



Long & Foster Institute of Real Estate
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LONG & FOSTER INSTITUTE OF REAL ESTATE

PRINCIPLES AND PRACTICE OF REAL ESTATE FOR SALESPeOPLE

This course is approved by the State of Delaware to fulfill the 99-hour classroom prerequisite for taking the Pearson VUE real estate examination for salespersons. It has been designed especially for individuals planning a career in real estate. The course material includes: text book, study guide, math book, mid-term exam, final exam, and various handouts which have been designed to prepare you for the state examination. The course exam will be administered upon the student's completion of all requirements. Course attendance does not require nor guarantee affiliation with Long & Foster Real Estate.

CLASS SCHEDULES: Contact specific location for dates and times.

PRE-REGISTRATION: Full payment is required. Pay by Visa, MasterCard, Discover or money order only, payable to L&F Institute. No checks or cash please. For online Registrations go to: www.longandfoster.com/careers

INCLEMENT WEATHER: A class will be cancelled when the Community College is closed. However, when the schools have a delayed opening, Long & Foster Institute WILL OPEN ON TIME. Instructor will advise regarding Saturday and/or evening classes.

DISABLED STUDENTS: Please contact the Training Center in the event you have a disability which requires special accommodation, including the provision of auxiliary aids or services. The advance notice of special need will enable us to better accommodate you. Thank you for your cooperation.

PROCEDURES FOR LICENSING

In Delaware, you are required by law to take a 99-hour classroom course entitled "Principles of Real Estate". The tuition and length of this course will vary with the institution. This course is given by Long & Foster Institute of Real Estate and some community colleges. This course covers all the technical aspects of real estate-- math, theory and law.

The Principles course offered by Long & Foster Institute covers all material required by the State of Delaware, as well as providing all the information needed to study for the licensing examination. Our course is principally for those planning to take the state exam and become licensed real estate agents. However, many people take it simply for their own information and use. The instructor will give you the state exam application after you have successfully completed the course.

Once you pass the Principles course and the Delaware Licensing Exam, you must affiliate with a real estate brokerage firm (such as Long & Foster) in order to have your license activated. Students must, within a year

of completing the pre-licensing course, apply for a license with the Commission. If not, the student must retake the pre-licensing course and the licensing exam. Should you choose to affiliate with Long & Foster, you will join our post-license training program, Star Builders, which will teach you the practical aspects of actually listing and selling properties. Following our classroom and field training, you will be fully prepared to launch into a successful real estate career. Students who fail the state licensing exam three times must retake the entire course before sitting for the state exam again.

LONG & FOSTER INSTITUTE OF REAL ESTATE SCHEDULE OF CLASSES

If you have further questions about scheduled classes at:

Bethany Beach: please call 302-539-9040 or 1-800-228-8833 and speak to Dottie Wells, manager

Bear: please call 302-834-3431 and ask for Judy Cook, manager

Rehoboth: please call 302-227-2541 and ask for Tracey Espada, manager.

TUITION REFUND POLICY

Cancellation Period: The cancellation period is three (3) days. All fees paid by a student will be refunded (except registration fee) if the student cancels registration. The registration fee is \$100.00. If the student withdraws after the first day of instruction, the registration fee will be forfeited and the tuition will be refunded as follows:

<u>PORTION OF COURSE TAUGHT</u>	<u>TUITION REFUND</u>
1% to 4.9%	80%
5% to 9.9%	70%
10% to 14.9%	60%
15% to 24.9%	55%
25% to 49.9%	30%
50%	No Refund

Any refund due a student shall be paid within 30 days from the receipt of a written request. There will be no refund for the registration fee, books, materials or supplies purchased by the student. If Long & Foster Institute cancels a course, the student will receive a full refund.

Students must satisfy all obligations, attend all classes, and pass the course final exam before the certificate of completion can be given to them. This certificate is needed in order to take the state exam.

Pearson VUE Testing

Pearson VUE, under the direction of the Delaware Real Estate Board, administers the Delaware Real Estate Licensing Examinations (Broker and Salesperson). The examinations are given in Dover and Wilmington/New Castle. Your instructor will give you details as to location, price, procedure, etc.

PACKAGE FEES (no personal checks or cash) LAW PORTION ONLY

Registration Fee	\$100.00	Registration Fee	\$100.00
Tuition	200.00	Tuition & Law Book	<u>200.00</u>
Books	<u>150.00</u>	Total	\$300.00
Totals	\$450.00	*Textbook is optional \$55.00 (For Law only students)	

(Many other locations in the District of Columbia, Maryland, Pennsylvania & Virginia)

LONG AND FOSTER INSTITUTE OF REAL ESTATE
SCHEDULE OF CLASSES

BETHANY BEACH

33298 Coastal Highway
Bethany Beach, DE 19930
302-539-9040 or 1-800-228-8833

BEAR

1235 Quintilio Drive
Bear, DE 19701-6005
302-834-3431 or 1-866-401-4790

REHOBOTH

37156 Rehoboth Ave. Extended, Unit 5
Rehoboth Beach, Delaware 19971
302-227-2541 or 1800-462-3224



**DIRECTIONS TO ONLINE
REGISTRATION
VIA INTERNET**

Go to: “www.longandfooster.com”

Click on: “Careers”

Click on: “Real Estate Classes” (below the gold door)