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## Course Schedule

You must complete all four modules.

### Module 1 Real Estate Brokerage

Instructor: Diane Moreland

This course offers an applications-oriented approach to becoming more effective managers, leaders, and communicators. This course offers expanded discussion on contemporary business issues and new tips on office planning and organizing an office. This course completes the package for starting and maintaining a real estate brokerage business.

Class Time: 8:00 AM – 4:30 PM

January 22<sup>nd</sup>, 29<sup>th</sup>,  
February 5<sup>th</sup>, 12<sup>th</sup>, 19<sup>th</sup>, 26<sup>th</sup>

### Module 2 Fundamentals of Appraisal

Instructor: Diane Moreland

This course provides a strong foundation for understanding today's appraisal market. Discussion includes real estate transactions, steps in the appraisal process, and key environmental and legislative considerations.

Class Time: 8:00 AM – 4:30 PM

April 8<sup>th</sup>, 15<sup>th</sup>, 22<sup>nd</sup>, 30<sup>th</sup>  
May 6<sup>th</sup>, 13<sup>th</sup>

### Module 3 Real Estate Law

Instructor: Diane Moreland

This course will include a variety of contemporary topics, case studies, legal trends, and expanded discussions. Limited liability companies, condominiums, the Fair Housing Act, predatory lending, subprime loans, green development, and other key concepts are discussed in a straightforward style.

Class Time: 8:00 AM – 4:30 PM

August 19<sup>th</sup>, 26<sup>th</sup>  
September 9<sup>th</sup>, 16<sup>th</sup>, 23<sup>rd</sup>, 30<sup>th</sup>

### Module 4 Essentials of Real Estate Finance

Instructor: Diane Moreland

This course will contain in-depth and easy-to-understand coverage of the real estate finance industry. Features include "In Practice" and "For Example" sections, and review questions with detailed answer rationales.

Class Time: 8:00 AM – 4:30 PM

October 7<sup>th</sup>, 21<sup>st</sup>, 28<sup>th</sup>  
November 4<sup>th</sup>, 11<sup>th</sup>, 18<sup>th</sup>,

PWAR  
4545 Daisy Reid Avenue  
Woodbridge, Virginia 22192  
Address Correction Required

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# Broker Pre-licensing

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REALTOR® Association of  
Prince William



*Take YOUR Career  
to the Next Level!*



Tel: 703-565-0033

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# Where Do I Start?

REALTOR® Association of Prince William is pleased to offer Broker Real Estate Pre-licensing Series. This series consists of four courses that will satisfy the 180-hour educational requirement for a Broker's license in Virginia. This series offers: Real Estate Brokerage, Fundamentals of Appraisal, Real Estate Law and Essentials of Real Estate Finance.

To obtain a real estate broker license in Virginia you must at a minimum, earn a high school diploma or its equivalent, take 180 credit hours of state-approved real estate education from a state-approved real estate school and pass the Virginia state broker licensing exam. Applicants are required to be actively engaged as a real estate salesperson for 36 of the 48 months immediately preceding the application (courses may be taken even though the 36 month requirement has not been met). Students who prepare to take the real estate broker's exam must earn passing grades in each course.

Becoming a real estate broker requires a great deal of time, study and effort, but the rewards can be valuable. If you have the ability to train and motivate, enjoy managing people and desire to continue your education, broker management is the right ticket for you!

### Testimonial:

This was an extremely comprehensive but enjoyable series of classes. I learned a great deal, but more importantly I learned what I needed to know. It was a great class with plenty of information and student interaction. I'm glad I took this series instead of any other options. Mark W.

# School Policies

**Registration:** All fees must be prepaid. Registrations will not be processed if the correct payment amount is not submitted.

**Attendance Policy:** Class will begin promptly at the time noted. Late arrivals will not be admitted to class.

**Cancellations/Refund:** There will be no refund after class has met or if student does not show. All Broker course registrations are subject to a \$100 non-refundable deposit.

**Snow/Inclement Weather:** If George Mason University cancels classes, PWAR will cancel its scheduled classes. If they delay classes, PWAR will delay by the same amount of time. Please tune in to the morning news programs to learn about any cancellations or delays. PWAR will make all reasonable attempts to contact students who are registered.

PWAR  
4545 Daisy Reid Avenue  
Woodbridge, VA 22192

PH: 703-565-0033

FAX: 703-565-0039

Email: [Teresa@pwar.com](mailto:Teresa@pwar.com)

[www.pwar.com](http://www.pwar.com)

# Order Form

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