

**"Education and
dedication: building
blocks for Success"**



ADVANCED COURSES

2008 Schedule

A-Pass-Weikel Institute

Where great real estate careers begin.®

www.apassweikel.com

Basic Requirements for Broker Licensing

Check List:

- [] I am at least 18 years of age
- [] I have a High School education or its equivalency
- [] I have been working as a licensed Sales Associate averaging at least 20 hours per week for a 2 year period.*
- [] I have completed 21 credit hours of education with at least 12 of those 21 hours in real estate education (approved hours are acceptable).
- [] I have discussed with the KREC (502) 429-7250 any felony or sexual misconduct misdemeanor charges I have pled guilty to or have been convicted of before enrolling in any courses or taking the exam.
- [] I have passed the Broker's Exam.

* The two-year period may be reduced to one year if you have an Associate Degree in Real Estate or a Bachelor's Degree in Real Estate.

**A-Pass-Weikel can help you obtain the education
you need to get your Broker's License!**

A-Pass-Weikel has been in the business of educating Real Estate Professionals since 1968. We offer a selection of courses suitable for any of the Real Estate Specialties.

- | | |
|---------------------|---------------------------------|
| * Law | * Auctioneering |
| * Financing | * Property Management |
| * Investment | * Residential Appraising |
| * Marketing | * Home Inspection |
| * Brokerage | * Continuing Education |

A-Pass Weikel Institute

Where great careers begin.®

820 Lane Allen Road, Lexington, KY 40504
Phone: (859)278-0581 Fax: (859)277-1759

1920 Goldsmith Lane, Louisville, KY 40218
Phone: (502)456-1920 Fax: (502)458-3500

3035 Dixie Highway, Edgewood, KY 41017
Phone: (859)341-9440 Fax: (859)341-9409

Visit us at www.apassweikel.com

A-Pass-Weikel Institute
Course Descriptions

Real Estate Law - 204

This course covers the legal aspects of the every day practice of Real Estate such as principal-agent relationships, contracts, license law requirements, investments and much more! Designed for agents who want to pass the broker's exam or who need comprehensive up-to-date information to successfully manage an office. Review included in course.

FEE: \$495 plus \$53 for textbook

LOU: Dec 1, 2, 3, 8, 9, 10

Review: Dec 20-21

Real Estate Financing - 301

It's a fact! The agent who knows more about financing is able to complete more real estate transactions. Get the edge! Keep up with the everyday world of financing!

FEE: \$495 plus \$37 for textbook

LOU: Nov 24, 25, 26 Dec 1, 2, 3

Brokerage Management - 302

This course covers the challenges facing every Real Estate Professional who is going to establish or manage an office. Learn office administration, recruiting and training, legal aspects, and much more.

FEE: \$495 plus \$38 for textbook

LOU: Jan 5, 6, 12, 13, 19, 26

Investment - 305

This course covers several aspects applicable to real estate investment analysis...ownership interests, financing, income tax, tax shelters, residential/commercial investments plus advantages and disadvantages of investing.

FEE: \$495 plus \$41 for textbook

LEX: Nov 10, 11, 12, 17, 18, 19

Property Management - 309

This course focuses on the major functions of management such as leasing, accounting, maintenance, analyzing markets, fair housing laws, and tenant relations.

FEE: \$495 plus \$38 for textbook

LEX: Dec 8, 9, 10, 15, 16, 17

Introduction to Commercial Real Estate - 325

This is a brand new course just added to our curriculum! The course will cover the various types of commercial real estate property, different levels of investors, and mortgage and finance services for commercial real estate.

FEE: \$495 plus \$39.95 for textbook

LOU: Dec 4, 5, 6, 11, 12, 13

Home Inspection - 339 (Elective Hours)

The intent of this course is to acquaint the participant with home inspections and how to search for possible problem areas. This is a 9-day course (72 hours).

FEE: \$895 plus \$79.50 for textbook

LOU: Dec 5, 6, 7, 12, 13, 14, 19, 20, 22

ALL CLASSROOM HOURS ARE FROM 9:00AM TO 5:30PM EACH DAY UNLESS OTHERWISE NOTED.

Registration.....

Name: _____

Address: _____

City: _____ State _____ Zip _____

Phone: () _____

E-mail Address: _____

SS# _____

Please enroll me in the following course(s):

[] 201 [] 302 [] 309

[] 204 [] 304 [] 339

[] 301 [] 305

Date: _____

Location: _____

**Mail, call or fax,
A-Pass-Weikel Institute at:**

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Phone: (859) 341-9440 Fax: (859) 341-9409**

Discounts for multi-course packages that are paid in full upon enrollment, (Books not included):

2 courses - 10% 3 courses - 15%

__Attached is my check payable to:

A-Pass-Weikel Institute or

__Please bill my MasterCard [] Visa []

Card Number: _____

Expiration Date: _____

Signature: _____