

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

- "Lori is a great teacher - she made it fun!"
- "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."
- "Nancy was very knowledgeable, informative and helpful with making sure we knew the material."
- "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."
- "Chris was very informative & used great examples from real life to turn material into my brain."
- "Sal is a great teacher, he really knows his stuff."
- "Joe was a great teacher, straight to the point!"
- "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

Taught by Bill Ward, Barbara Brodoway, and Nancy Law - attorneys whose practices are concentrated on real estate and are also experienced teachers

REAL ESTATE PRACTICES

33 credit hours

Taught by Sal Sedita, Joe Pluscht, and Chris Cashman - all veteran real estate brokers and instructors

REAL ESTATE MATH

24 credit hours

Taught by Lori Darkow - an experienced high school math teacher who also had her real estate license at one time

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.

LOOKING FOR A CAREER IN REAL ESTATE?

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



*Pre-Licensing Courses ...
Day or Evening!*



2 **Classes - WINTER 2023!**
**Live Distance Education/
Virtual (Zoom)**

Find us on Facebook ... Delaware School of Real Estate



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

Session (check one): ☐ **EVENING** 1/10/23 - 3/30/23 ☐ **DAY** 2/16/23 - 3/23/23

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

Address: _____

Telephone: _____ Day _____ Evening _____ Amount Enclosed: \$ _____
(Min. \$200 Deposit Required, Balance Due by 1st class)

Visa/M/C only: _____ Card Number _____ Cardholder's Name _____ Exp. Date _____

Registration Policy: Registrants are responsible for all fees unless written cancellation is received seven days prior to the orientation class.
Applicants cancelling 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 minimum \$300 deposit to Delaware School of Real Estate, 7234 Lancaster Pike, Hockessin, DE 19707 – if paying by check,
make check payable to "Delaware School of Real Estate." Credit card payments may be faxed to (302) 239-3026 or scan/email to dsre@salsedita.com*

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. Students must be on screen and audible at all times.

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 (check or money order or include credit card information) to:**
Delaware School of Real Estate
7234 Lancaster Pike, Suite 100A
Hockessin, DE 19707
- Or**, the form may be faxed with credit card information for the deposit of \$200 to (302) 239-3026.
- Or**, the form may be scanned/mailed with credit card information for the deposit of \$200 to dsre@salsedita.com
- The balance of tuition payment (\$395) is due before the first class.**
- Space is available on a first come, first served basis.
- Additional questions? Call (302) 239-8919 or email dsre@salsedita.com

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Patterson-Schwartz & Associates, Inc.**

Session:	<u>EVENINGS</u>	<u>DAYS</u>
Dates:	January 10, 2023 to March 30, 2023	February 16, 2023 to March 23, 2023
Days of the Week:	Mondays, Tuesdays & Thursdays	Mondays, Wednesdays & Thursdays
Class Hours:	6:30 p.m. to 9:30 p.m.	9:00 a.m. to 4:00 p.m. with lunch break

NOTE: These classes will be live distance education via Zoom. Students must have a computer with internet access, functioning video camera and speakers to participate in the live virtual instruction. **Students are required to remain on camera at all times during the class.**

Tuition & Text Books: \$ 595.00

Purpose:

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

Qualifications:

- 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 (21st Edition)
- Delaware Real Estate Primer
- Mastering Real Estate Mathematics (9th Edition)