

WISCONSIN REALTORS® ASSOCIATION

pre-license



sales | broker

our guarantee The Wisconsin REALTORS® Association stands behind its programs. If a student who has taken our sales or broker pre-license course fails the exam, he or she may retake any portion of the course within one year at no charge.

resources While students are taking the WRA sales or broker pre-license course (live, DVD, or Internet), they have access to WRA attorneys and trainers, who field questions regarding legal matters and practice questions in the real estate industry. You won't get this type of professional insight from real estate pre-license courses anywhere else. In addition, the interactive nature of these courses adds another valuable dimension.

the whole package When you combine the quality, speed, and experience factors with valuable informational resources and the high passing percentage, there's no question that the WRA's real estate pre-license courses are the best option.

classroom

Our sales pre-license program is offered in an eight-day format in Madison while the broker program is a four-day class and is offered in Madison and Milwaukee.

self-study DVD

This self-study option is the ultimate in convenience. A set of tapes will be sent to you with the required texts and instructions. The sales course consists of 14 chapters and the broker course consists of 11 chapters, which can be completed in the comfort of your home.

self-study internet

This is another convenient self-study option. Internet instruction allows you to study from anywhere you have a computer, at any time that is convenient for you. You will receive the texts and instructions for accessing interactive material online.

ways

Pre-license Sales

If you are looking to get your Wisconsin real estate sales license now, look to the Wisconsin REALTORS® Association. Our top notch program is available in three different instruction formats: Classroom, Self-Study DVD, or Self-Study Internet. All are guaranteed to guide you through the information needed to pass the state exam and begin your real estate career. Here are some of the features:

quality Although our sales pre-license program is quick and easy, it is also the best quality course around. The WRA wants to make sure that any person planning on being a REALTOR® is trained with the highest standards in the industry. Our curriculum is carefully designed to benefit any person wishing to pursue a real estate career.

speed The WRA sales pre-license program is designed to help you get a real estate license as quickly as possible. That's why we offer our program in three different formats – Classroom, Self-Study DVD, or Self-Study Internet. With our Classroom format, the educational requirements are completed in eight days. The Self-Study Video or Self-Study Internet format allows you to set the pace. It's that simple.

experience The WRA sales pre-license class has one of the highest passing percentages in the state for both our classroom and self-study courses. Our instructors are well seasoned real estate practitioners and presenters, who give students what they need to succeed. It's not unusual for 80 percent of those participating in our program to pass the exam on the first try. Also, the WRA's program has a passing percentage that is higher than the state average. The facts speak for themselves.

upcoming courses-Sales

Madison

Instructor: Cori Lamont

January 6-9; 12-15, 2009

March 2-5; 9-12, 2009

May 4-7; 11-14, 2009

July 13-16; 20-23, 2009

October 12-15; 19-22, 2009

Madison location: Wisconsin REALTORS® Association, 4801 Forest Run Rd., Madison, WI
Class runs from 8 a.m. to 5 p.m., Check-in begins at 7:30 a.m.

learning supplements

Vocabulary CD A review of real estate vocabulary (\$19.95 + tax and s/h)

Vocabulary Builder An interactive review of vocabulary using the Internet (\$20)

Sales Mock Exam (online) Mirrors the state exam in content and timing (\$20)

Flashcards Learn real estate definitions (\$16.95 + tax and s/h)

“The education provided by the WRA in the pre-license course I took in Madison was a great learning experience and helped me easily pass the licensing exam.”

Gary Kober, Three Oaks REALTORS®, Sheboygan, WI

Pre-license Broker

When you are ready to get your broker's license, again, look no further than the Wisconsin REALTORS® Association. Our broker pre-license program is available in three different formats to best suit your learning needs. Take the classroom instruction, use the self-study video – VHS/DVD, or self-study Internet options to learn at your own pace. Each method is guaranteed to guide you through the information needed to pass the state exam and begin your career as a broker.

prerequisites

You must meet the sales licensing requirements and pass the state sales examination.

upcoming courses-Broker

Madison

Instructor: Barb McGill

April 20-23, 2009

October 5-8, 2009

Milwaukee

Instructor: Pat Dollins

February 9-12, 2009

August 10-13, 2009



Madison location: Wisconsin REALTORS® Association, 4801 Forest Run Rd., Madison, WI.

Milwaukee location: Greater Milwaukee Association of REALTORS®, 12300 West Center St., Milwaukee, WI.

learning supplements

Office Policy Manual Covers basic office policies and procedures such as advertising, commissions, Internet usage, lead-paint disclosures, technology and much more.

(\$30 + tax and s/h)

Selected Wisconsin Real Estate Statutes and Administrative Rules Lists the statutes and rules relevant to the regulation and practice of real estate in Wisconsin.

(\$8.25 + tax and s/h)

Broker Mock Exam (online) Mirrors the state exam in content and timing (\$20)

Real Estate Brokerage: A Management Guide Includes the latest economic considerations, changes in legislation, technological advances and more for starting

and maintaining a successful brokerage business. (\$42.95 +tax and s/h)

Real Estate Trust Accounts in Wisconsin Explains your duties as a broker in the receipt and disbursement of funds on behalf of a party to a real estate transaction.

(\$20 + tax and s/h)

pre-license course policies

The WRA reserves the right to cancel the classroom program if not filled. Cancellation fee is \$25. Internet or video program cancellations must be made within 2 weeks of registration. No transfers are allowed between students. Students can transfer to classroom, Internet or video within one year of original date of registration for \$100. Books and DVD's must be returned at the student's expense and be in-reuseable condition. within two weeks, there will be no charge. The request for cancellation will not be processed until the materials have been received by the WRA. Students have one year from date of registration to complete all courses after which time re-registration is required. If you have completed our pre-license course and failed the licensing exam, you may retake any portion of the course within one year at no charge. Pricing is subject to change.

Registration Form

SALES OR BROKER Pre-license

CONTACT INFORMATION

Name _____

Home Address _____

City _____ State _____ Zip _____

Phone (W) _____ (H) _____

*e-mail address _____

WRA member # _____

SALES PRE-LICENSE FEES

Total

- Option 1 – Classroom**
\$325 + \$95.21 (texts, tax & s/h) **\$420.21 or \$325 w/o texts**
Date you wish to attend _____
- Option 2 – Self-Study Video (please circle VHS or DVD)**
\$325 + \$116.25 (videos, texts, tax & s/h) **\$441.25**
- Option 3 – Self-Study Internet*****
\$325 + \$95.21 (texts, tax & s/h) **\$420.21**

LEARNING SUPPLEMENTS

- Vocabulary CD** **\$19.95****
- Vocabulary Builder** **\$20.00**
- Online Mock Sales Exam** **\$20.00**
- Flashcards** **\$16.95****

BROKER PRE-LICENSE FEES

- Option 1 – Classroom**
Member Cost \$260 + \$55.60 (texts, tax & s/h) **\$315.60**
Non-Member Cost \$280 + \$55.60 (texts, tax & s/h) **\$335.60**
Date you wish to attend _____
- Option 2 – Self-Study Video (please circle VHS or DVD)**
Member Cost \$260 + \$73.06 (video, texts, tax, s/h) **\$333.06**
Non-Member Cost \$280 + \$74.16 (video, texts, tax, s/h) **\$354.16**
- Option 3 – Self-Study Internet*****
Member Cost \$260 + \$55.60 (texts, tax, s/h) **\$315.60**
Non-Member Cost \$280 + \$55.60 (texts, tax, s/h) **\$335.60**

LEARNING SUPPLEMENTS

- Office Policy Manual** **\$30.00****
- Broker Mock Exam** **\$20.00**
- Real Estate Brokerage** **\$46.95****
- Real Estate Trust Accounts in WI** **\$22.00****
- Selected WI Real Estate Stat. & Admin. Rules** **\$8.25****

PAYMENT

- Enclosed is my check made payable to the WRA
- Charge my VISA/MasterCard (circle one)
Card number _____
Exp. date _____
- Special Services: Check here if you require special services to attend. Attach a written description of needs.

* A confirmation for this course will be sent by e-mail. You may also go to "MyWRA" at www.wra.org/myeducation to verify course registration.

** Plus tax and shipping

*** **Note:** Students purchasing the online sales or broker course will need to meet the following requirements:

- High Speed Internet Connection – DSL or Cable modem
- Adobe Acrobat Reader 6.0 or higher
- Windows Media Player 9.0 or higher or QuickTime 6.0 or higher

Register by Mail:

WISCONSIN REALTORS® ASSOCIATION
4801 Forest Run Road, Suite 201
Madison, WI 53704-7337

Register by Phone: 800.279.1972
608.241.2047 | **Fax:** 608.241.5168

Online Registration:

www.wra.org/SalesPLcourses
www.wra.org/BrokerPLcourses

CANCELLATION POLICY:

The WRA reserves the right to cancel these courses if not filled. Cancellations must be made in writing prior to the start of the course and will be refunded, minus a \$25 administrative fee. Registrations cannot be transferred from person to person.