



*Taught by instructor William Schwartz, the Certificate in Real Estate prepares students for the New York State Licensed Real Estate Salesperson exam, a required step on the road to a successful career in real estate.*

*The Certificate in Real Estate is \$495 plus a one-time \$35 registration fee.*

## Real Estate Salesperson Pre-Qualifying Course

This New York State approved course is a key step in the process of becoming a New York State Licensed Real Estate Salesperson. Upon completion of the Pre-Qualifying Course and passage of a 3-hour New York State Certified School exam you will earn a Hunter College Certificate of Satisfactory Completion. With School Certification and completion of all other New York State requirements, you will receive your New York State Real Estate Salesperson's License. The course is fully approved by the New York State Department of State and fulfills the educational requirements for licensure as a New York State Licensed Real Estate Salesperson. **For more information on how the certificate program works, open house dates are listed on our website prior to the start of each semester.**

**The course fee does not include required textbook:** 'Modern Real Estate Practice in New York for Salespersons,' 12th Edition, by Sam Irlander/Edith Lank. The textbook is available from the publisher, Dearborn Real Estate Education <http://www.dearborn.com> / (312)836-4400. Copies may be available in the NYU Bookstore in the East Village (726 Broadway near Waverly Place, 212-998-4667).

**Dates & Time: Mon. & Thu, 5:40-9:40pm, 9/18- 12/11 (20 sess.) Skips 9/21, 10/5, 10/9 10/12, 11/23**

**Course Code: REASAL**

**Tuition: \$495**