

Earn Your BROKER'S LICENSE!

Are you looking to ...

- Achieve more income?
- Elevate your knowledge level?
- Earn distinction as an expert?
- Gain a competitive edge?
- 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!

Courses Needed:

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



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	\$315	\$330
<input type="checkbox"/> RE Appraisal	\$315	\$330
<input type="checkbox"/> RE Finance	\$315	\$330
<input type="checkbox"/> RE Law	\$340	\$355
<input type="checkbox"/> All Four	\$1,200	\$1,290

TOTAL DUE: \$ _____

ATTENDEE: _____

FIRM: _____ PH: _____

EMAIL: _____

Please charge: VISA MC AMEX CHECK ENCLOSED

CC#: _____

Exp. Date: _____ CSC: _____

Cardholder: _____

Signature: _____

FOUR MODULES

All classes are 8:30 a.m. to 4:30 p.m.

2017

Real Estate Finance

Begins Jan. 9, 2017

Deadline to register: **Dec. 30**

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:** 1/9, 1/23, 1/30, 2/6, 2/13, 2/27

Real Estate Brokerage/Mgmt

Begins Mar. 13 2017

Deadline to register: **February 27**

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: 3/14 3/20, 3/27, 4/3 4/10, 4/24

Real Estate Law

Begins: May 1, 2017

Deadline to register: **April 17**

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: 5/1, 5/8, 5/22, 6/5, 6/12, 6/19

Real Estate Appraisal

Begins Jun. 26, 2017

Deadline to register: **Jun. 12**

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: 6/26, 7/10 7/24, 7/31, 8/7, 8/14