

# 2020 BROKER'S LICENSE in 4-Months!

*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

**NEW: This year we are able to offer 8 hours Real Estate Related per course.**

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

### Real Estate Brokerage/Mgmt

**Begins Jan. 15, 2020**

**6-Weeks to complete**

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:** 1/15, 1/17, 1/22, 1/29, 2/5, 2/19

### Real Estate Finance

**Begins Feb. 24, 2020**

**3-Weeks to complete**

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:** 2/24, 2/26, 3/2, 3/4, 3/9, 3/11

### Real Estate Appraisal

**Begins Mar 16, 2020**

**3-Weeks to complete**

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:** 3/16, 3/18, 3/23, 3/25, 3/30, 4/1

### Real Estate Law

**Begins: Apr 13, 2020**

**3-Weeks to complete**

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:** 4/13, 4/15, 4/20, 4/22, 4/27, 4/29

### Broker Review for PSI Exam

**May 4, 2020**

Member Cost \$20

Non-Member Cost \$25

### 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
RE Brokerage	\$310	\$310
RE Finance	\$310	\$310
RE Appraisal	\$310	\$310
RE Law	\$310	\$310
All Four Paid in Advance	<b>\$1,200</b>	<b>\$1,200</b>



# Earn Your BROKER'S LICENSE!

## REGISTRATION FORM

ATTENDEE: \_\_\_\_\_

FIRM: \_\_\_\_\_ PH: \_\_\_\_\_

Street: \_\_\_\_\_

City: \_\_\_\_\_ ST: \_\_\_\_\_ Zip: \_\_\_\_\_

EMAIL: \_\_\_\_\_

RE License # \_\_\_\_\_ Expire Date: \_\_\_\_\_

Please check courses to attend:

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

\$ \_\_\_\_\_  \$310 per Course (Member & Non-Member)

\$ \_\_\_\_\_  All Four Courses Discount \$1,200 (Member & Non-Member)

\$ \_\_\_\_\_  Review (Member \$20 & Non-Member \$25)

\$ \_\_\_\_\_ Total Amount

Please charge:  VISA  MC  AMEX  CHECK ENCLOSED

CC#: \_\_\_\_\_

Exp. Date: \_\_\_\_\_ CSC: \_\_\_\_\_

Cardholder: \_\_\_\_\_

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PH: 703-777-2468