

# 48 Hr KY Broker Management Course

*Presented by HomeServices Real Estate Academy*

Oct 25<sup>th</sup>, 2010 to Nov 29<sup>th</sup>, 2010

Mondays - 8:00 am to 4:30 pm

**(Oct 25, Nov 1, 8, 15, 22, 29)**

Location: HSRA 4967 US Highway 42, Suite 140, Louisville, Kentucky 40222

Course Tuition: **\$395 + Textbook \$52 = \$447**

**Length of class:** Class will be 6 weeks in length, one day per week (Mondays), one session per day, 8 hours each session to accumulate the required 48 hours of course work.

**Required Textbook for course:** Real Estate Brokerage – A Management Guide, 7<sup>th</sup> Edition, By: McAdams, Cyr and Sorbeck. Book available for purchase from HomeServices Real Estate Academy 502-394-6189.

**Attendance Policy:** To receive a certificate of completion for this course, students must attend all class dates for the entire session. Students arriving late to class, or those who are absent anytime during the session, will be required to makeup the missed time in the next available course session. Students have up to one year to make up missed time or they will have to re-enroll and pay tuition fees again.

**A PASSING GRADE OF 75% MUST BE OBTAINED TO COMPLETE THE COURSE.**

Effective September 1, 2002: all candidates for KY broker license are required to complete a 48-hour course on Broker Management Skills as part of the required 336 hours of real estate education. The class is a comprehensive look at the skills and knowledge that are necessary to run a brokerage office in accordance with KRS Chapter 324, 201 KAR Chapter 11, common law and federal law relating to real estate and the standards of practice for a real estate broker.

Class includes three projects, a business plan, a financial plan and a policy and procedure manual as well as a final exam.

**PRE-CLASS ASSIGNMENT: READ CHAPTER 1,2 OF TEXT PRIOR TO FIRST CLASS** – This is a discussion Course, not a lecture course;

**REFUND POLICY:** Full refunds are made for this course with a 3 day advanced cancellation notice only (72 hours). Students canceling after this deadline will only receive a 59% refund through the end of the first week of classes. Once the second week of class begins no refunds will be given. Students who cancel and wish to re-enroll will be responsible for the full tuition. *\*\*Class Schedules Subject to Change\*\**

**Hurry! Deadline to Register for Class is Oct 21<sup>st</sup>, 2010!**

Name: \_\_\_\_\_ Last 4 SS#: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Daytime Contact Number: (\_\_\_\_\_) \_\_\_\_\_ email: \_\_\_\_\_

Payment: Check \_\_\_ Visa \_\_\_ MasterCard \_\_\_ Card #: \_\_\_\_\_  
CCV # \_\_\_\_\_ Exp. Date \_\_\_\_\_

*I have read and understand the policies and requirements posted on this flyer:*

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Send Payment to: HomeServices Real Estate Academy, Attention: **Rebecca O'Toole**  
4967 US Highway 42, Suite 140, Louisville, KY 40222  
Or **fax** completed form to **(502) 394-6193**