

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!"
- "I felt Nancy was very down to earth and patient when explaining things."
- "They were encouraging, especially when it came to testing. And very helpful answering questions.."
- "Sal was very knowledgeable, articulate and experienced – an asset to the school."
- "Nancy was a great teacher! Her knowledge of real estate law is top notch."
- "Lori kept me very engaged in the class and was very thorough. Math was my biggest concern and it ended up being the class I excelled in the most."
- "Barbara is excellent at explaining concepts in detail and she is very friendly."
- "Lori was great. Any questions we had she answered with no problem."
- "Barbara is very knowledgeable in this field and her scenarios helped me comprehend the material the most."
- "Lori was outstanding and fun!"
- "Chris was very organized and professional."
- "Dave explained any question to a level we all could understand and related it to a topic that was current."
- "Sal's enthusiasm for the profession is an inspiration for all of us!"
- "Chris was very informative & used great examples from real life to burn material into my brain."
- "Sal has a way of discussing topics so they are less complicated and very easy to understand"
- "It was very well taught and will help me pass the licensing exam."



## MEET OUR INSTRUCTOR TEAM

### REAL ESTATE LAW

39 credit hours

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

### REAL ESTATE PRACTICES

33 credit hours

Taught by Sal Sedita, Chris Cashman & Dave Watlington - all veteran real estate brokers and instructors

### REAL ESTATE MATH

24 credit hours

Taught by Lori Darkow - an experienced high school math teacher and who previously had a real estate license at one time

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## 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 - Fall 2024!**

**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:** ☐ DAY 10/10/2024 - 11/14/2024 ☐ EVENING 9/12/2024 - 11/26/2024

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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is a wholly owned subsidiary of  
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Session:	DAYS	EVENINGS
Dates:	10/10/2024 to 11/14/2024	9/12/2024 to 11/26/2024
Days of the Week:	Mondays, Wednesdays & Thursdays	Mondays, Tuesdays & Thursdays
Class Hours:	9:00 a.m. to 4:00 p.m. with lunch break	6:30 p.m. to 9:30 p.m.

**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)