



Real Estate Academy of Bucks County 2018 Schedule of PA CE Classes

1094 Second Street Pike, Richboro, PA 18954
Atrium Entrance (1st Entrance) Lower Level
www.realestateacademybc.com

General Module

“New Licensee” Mandatory CE
Instructor: Marge Wingate

Course Number: RECE2900

This 7 hour course is one of two mandatory CE electives for all newly licensed PA agents who obtained their RE License and are **renewing their license for the first time**. It is good for 7 hours of 2016-2018 PA Real Estate CE credit. **Cost \$70.00 – two-course combination (General & Residential) price - \$135.00**

May 8, 2018	9:00 AM – 5:00 PM	Richboro
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Residential Module

“New Licensee” Mandatory CE
Instructor: Ellen Cassidy

Course Number: RECE2901

This 7 hour course is one of two mandatory CE electives for all newly licensed PA agents who are **renewing their license for the first time**. It is good for 7 hours of 2016-2018 PA CE. **Cost \$70.00 – two-course combination (General & Residential) price - \$135.00**

May 15, 2018	9:00 AM – 5:00 PM	Richboro
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1031 Tax Deferred Exchanges In Today’s Market

Instructor: David Gorenberg

Course Number: RECE004472

This course is good for 3.5 hours of PA CE. Issues will include: ways to exchange, proper vesting, reverse exchanges, purchase/sale contracts, exchange accounts and much more, plus answers to the most commonly asked questions. **Cost: \$45.00**

April 12, 2018	1:30 PM – 5:00 PM	Richboro
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Agreement of Sale Negotiations

Instructor: Matthew Mittman

NEW!! Course Number: RECE003943

This course is good for 3.5 hours of 2016-2018 PA CE. Agents will be able to identify the various stages of negotiations in a real estate transaction. Agents will be able to ask to identify the best types of questions to ask the agent who represents the buyer/seller. Agent will be able to identify the difference between what all parties want in the transaction and what they need in the transaction. Agents will have the tools to get better price and terms for their clients. **Cost \$45**

April 19, 2018	9:00 AM – 12:30 PM	Richboro
May 23, 2018	1:30 PM – 5:00 PM	Richboro

Anatomy of a House

Instructor: Steve Hunn

Course Number: RECE004473

This course is good for 3.5 hours of PA CE. This class is designed to help the Agents gain a basic understanding of the structure, designs and purpose of all the systems in a typical house. Fun Class!
Cost \$45.00

April 17, 2018	1:30 PM – 5:00 PM	Richboro
May 17, 2018	9:00 AM – 12:30 PM	Richboro

Buying Real Estate with an IRA/401K

Instructor: Carl Fischer

Course Number: RECE003779

This course is good for 3.5 hours PA CE. This course is designed to provide a basic level of proficiency in understanding techniques and methods to diversify your retirement account by investing in real estate and real estate related opportunities such as making loans, buying lease options and contracts. The course will reveal the power of tax deferred and tax free compounding to increase overall wealth. It will develop an awareness of the IRS tax rules relating to real estate in retirement plans. The ability to channel rental income and capture appreciation with leveraged real estate in a retirement plan will be apparent. The student will gain the information necessary and be provided with a step-by step approach to make commercial or residential real estate investments with retirement plan funds. **Cost \$45.00**

April 12, 2018	9:00 AM - 12:30 PM	Richboro
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Cultural Diversity

Instructor: Ron Long

Course Number: RECE004474

This course is good for 3.5 hours PA CE credit. Build professional relationships with colleagues of different nationalities, religious beliefs, professional backgrounds, personalities and cultures. Interpersonal skills for the multicultural workplace encompass the emotional, cognitive and practical dimensions of multicultural interactions, and are necessary for effectively collaborating in diverse professional settings. **Cost \$45.00**

May 21, 2018	9:00 AM – 12:30 PM	Richboro
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Environmental Issues: Contracts, Disclosure, Testing & Knowledge

Instructor: Marshal Granor

Course Number: RECE003782

This course is good for 3.5 hours of 2016-2018 PA CE credit. It is a review of current areas of environmental issues in Pennsylvania real estate law including a review of the Pennsylvania Association of Realtors contract clauses and disclosure language. Abundant examples, sharing of resources and classroom discussion will underscore the agent's ethical responsibilities in dealing with environmental issues of real estate. **Cost \$45.00**

May 17, 2018	1:30 PM - 5:00 PM	Richboro
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Fair Housing/Risk Management for Real Estate Professionals

Instructor: Ellen Cassidy

NEW!! Course Number: RECE004475

This course is good for 3.5 hours PA CE credit. This course covers fair housing issues faced by Real Estate Professionals and strategies to reduce the risk of a fair housing complaint. The course will review basic fair housing concepts in addition to the more complex issues that apply to rental and sales transactions. The course will provide examples of regional and national cases to highlight individual fair housing topics. **Cost \$45.00**

May 10, 2018	1:30 PM – 5:00 PM	Richboro
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Plumbing, Electrical and Air Conditioning

Instructor: Steve Hunn

Course Number: RECE004471

This course is good for 3.5 hours of PA CE. This course will cover the basic terms, definitions and will address most common plumbing problems, troubleshooting and client expectations. It will define electrical terms, identify different electrical components, how to estimate the service size through a first guess and describe the implications of the difference between service size and the individual ratings of each electrical component. It identify the challenges an old house presents for air conditioning and list three ways to improve air conditioning with a forced air system. **Cost \$45.00**

April 17, 2018	9:00 AM – 12:30 PM	Richboro
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Professionalism in Real Estate: The Code of Ethics & Its Enforcement (Ethics)

Instructor: Ellen Cassidy

Course Number: RECE002484

This course is good for 3.5 hours of 2016-2018 PA CE credit and satisfies the 2018-2020 NAR Ethics requirement. Topics include: History & Background of the Code of Ethics, Ethics & Arbitration Complaints, Mediation, and Procuring Cause. Ms. Cassidy is a Professional Standards instructor for the Bucks County and PA Association of Realtors. **Cost \$45.00**

April 10, 2018	9:00 AM – 12:30 PM	Richboro
May 10, 2018	9:00 AM – 12:30 PM	Richboro

Residential Contracts (AOS)

Instructor: Ellen Cassidy

NEW!! Course Number: RECE004450

This course is good for 3.5 hours of PA CE. Content will focus on the terms and conditions of real estate contracts and what the contract language means to the consumer in terms of liability, fulfillment and risk. The who, when, how and why of the Pennsylvania Association of Realtors (PAR) Standard Agreement for the Sale of Real Estate, the Business Relationship Agreement, and the Listing Contract — exclusive right to sell real property. **Cost \$45**

April 19, 2018	1:30 PM – 5:00 PM	Richboro
May 23, 2018	9:00 AM – 12:30 PM	Richboro

**Stay on Top of Your Game RELRA
(Mandatory)**

Instructor: Ellen Cassidy

NEW!! Course Number: [RECE004476](#)

This course is good for 3.5 hours PA CE. Meets new Mandated PA Rules & Reg Requirement (RELRA). This course will focus on the major content sections of the Real Estate Licensing and Registration Act (RELRA), the significance of compliance by the Real Estate Licensee and how RELRA effects the Licensee's interactions with Consumers. **Cost \$35.00**

April 10, 2018	1:30 PM – 5:00 PM	Richboro
May 24, 2018	9:00 AM – 12:30 PM	Richboro

**Wet Basements, Mold, Septic & Well
Systems**

Instructor: Steve Hunn

Course Number: [RECE004470](#)

This course is good for 3.5 hours of PA CE. This course will help the real estate professional understand wet basements, mold, remediation, sewage and supply systems invisible to the homeowner. **Cost \$45.00**

May 21, 2018	1:30 PM – 5:00 PM	Richboro
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ONLINE PA CE

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