

Here's what some of our former students have said about their experience at the Delaware School of Real Estate...

- "Les is a fantastic teacher."
- "Absolutely phenomenal class, Bill is an extremely intelligent, humorous and engaging individual."
- "Best of the best."
- "Sal was very knowledgeable, articulate and experienced – an asset to the school."
- "Great job in preparing us for licenses."
- "Excellent teacher, funny guy."
- "Covered material clearly."
- "Les is probably the best math teacher I have ever had."
- "Where was Les when I needed a good math teacher in High School?"
- "Great marketing ideas, I learned a lot."
- "Very interesting, he added the personal side of real estate."
- "Great deal of knowledge and very willing to share useful information."
- "Bill was one of the best teachers I've had. You made the class fun and interesting-Thank You."
- "Les was a wonderful teacher! I was very impressed! I can't imagine a better real estate math teacher."
- "Sal is a great teacher, he really knows his stuff."



### Real Estate Law 39 credit hours

- Is taught by William E. Ward, Esq.
- A Delaware attorney for over 25 years whose practice is concentrated on real estate
- Bill has been a course instructor for over 20 years

### Real Estate Practices 33 credit hours

- Is primarily taught by Sal Sedita, a licensed real estate broker, who has been in the business since 1977
- Sal is also the recipient of the 2000 State of Delaware Realtor of the Year award
- He has been a pre-license instructor since 1986

### Real Estate Math 24 credit hours

- Is taught by Les Albright
- A former High School math teacher in New Castle County for over 25 years
- This is Les' 26th year as an instructor

*Delaware School of Real Estate is a wholly owned subsidiary of Patterson-Schwartz & Associates, Inc.*

# THE DELAWARE SCHOOL OF REAL ESTATE

*proudly presents the*

## Real Estate Pre-Licensing Course



*Looking for a career in real estate?*

*Let Delaware School of Real Estate get you on your way...*

*Classes Begin Jan. 31, 2012*

**Delaware School of Real Estate - Real Estate Pre-Licensing Course Registration Form**

*(Please print neatly)*

Name: \_\_\_\_\_ E-mail Address: \_\_\_\_\_  
*First Middle Initial Last*

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_ Amount Enclosed: \$ \_\_\_\_\_  
Day Evening (Min. \$200 Deposit Required, Balance Due by 1/31/12)

Account Number \_\_\_\_\_ Cardholder's Name \_\_\_\_\_ Exp. Date \_\_\_\_\_

Make checks payable to "Delaware School of Real Estate." Credit Card payments may be faxed to (302) 239-3026.

**Registration Policy:** Registrants are responsible for all fees unless written cancellation is received seven days prior to the orientation class. Applicants canceling registration will be charged a \$25 processing fee.

Signature: \_\_\_\_\_  
(Signature indicates acceptance of registration policy and authorizes payment of any VISA/MasterCard charges noted.)

*Detach & return completed form along with min. \$200 deposit to Delaware School of Real Estate, 7234 Lancaster Pike, Hockessin, DE 19707.*

**Attendance:**

- Instructors keep attendance and progress reports. No more than 4 three-hour classes may be missed and of those, no more than 2 three-hour classes in any one subject may be missed during the term. Students are required to learn material missed during an absence.

**Examinations:**

- A final exam is given in each of the three areas of study (*Real Estate Law, Real Estate Practices, Real Estate Math*). Exam formats are similar to the state-licensing exam. Mid-term exams and periodic quizzes may also be given. The minimum passing grade for each section is 70%. Students may retake a final exam, if necessary, in any or all of the three subjects. The final exam grades are the final subject grades.

**Registration:**

- To sign up for the program, **complete the registration form and mail it along with the deposit of \$200** to:  
Delaware School of Real Estate  
7234 Lancaster Pike  
Hockessin, DE 19707.
- Or, the form may be faxed with a credit card payment for the deposit of \$200 to (302) 239-3026.
- **The balance of tuition payment (\$350) is due by the first class - 1/31/12.**
- Space is available on a first come, first served basis.
- Please contact school for an alternate payment plan.

For additional information or to register, please contact Sal Sedita at (302) 239-8919 or [dsre@salsedita.com](mailto:dsre@salsedita.com), or go to [www.salsedita.com](http://www.salsedita.com).

*Delaware School of Real Estate (DSRE) does not discriminate on the basis of sex, disability, race, age, color, religion or national or ethnic origin in its programs, admission policies, employment policies or other school-administered programs. This policy is enforced by federal law under Title VI of the Civil Rights Act of 1964, Title IX of the Education Amendments of 1972 and Section 504 of the Rehabilitation Act of 1973. DSRE is a wholly owned subsidiary of Patterson-Schwartz & Associates, Inc.*

**Dates:** Jan. 31, 2012 – April 17, 2012  
(Mondays, Tuesdays & Thursdays)

**Time:** 6:30 – 9:30 p.m.

**Location:** Hockessin Office Park  
7234 Lancaster Pike  
Hockessin, DE 19707

**Tuition & Text Books:** \$550

**Purpose:**

- The primary purpose of the course is to prepare students to successfully complete the Delaware Real Estate License Examination, administered by Pearson Vue.

**Qualifications:**

- All prospective Delaware real estate licenses must have a high school diploma or a General Education Development (GED) Certificate; or take a test to benefit.
- Licensees must be at least 18 years old and typically cannot have been convicted of a felony.

**Orientation:**

- The first evening (Tuesday 1/31/12) will be an orientation class. A math pre-test will be given, and any student who scores 80% or higher will be exempt from the math portion of the course. Students are not required to take the pre-test. Students "testing out" of the math section may still attend any or all of the math classes.

**Textbooks (included in the price):**

- Modern Real Estate Practice (18th Edition)
- Delaware Real Estate Primer
- Mastering Real Estate Mathematics (7th Edition)

*Note: Textbooks may be picked up from the school on or before the first day of class by contacting the school in advance.*