

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 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

Real Estate Brokerage/Mgmt

Begins: May 4, 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:** 5/4, 5/6, 5/11, 5/18, 6/1, 6/8

Broker Review for PSI Exam

June 15, 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	\$1,200	\$1,200



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: _____

Registration Options

Online at: www.dullesarea.com

Email Form to: info@dullesarea.com

Mail Form to: 21720 Red Rum Dr., #177, Ashburn, VA 20147

PH: 703-777-2468