



# Real Estate Salespersons Course

## American School of Business

Corporate Headquarters  
194 Route 46 East  
Fairfield, NJ 07004

Phone 973-244-0333  
Fax 973-244-0246

### Training Centers:

- Lodi
- Fort Lee
- Jersey City
- Fairfield
- Newark **New!**
- Parsippany
- Sparta
- East Brunswick
- Freehold
- Adult Schools
- Colleges

### A Real Estate Career Provides:

- \* A stimulating Work Environment
- \* Competitive Earnings
- \* Part or Full Time
- \* Independence
- \* Continuing Education
- \* Unlimited Potential

### General Requirements:

Those who wish to engage in the Real Estate business in New Jersey are required to attend and complete a 75 hour Salespersons course and pass a state licensing exam. The purpose of the salespersons course is to prepare you for the state examination. The course is also suitable for persons desiring a basic knowledge of buying and selling real estate, and provides an update and review for practicing salespersons.

### Course Outline:

- Real Estate Licensing
- Rules & Regulations
- Taxes
- What is Real Estate
- Estates and Interests
- Agency
- Types of Ownership
- Land Use Regulations
- Contracts
- Environmental Issues
- Ethical Considerations
- Brokerage
- Fair Housing
- Listing Agreements
- Leases
- Mortgages
- Financing
- Appraisal
- Investment Brokerage
- Subdivisions
- Deeds
- Legal Descriptions
- Transfer of Title
- Closings

### Prerequisites & Tuition:

Salesperson must be 18 years of age and have completed High School or a G.E.D. program. No residency required. The tuition for the Salespersons course is **\$429**, which includes a nationally published & professionally written text “**Essentials of New Jersey Real Estate**”, practice quizzes & exams, and our one-year “Guarantee of Satisfaction”.



### COURSE INFORMATION

Enterprise Development Center, 211 Warren St., 1<sup>st</sup> Floor, Newark NJ  
September 25<sup>th</sup> thru December 13<sup>th</sup>  
Tuesday and Thursday Evenings from 6:pm to 9:30pm

**For more information call 973-244-0333 or visit [www.americanschoolnj.com](http://www.americanschoolnj.com)**

### REGISTRATION FORM:

To enroll, fill out **completely** and return to the American School of Business at 194 Route 46 East, Fairfield, NJ 07004 with a deposit of \$100.

Real Estate Salespersons Course – September 25 to December 13, 2007

LOCATION OF COURSE: Enterprise Development Center, 211 Warren Street, Newark, NJ

Name \_\_\_\_\_

Home Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

SS# \_\_\_\_\_ Email Address \_\_\_\_\_

Day Phone \_\_\_\_\_ Evening Phone \_\_\_\_\_

Enclosed is \$ \_\_\_\_\_ or apply to card # \_\_\_\_\_ Exp. Date \_\_\_\_\_ / \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

**Note:** Your Signature is required. By signing above you have read and understand our school refund policy as published in our brochures and on our web site.