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."
- "Joe was a great instructor & very knowledgeable."
- "Sal was very knowledgeable, articulate and experienced – an asset to the school."
- "Great job in preparing us for licenses."
- "Lori broke the math down as simply as possible."
- "Nancy was very knowledgeable and explained things thoroughly".
- "Lori was great. Any questions we had she answered with no problem."
- "Where was Les when I needed a good math teacher in High School?"
- "Lori was outstanding and fun!"
- "Chris was very organized and professional."
- "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."
- "Les was an excellent teacher – I felt like I knew nothing when I started and by the end of class scored 100%."
- "Sal's enthusiasm for the profession is an inspiration for all of us!"
- "Bill was very knowledgeable. Helped to better understand the law of real estate by making it fun."

MEET OUR INSTRUCTOR TEAM

Real Estate Law — 39 credit hours

Is taught by Bill Ward and Nancy Law, attorneys whose practices are concentrated on real estate and are also experienced teachers

Real Estate Practices — 33 credit hours

Is taught by Sal Sedita, Joe Pluscht, Chris Cashman, and Jason Giles, all veteran real estate brokers and Instructors

Real Estate Math — 24 credit hours

Is taught by Les Albright and Lori Darkow, experienced High School math teachers who each had a real estate license at one time

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

DELAWARE SCHOOL OF REAL ESTATE

SINCE 1989

Pre-Licensing Courses ...
Day or Evening!

LOOKING FOR A CAREER IN REAL ESTATE?

Let Delaware School of Real Estate get you on your way…

2 *Classes Begin in Fall 2015!*
Hockessin & Newark Locations

Find us on Facebook … Delaware School of Real Estate

Location:	EVENINGS IN HOCKESSIN*	DAYS IN NEWARK**
Dates:	Sept. 21, 2015 — Dec. 8, 2015	Sept. 24 2015 – Oct. 29, 2015
Days of the Week:	Mondays, Tuesdays & Thursdays	Mondays, Wednesdays & Thursdays
Address:	Hockessin Office Park 7234 Lancaster Pike 1st Floor Hockessin, DE 19707	Patterson-Schwartz Real Estate 680 S. College Ave. Newark, DE 19713

*Evening Class Hours: 6:30 - 9:30p.m.

**Day Class Hours: 9:00a.m.-12:00p.m. and 1:00-4:00p.m.

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 class will be an orientation. 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. This is optional. 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 (19th Edition)
- Delaware Real Estate Primer
- Mastering Real Estate Mathematics (8th Edition)

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

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 my 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 $100** 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 $100 to (302) 239-3026.
- Or, the form may be scanned/emailed with credit card payment for the deposit of $100 to dsre@salsedita
- **The balance of tuition payment ($450) is due by the first class.**
- Space is available on a first come, first served basis.
- Please contact school if you desire an alternate payment plan.

For additional information or to register, please contact Sal Sedita at (302) 239-8919 or dsre@salsedita.com, or visit delawareschoolre.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.

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

Location *(check one)*: ***HOCKESSIN** 9/21/15-12/8/15 or ***NEWARK** 9/24/15-10/29/15

(Please print neatly)

Name: _____ E-mail Address: _____
First *Middle Initial* *Last*

Address: _____

Telephone: _____ _____ Amount Enclosed: $_____
Day Evening **(Min. $100 Deposit Required, Balance Due by 1st night)**

Visa/MasterCard: _____ _____ _____
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. $100 deposit to Delaware School of Real Estate, 7234 Lancaster Pike, Hockessin, DE 19707.