



# Real Estate Academy of Bucks County

## 2012 Schedule of Classes

Richboro Classroom Location

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

Collegeville Classroom Location

Education Center  
350A West Main Street  
Collegeville PA 19426

**General Module**

“New Licensee” Mandatory CE

Instructor: Marge Wingate

**Course Number: RECE000207**

This course is one of two mandatory electives for all newly licenced agents who obtained their RE License after December 1, 2007 and are **renewing their license for the first time**. It is good for 7 hours of 2010-2012 PA Real Estate CE credit. **Cost \$70.00 – two-course combination price - \$135.00**

April 4, 2012	9:00 AM – 5:00 PM	Richboro
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**Residential Module**

“New Licensee” Mandatory CE

Instructor: Ellen Cassidy

**Course Number: RECE000211**

This course is one of two mandatory electives for all newly licenced agents who obtained their RE License after December 1, 2007 and are **renewing their license for the first time**. It is good for 7 hours of 2010-2012 PA Real Estate CE credit. **Cost \$70.00 – two-course combination price - \$135.00**

April 12, 2012	9:00 AM – 5:00 PM	Richboro
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**Buying Real Estate with an IRA/401K**

Instructor: Carl Fischer

**Course Number: RECE000204**

This course is good for 3.5 hours of 2010-2012 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**

March 7, 2012 (Rescheduled)	9:00 AM - 12:30 PM	Richboro
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**Condo & Home Owner Associations:  
The Good, the Bad & the Ugly**

Instructor: Marshal Granor, Esquire

**Course Number: RECE000205**

This course is good for 3.5 hours of 2008-2010 PA Real Estate CE credit. Topics include: History of Condos, HOAs and Cooperatives, Overview of the Uniform Condominium Act, Creating the Condominium or Planned Community, and Title Issues. Mr. Granor is a licensed real estate broker in PA and NJ and PA attorney. He is one of the principal authors of the PA Uniform Planned Community Act. **Cost \$45.00**

<b>April 14, 2012 (Saturday)</b>	<b>1:30 PM - 5:00 PM</b>	<b>Richboro</b>
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**Environmental Issues: Contracts,  
Disclosure, Testing & Knowledge**

Instructor:

Marshal Granor, Esquire

**Course Number: RECE000206**

This course is good for 3.5 hours of 2008-2010 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**

<b>February 16, 2012</b>	<b>1:30 PM - 5:00 PM</b>	<b>Richboro</b>
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**Letter of the Law:**

**Real Estate Contracts  
& Recent Changes**

**Course Number: RECE000210**

This course is good for 7 hours of 2010-2012 PA Real Estate CE credit. 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 \$70.00**

<b>March 15, 2012</b>	<b>9:00 AM – 5:00 PM</b>	<b>Ellen Cassidy</b>	<b>Richboro</b>
<b>March 21, 2012</b>	<b>9:00 AM – 5:00 PM</b>	<b>Ellen Cassidy</b>	<b>Collegeville</b>
<b>April 21, 2012 (Saturday)</b>	<b>9:00 AM – 5:00 PM</b>	<b>Ellen Cassidy</b>	<b>Richboro</b>

**Pre-Foreclosures, Foreclosures and  
Short Sales**

Instructor: Paul Auerbach

**Course Number: RECE000208**

This course is good for 7 hours of 2010-2012 CE credit. This class will provide a real estate agent with a detailed understanding of basic misconceptions regarding foreclosure and an understanding of legal proceedings and the liability involved in these real estate transactions. This class offers an understanding of the current real estate market, plus the timeline and events that lead up to a Sheriff Sale; from when the home owner misses the first mortgage payment through events and legal proceedings that lead to bank ownership. It will also cover ACT 91, Complaint in Mortgage Foreclosure, Bankruptcy, Homeowner Options and the Short Sale process. **Cost \$70.00**

<b>February 20, 2012</b>	<b>9:00 AM – 5:00 PM</b>	<b>Richboro</b>
<b>March 13, 2012</b>	<b>9:00 AM – 5:00 PM</b>	<b>Collegeville</b>

**Professionalism in Real Estate:  
The Code of Ethics &  
Its Enforcement**  
Instructor: Ellen Cassidy

**Course Number: RECE000209**

This course is good for 3.5 hours of 2010-2012 CE credit and satisfies the NAR 2009-2012 Quadrennial 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**

February 22, 2012	1:30 PM – 5:00 PM	Collegetown
March 23, 2012	9:00 AM – 12:30 PM	Richboro
April 14, 2012 (Saturday)	9:00 AM – 12:30 PM	Richboro

**Risk Management with Home  
Warranty**  
Instructor:  
Marie Pilon

**Course Number: RECE000212**

This course is good for 3.5 hours of 2010-2012 PA CE credit. At the end of this class agents will be more informed regarding the home warranty industry, representation of the product & disclosure information relative to the Pennsylvania residential resale transactions. **Cost \$45.00**

February 16, 2012	9:00 AM – 12:30 PM	Richboro
February 22, 2012	9:00 AM – 12:30 PM	Collegetown
April 18, 2012	9:00 AM – 12:30 PM	Richboro

**Understanding Home Inspections**  
Instructor: Steve Hunn

**Course Number: RECE000213**

This course is good for 3.5 hours of 2008-2010 PA CE credit. Discussion issues will include: An overview of PA and NJ Laws, Home Inspection standards of practice, the Home Inspection Code of Ethics, Home Inspection procedures & philosophies, environmental issues, and national home inspection organizations. **Cost \$45.00**

April 18, 2012	1:30 pm – 5:00 pm	Richboro
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**ONLINE PA CE**

[www.realestateacademybc.com](http://www.realestateacademybc.com)



# Course Registration Form

<b>Name:</b> (As it appears on your license)	
<b>Home Address:</b>	
<b>City/State/Zip:</b>	
<b>Phone:</b>	
<b>Email Address:</b>	
<b>Agency Name/Location</b>	
<b>RE License Number:</b>	
<b>NRDS Number:</b> (If taking Ethics class)	

Course Number	Course Name	Course Date	Location

<b>Credit Card Type:</b> (Visa/MC Only)	
<b>Name as it appears on card:</b>	
<b>Number:</b>	
<b>Expiration Date:</b>	

For further information, call 215-364-2282

To Register: Payment must accompany registration to reserve a seat in any class.

- (1) Fax this completed form to 215-741-4475  
No cover sheet is necessary.
- (2) or Call with your registration and payment information.
- (3) or Mail your registration with a check to:  
Real Estate Academy of Bucks County  
1094 2<sup>nd</sup> Street Pike  
Richboro, PA 18954

Once a class is confirmed you will be sent a confirmation by email. PA State Law requires that you be on time and stay through the end of the class in order to earn PA CE credits. Sign-In AND Sign-Out for every session is required to record your attendance.

### For Office Use Only

Log Date	
Receipt Confirmed	
Confirmation	
Amount	
CK #	
CC Run Date	
Invoice #	
Approval #	
Deposit Date	

## Thank You!

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