

**E**ach applicant for a real estate license must attend a 75 hour course of instruction at a school licensed by the New Jersey Real Estate Commission. The Professional School of Business has been providing this training for 60 years. Our trainers, training techniques and course material designed specifically for the New Jersey licensing exam has been the foundation for thousands of successful real estate careers.

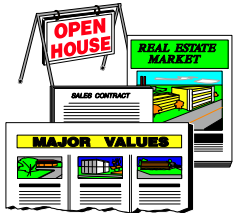
This course has been designed to meet New Jersey educational requirements for licensing and is recommended for prospective real estate salespersons who desire either a full or part-time career. It is also highly recommended and extremely useful for anyone who plans to buy, sell, or lease real estate.

Some of the many topics covered:

- New Jersey laws rules and regulation
- Law of agency
- Types of ownership
- Deeds
- Sales contracts
- Listing agreements
- Mortgages and other methods of financing
- Leases
- Real estate appraisal
- Legal descriptions
- Real estate taxes
- Land use controls

FOUNDATIONS OF NEW JERSEY REAL ESTATE, a book written exclusively to prepare students to challenge the New Jersey licensing examination is included in the tuition.

Once you complete your training at The Professional School of Business you should be well prepared to take the state examination which is conveniently located and scheduled five days each week. You can expect the exam to take from two to four hours to complete and you will be given your results immediately after completion. Your passing notice allows you to begin work once licensed and affiliated with a licensed New Jersey real estate brokerage company.



# Real Estate Salesperson Courses

All Courses Held at: The Professional School of Business, 22 East Willow Street, Millburn, NJ

## WEEKDAY COURSES

**4 WEEK PROGRAM**  
**MONDAY - THURSDAY**  
9:00 AM - 1:30

February 10, 2020	thru	March 5, 2020
February 17, 2020	thru	March 12, 2020
February 24, 2020	thru	March 19, 2020
March 2, 2020	thru	March 26, 2020
March 9, 2020	thru	April 2, 2020
March 16, 2020	thru	April 9, 2020
March 23, 2020	thru	April 16, 2020
March 30, 2020	thru	April 23, 2020
April 6, 2020	thru	April 30, 2020
April 13, 2020	thru	May 7, 2020
April 20, 2020	thru	May 14, 2020
April 27, 2020	thru	May 21, 2020
May 4, 2020	thru	June 4, 2020
May 11, 2020	thru	June 11, 2020
May 18, 2020	thru	June 18, 2020
June 1, 2020	thru	June 25, 2020
June 8, 2020	thru	July 2, 2020
June 15, 2020	thru	July 9, 2020
June 22, 2020	thru	July 16, 2020
June 29, 2020	thru	July 23, 2020
July 6, 2020	thru	July 30, 2020
July 13, 2020	thru	August 6, 2020
July 20, 2020	thru	August 13, 2020
July 27, 2020	thru	August 20, 2020
August 3, 2020	thru	August 27, 2020

No class weeks 5/25

**2 WEEK PROGRAM**  
**MONDAY - SATURDAY**  
9:00 AM - 3:00 PM

March 30, 2020 thru April 11, 2020

*Complete Your Classroom  
Hours in Only 12 Days*

## EVENING COURSES

**2 EVENINGS EACH WEEK**  
**TUESDAYS & THURSDAYS**  
6:30 PM - 9:30 PM

February 18, 2020	thru	May 7, 2020
February 25, 2020	thru	May 14, 2020
March 10, 2020	thru	May 28, 2020
March 24, 2020	thru	June 11, 2020
March 31, 2020	thru	June 18, 2020
April 9, 2020	thru	June 30, 2020
April 21, 2020	thru	July 9, 2020
April 28, 2020	thru	July 16, 2020
May 12, 2020	thru	July 30, 2020
May 19, 2020	thru	August 6, 2020
June 2, 2020	thru	August 20, 2020
June 16, 2020	thru	September 3, 2020
June 23, 2020	thru	September 10, 2020
July 2, 2020	thru	September 22, 2020
July 14, 2020	thru	October 1, 2020
July 21, 2020	thru	October 8, 2020
August 4, 2020	thru	October 22, 2020

**3 EVENINGS EACH WEEK**  
**TUESDAYS, WEDNESDAYS, THURSDAYS**  
6:30 PM - 9:30 PM

April 28, 2020 thru June 18, 2020

## SATURDAY COURSES

9:00 AM - 3:00 PM

February 15, 2020	thru	May 2, 2020
February 29, 2020	thru	May 16, 2020
March 7, 2020	thru	May 30, 2020
April 4, 2020	thru	June 27, 2020
April 18, 2020	thru	July 18, 2020
May 2, 2020	thru	August 1, 2020
May 9, 2020	thru	August 8, 2020
May 30, 2020	thru	August 22, 2020
June 6, 2020	thru	August 29, 2020

No class 5/23, 7/4

Course final exam is in addition to all courses.

We reserve the right to limit class size, reschedule classes, or cancel classes when necessary.

## ***Prerequisites***

*for obtaining a real estate license*

### ***At a Glance***

- 75 hour course of instruction at The Professional School of Business
- 18 years of age
- High school education or the equivalent
- Pass state examination
- Affiliation with a licensed real estate broker after you pass the state exam
- U.S. citizenship or legal alien status

## **Five Convenient Ways To Register**

- ✓ **Mail:** Complete the accompanying registration form and mail with your payment to 22 East Willow Street, Millburn, NJ 07041
- ✓ **Fax:** Fax your registration and credit card information to (973) 564-8982
- ✓ **Phone:** Register by telephone Using your credit card by calling 1-800-801-4PSB
- ✓ **Internet:** Register on-line at [www.proschool.com](http://www.proschool.com)
- ✓ **In Person:** Our regular office hours - Weekdays 8:30 AM to 5:00 PM and Saturdays 9:00 AM to 3:00 PM

The Professional School of Business offers courses in:

- ✓ **Real Estate Salesperson**
- ✓ **Real Estate Broker**
- ✓ **Insurance**
  - Life
  - Health
  - Property
  - Casualty
  - Title
- ✓ **Series 6**
- ✓ **Series 63**

**Don't Be  
Disappointed  
Register Early**

*See Accompanying Registration Form For Details*



# **Real Estate Salesperson Courses**

*Offered by:*

**THE  
PROFESSIONAL  
SCHOOL OF BUSINESS**



22 East Willow Street  
Millburn, NJ 07041

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**1-800-801-4PSB**  
**[www.proschool.com](http://www.proschool.com)**  
**973-564-8686**

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Spring  
2020 Schedule  
of Classes

Why you should choose

## **The PROFESSIONAL SCHOOL OF BUSINESS**

- ☞ New Jersey's best real estate licensing school
- ☞ Now in our sixth decade of operation
- ☞ Excellent reputation for student success
- ☞ Nearly 200,000 students trained
- ☞ Licensed by the New Jersey Real Estate Commission
- ☞ Caring, experienced, licensed instructors
- ☞ Conveniently located
- ☞ Students are permitted to repeat the entire course at no additional charge (subject to available space and other restrictions)