



800 N Rainbow Blvd, Ste. 208 Office 6, Las Vegas, NV 89107 Office: (702) 256-2801 or 1-800-977-8835 Fax: (702) 256-2679
Licensed by the Commission on Post-Secondary Education...Classes Approved by the Nevada Real Estate Division

On the Web: <http://www.abcrealestateschool.com>
Admissions: Rick Weber (rick@abcrealestateschool.com)
Administrator & Instructor: Dr. Cindy Weber (cindy@abcrealestateschool.com)

Our Mission: To offer practical, understandable, and useful real estate education.

DESCRIPTION OF PRELICENSING COURSES

Nevada Pre-licensing Courses:

Real Estate Pre-licensing Course Package - 120 Hours

This course package consists of both the 90-hour and 30-hour courses below. It is a licensing requirement for new applicants.

Real Estate Principles, Practices, Procedures, Law & Ethics - 90 Hours

This course is designed to meet the 90 hour requirement, part of the 120-hour licensing requirement.

Practical Applications: Contracts and Agency in Nevada - 30 Hours

This course is designed to meet the 30 hours requirement, part of the 120-hour licensing requirement.

Real Estate Law & Ethics - 45 Hours

This course consists of 45 hours of real estate law. It has been designed to complete the requirements for an original real estate license, if the individual has received adequate hours of instruction from another source. It includes the 18-hour Nevada Law course.

Nevada Real Estate Law - 18 Hours

This course is designed for individuals who have completed a pre-licensing course in another state that adequately meets the remainder of the Nevada licensing requirement and requires proof of Nevada specific education, need test preparation materials for the Nevada state specific portion of the exam, or are upgrading their Nevada license and need review information.

Broker Management – 45 Hours

This course is required for individuals who are applying for either a Broker or Broker-Salesperson's license.

Real Estate Appraisal – 45 Hours

This course is a broker upgrade course, designed for individuals who are applying for either a Broker or Broker-Salesperson's license and have not completed 64-credit hours of the required education; either through experience or education.

Time Share Sales Agent – 14 Hours

This course is required for individuals who plan to apply for a Time Share Sales Agent License in Nevada. A Time Share Sales Agent exclusively sells new time shares.

Business Broker Permit – 24 Hours

This course is required for individuals who plan to apply for a Business Broker Permit in Nevada.

Is the School Licensed? ABC Real Estate School is licensed by the Commission on Post-Secondary Education and Classes are approved by the Nevada Real Estate Division.

When are the office/school hours? Office hours are 9:00 am – 5:00 pm Monday through Friday. We usually answer the phone and email, even when the office is closed. The office is closed on the following legal holidays: New Year's Day, Martin Luther King Day, Memorial Day, 4th of July, Labor Day, Thanksgiving Day and Christmas Day.

What are the Entrance Requirements? Students must be a minimum of 17 years old to attend courses and 18 to apply for a license. Basic reading skills are recommended.

What is the school description? The school is located in a two-story office building on the corner of Rainbow and Washington. The school has access to multiple conference rooms; the largest seats up to 20 students. Live instruction has a maximum 20 to 1 teacher to student ratio.

How do I become an active Real Estate agent?

- Sign up for and pass the appropriate real estate course.
- Start the background investigation by having your fingerprints electronically taken in Nevada or sent to the Division if in another state.
- Sign up for, and pass the state-sponsored real estate exam (including both the national and state portion).
- Fill out the license application, obtain a sponsoring Broker, and get your signature and Broker's signature notarized.
- Take or send your education certificate, passing exam scores, fingerprint cards or card code, and completed application to the Real Estate Division to apply for a license. A broker also needs a commercial location, proof of funds, credit report and financial statement.
- Join your local Association of Realtors if needed.

Who is the Administrator/Instructor/Substitute Instructor?

Administrator/Instructor: Dr. Cindy Weber is the School Administrator and instructor. She founded the school in 1996 and has been writing material and teaching real estate courses since that time. Cindy has approximately 40 years of licensed real estate experience and is presently licensed as a broker in three states, including Nevada. Her education includes a Doctorate in Education specializing in Instructional Technology and Distance Education from Nova Southeastern University, 2 B.S. degrees and an MBA from The University of Nevada, Las Vegas. She is also an experienced licensed secondary teacher in the state of Nevada.

Substitute Instructor: Steven Kitnick is the substitute instructor. Steven has over 16 years of experience as a Nevada real estate education instructor, with over 30 years of licensed real estate experience. In addition to a list of impressive education honors, Steven also holds many professional designations. He is an entertaining trainer, an effective real estate professional, a proven consultant, a respected author and has extensive experience giving testimony in matters related to Nevada real estate transactions.

What is the Attendance and Conduct Requirement? Since all students are provided with online course access, classroom attendance is not required. If a student attends a live classroom session, he/she will be required to sign an attendance record. Students are expected to maintain a professional demeanor at all times.

What are the Grade Standards? All quizzes are in a multiple choice format. The quantities of questions vary with the length of the course. A minimum percent correct of 75% is considered passing. At the discretion of the instructor, any student not maintaining a 75% average may be allowed to retake a quiz or an exam a maximum of 2 times.

Do we offer a Placement Service? We stay independent and unbiased with regards to placement. Since most agents are compensated by commission, the greater number of agents a broker supervises; the more money the broker earns. Most brokers are looking for agents to hire. It is the agents' choice. Find a convenient office, a broker that will train you, a manager that you will feel comfortable with questioning, and a contract you can cancel without penalty.

What are the Enrollment Procedures? Enroll online from the ABC Real Estate School Website or contact ABC Real Estate School by phone, fax, email, or in person. If included, books and study materials will be given to the student at the time of registration if made in person or, if a phone or Web order, hard-copy materials will be mailed on the next business day following the order.

How do I obtain my Certificate of Completion? Students will receive their certificate of Completion upon successfully passing the final examination, handing in any required quizzes, and after the required time has passed. No credit will be given by ABC Real Estate School for attending another school.

What are the Testing Methods? Quizzes can be found in notebooks and online. Final examinations are required for all courses and may be completed online.

How do I take the Final Examination? Every course requires an online final exam for completion. Students need to earn a score of 75% on the final examination in order to receive a certificate of completion.

What are the Time Periods for Distance Education Courses?

120 hour Courses: Time from enrollment to completion is 12 days.

30 hour Courses: Time from enrollment to completion is 3 days.

45 hour Courses: Time from enrollment to completion is 6 days.

24 hour Courses: Time from enrollment to completion is 3 days.

18 hour Courses: Time from enrollment to completion is 3 days.

14 hour Courses: Time from enrollment to completion is 2 days.

Classroom: (not presently offered)

Time Extension: If a student does not complete a course within the allotted time periods above, he/she will be given a time extension of up to 9-months from the date of enrollment to complete the course. If a student has not successfully passed the final examination at 9-months from the date of purchase, the student must re-purchase; and complete a new class, to obtain credit.

What is the Account for Student Indemnification? Per NRS 394.441, there is an account for student indemnification. The account may be used to indemnify a student or enrollee who has suffered damage as a result of discontinuance of operation or violation by such institution of any provision of NRS 394.383 to 394.560.

What is our Refund/Cancellation Policy? Per NRS 394.441; for refund requests received before the start of a training program and within 3-days of purchase, all tuition will be refunded. The material fee is non-refundable. (See breakdown of the tuition and material fee above).

If a student withdraws or is expelled by ABC Real Estate School after the first 3-days of the training program and before the training program enrolled in has offered 60% of the instruction (based on the Time Periods in the catalog, and day 1 starting on day 4), the student will receive a prorated refund of the tuition. No refund will be given after the training program enrolled in has offered over 60% of the instruction, starting on day 4 (based on the Time Periods – Page 2 of the catalog).

If, for any reason, ABC Real Estate School cancels the course, a full refund will be made.

Please provide all refund requests to ABC Real Estate School in writing (by email or mail).

Example: Sandy enrolled in a 120-hour pre-licensing course on July 1 and withdrew at the end of 6 days; on July 7. The 120-hour course can be completed in 12 days (based on the Time Periods above). Tuition is \$149 (breakdown found on page 3 of this catalog/on the Enrollment Agreement). Sandy attended 25% of the program ($3/12 = 25\%$), and her refund would be calculated as follows:

Tuition	\$ 149.00
- 25% of Tuition	<u>37.25</u>
Refund to Sandy	\$111.75



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ENROLLMENT AGREEMENT

Name: _____ Phone: _____

Address: _____ City: _____ State: _____ Zip: _____

Email Address: _____

COSTS (Includes Online Access and Hard Copy Materials)

- _____ Real Estate Principles, Practices, Procedures, Law & Ethics & 30-hours (120-hour credit) (Tuition 149, Materials 150 - 12 days min)..Total \$299
- _____ Practical Applications: Contracts and Agency in Nevada (30 hour credit Online Only) (Tuition 24, Materials 75 – 3 days min).....Total \$99
- _____ Real Estate Law & Ethics (45 hour credit) (Tuition 99, Materials 100 – 6 days min completion).....Total \$199
- _____ Nevada Real Estate Law (18 hour credit) (Tuition 49, Materials 100 – 3 days min completion).....Total \$149
- _____ Broker Management (45 hour credit) (Tuition 99, Materials 100 – 6 days min completion).....Total \$199
- _____ Real Estate Appraisal (45 hour credit) (Tuition 99, Materials 100 – 6 days min completion).....Total \$199
- _____ Broker Management AND Nevada Law combination (Tuition 99, Materials 200– 6 days min completion).....Total \$299
- _____ Broker Management AND Real Estate Appraisal combination (Tuition 99, Materials 200 – 6 days min completion).....Total \$299
- _____ Time Share Sales Agent (14 hour credit) (Tuition 39, Materials 100 – 2 days min completion).....Total \$139
- _____ Business Broker Permit (24 hour credit) (Tuition 99, Materials 100 – 3 days min completion).....Total \$199

COSTS (Online Access Only - Without Hard Copy Materials)

- _____ Real Estate Principles, Practices, Procedures, Law & Ethics & 30-hour (120-hour credit) (Tuition 119, Materials 150 – 12 days min)..Total \$269
- _____ Practical Applications: Contracts and Agency in Nevada (30 hour credit Online Only) (Tuition 24, Materials 75 – 3 days min).....Total \$99
- _____ Real Estate Law & Ethics (45 hour credit) (Tuition 79, Materials 100 – 6 days min completion).....Total \$179
- _____ Nevada Real Estate Law (18 hour credit) (Tuition 29, Materials 100 – 3 days min completion).....Total \$129
- _____ Broker Management (45 hour credit) (Tuition 79, Materials 100 – 6 days min completion).....Total \$179
- _____ Real Estate Appraisal (45 hour credit) (Tuition 79, Materials 100 – 6 days min completion).....Total \$179
- _____ Broker Management AND Nevada Law combination (Tuition 69, Materials 200 – 6 days min completion).....Total \$269
- _____ Broker Management AND Real Estate Appraisal combination (Tuition 69, Materials 200 – 6 days min completion).....Total \$269
- _____ Time Share Sales Agent (14 hour credit) (Tuition 19, Materials 100 – 2 days min completion).....Total \$119
- _____ Business Broker Permit (24 hour credit) (Tuition 79, Materials 100 – 3 days min completion).....Total \$179

Course enrollment begins on _____.

For refund purposes, starting on day 4, the end of 60% of instruction falls on _____.

This agreement shall be considered valid for the above noted session only. Tuition must be paid in full on or before the first day of instruction.

Course enrollment is not transferable. Final exam testing and online access to materials is included with all courses.

Per Costs above: TUITION \$ _____ Material Fee _____ TOTAL \$ _____

Paid by: _____ Cash _____ Check _____ MoneyOrder _____ AX _____ VISA _____ MasterCard _____ Discover _____

_____ Expiration date: _____ SEC _____

If Different from above,

Billing Address: _____ City: _____ State: _____ Zip: _____

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If a student withdraws or is expelled by ABC Real Estate School after the first 3-days of the training program and before the training program enrolled in has offered 60% of the instruction (based on the Time Periods in the catalog, and day 1 starting on day 4), the student will receive a prorated refund of the tuition. No refund will be given after the training program enrolled in has offered over 60% of the instruction, starting on day 4 (based on the Time Periods – Page 2 of the catalog).

ABC Real Estate School will not accredit any prior instruction in real estate training, nor guarantee that a student will successfully pass the state examination, upon completion of this course. If, for any reason, ABC Real Estate School cancels the course, a full refund will be made. Please provide all refund requests to ABC Real Estate School in writing (by email or mail).

Job placement is neither guaranteed nor promised. ABC Real Estate School has the right to refuse service to anyone.

By signing this agreement the student agrees to the contract terms as stated, acknowledges receipt of a copy of the course catalog and enrollment agreement dated January 10, 2022, read and understands the documents, and recognizes that the catalog is part of the enrollment agreement.

The successful completion of any course offered does not in any way certify a student to conduct business in the state of Nevada as a Real Estate Licensee. All students are required to satisfy all state requirements to obtain a real estate license.

Date: _____ Student Signature: _____

School Rep Signature

Effective date of catalog: January 10, 2022.

