar 25**

Covers the major principles behind valuing real estate, forces that create and affect the real estate market, steps in the appraisal process, various types of capitalization, and mathematical computations/statistics needed for appraising. **Class dates:** 4/3, 4/10, 4/24, 5/1, 5/8, 5/22

Real Estate Law

Begins: May 29, 2019

Deadline to register: **May 20**

Real/personal property law; land, water, & air rights, estates, condominiums, & cooperatives, landlord-tenant law; contracts; agency, escrow, liens, deeds, transfers, titles, mortgages, & closings; fair housing, environmental & green development. **Class Dates:** 5/29, 6/5, 6/12, 6/19, 6/26, 7/3

Registration Options

Online at:
dullesarea.com
Fax Form to:
(703) 771-9787
Email Form to:
info@dullesarea.com
Mail Form to:
21720 Red Rum Dr., #177
Ashburn, VA 20147

Register for All Four & Save!

COURSE	MEM	NM
<input type="checkbox"/> RE Brokerage	\$320	\$335
<input type="checkbox"/> RE Finance	\$320	\$335
<input type="checkbox"/> RE Appraisal	\$320	\$335
<input type="checkbox"/> RE Law	\$320	\$335
<input type="checkbox"/> All Four Paid in Advance	\$1,200	\$1,290



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REGISTRATION FORM

ATTENDEE: _____

FIRM: _____ PH: _____

Street: _____

City: _____ ST: _____ Zip: _____

EMAIL: _____

RE License # _____ Expire Date: _____

Please check courses to attend:

Brokerage **Finance** **Appraisal** **RE Law**

TOTAL DUE: \$ _____ All Four Courses Member Discount \$1,200

TOTAL DUE: \$ _____ All Four Courses Non-Member Discount \$1,290

Please charge: VISA MC AMEX CHECK ENCLOSED

CC#: _____

Exp. Date: _____ CSC: _____

Cardholder: _____

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