

Post Licensing or CE Credit Classroom Dates

CLASSROOM TUITION: \$250

TOPICS MAY ALSO BE PURCHASED SEPARATELY

Designed for new agents to get a **QUICKSTART**® on a new career in real estate. Five days of intensive, information-packed classes designed to enable the newly-licensed agent or assistants to produce more in a shorter period of time, stay out of trouble and earn license renewal credits. Earn 30 hours of post or continuing education credit for licensing renewal in Virginia. Requires some self study.

Topics include:

- Ethics and Current Industry Issues
- Business Planning
- Goal Setting & Prospecting
- Agency: How to Work with Buyers and Sellers
- Limited Service Agency
- Insuring Homes
- Working with Sellers
- Financing
- Contract Writing
- The Selling Process
- Real Estate Laws

QUICKSTART® Cancellation/Transfer Policy: Up to one business day prior to the course starting, a student may cancel the course and receive a refund minus a \$25 administration fee or request a one time transfer for free to future date of a like course. Future transfers are at the discretion of the school at a fee of \$25. Once a student has transferred, no refund is allowed. Students who have registered for the all of the modules but cannot complete all the modules in the first course date may return to the next scheduled course date to complete the course at no additional fee.

Topics, dates, and times are subject to change or cancellation.

30 Hours of Post Education Training Available Online
www.AlphaCollegeOfRealEstate.com

You have
Options
with Alpha.

Chesapeake Campus

Headquarters

638 Independence Parkway, Suite 100
Chesapeake, VA 23320

Phone: [757] 427-1740 | Fax: [757] 430-4487

9 am – Noon | 1 pm – 4 pm
Mon. - Fri.

January 16–20
April 9–13

July 9–13
October 8–12

Newport News Campus

11861 Canon Boulevard, Suite A
Newport News, VA 23606
Phone: [757] 873-8884

6 pm – 9 pm
Mon. - Thurs.

February 27–March 8
June 4–14

October 29–November 8

638 Independence Parkway, Suite 100
Chesapeake, VA 23320
www.AlphaCollegeOfRealEstate.com

ALPHA
COLLEGE
of
Real Estate

Continuing Education and Post Licensing

**CHESAPEAKE
NEWPORT NEWS**

2012

DAY, EVENING, SATURDAY

**ONLINE AND
CORRESPONDENCE
COURSES AVAILABLE**

**NEW REQUIRED AGENCY
COURSE AVAILABLE**

ALPHA
COLLEGE
of
Real Estate

*Delivering Excellence
Since 1985*





Continuing Education Classroom Dates

**TUITION: \$60 per 8-HOUR SESSION
\$30 per 3 or 4-HOUR SESSION**

For 16 hours of credit a student needs one date from Required Topics and one date from Related Topics. Related days have two topics of four hours each.

Brokers must complete eight hours of Real Estate Management and Agent Supervision topics in addition to the required 16 hours. See Broker Sessions.

NEW STANDARD AGENCY COURSE REQUIREMENT: The Virginia Real Estate Board has approved a continuing education program of three hours on the specific changes to the agency law. As of July 1, 2012, the three hours will be a prerequisite for renewal or reinstatement of an active broker or salesperson license in addition to the current requirements.

Continuing Education and Post Licensing Credit: Courses which carry Continuing Education or Post Licensing credit require that in order for the student to receive the credit, the student must arrive on time, remain in the classroom during the class and stay until dismissed by the instructor. A late arriving student or a student who does not remain in the classroom for the entire class time, forfeits the continuing education or post licensing credit. This may also prevent the student from receiving credit in a designation course. A student who fails to follow these rules will not receive a refund or transfer.

Continuing Education Classroom Course Cancellation/Transfer Policy: In order to receive a full refund, student must notify the school up to one business day prior to the start date of the course. During the business day of the start of the course a transfer may be had to a future course date for a fee of \$10. Future transfers are at the discretion of the school. Once a student has transferred, no refund is allowed.

Chesapeake Campus

638 Independence Parkway, Suite 100
Chesapeake, VA 23320
Phone: [757] 427-1740 | Fax: [757] 430-4487

REQUIRED TOPICS SESSIONS 8:30 am – 5:30 pm

January 12	June 26
January 26	July 26
February 11*	August 11*
February 21	August 28
March 13	September 13
March 27	September 27
April 12	October 25
April 26	November 8
May 10	November 27
May 24	December 18

RELATED TOPICS SESSIONS 8:30 am – 12:30 pm, 1:30 – 5:30 pm

January 19	July 24
February 23	August 23
March 22	September 18
April 17	October 23
May 22	November 15
June 21	December 20

NEW REQUIRED AGENCY SESSION AM Session 8:30-11:30 a.m.

January 27	July 27
February 24	August 24
March 6	September 28
April 20	October 26
May 25	November 16
June 22	December 21

BROKER MANAGEMENT SESSIONS 8:30 am – 5:30 pm

January 17	July 17
March 20	September 21
May 15	November 26

Newport News Campus

11861 Canon Boulevard, Suite A
Newport News, VA 23606
Phone: [757] 873-8884

REQUIRED TOPICS SESSIONS 8:30 am – 5:30 pm

January 24	July 24
February 25 *	August 23
March 22	September 18
April 17	October 23
May 22	November 13
June 19	December 20

RELATED TOPICS SESSIONS 8:30 am – 12:30 pm, 1:30 – 5:30 pm

January 26	July 19
March 20	September 27
May 17	November 27

NEW REQUIRED AGENCY SESSION AM Session 8:30-11:30 a.m.

February 3	July 30
March 2	August 27
April 6	October 29
June 25	December 17

BROKER MANAGEMENT SESSIONS 8:30 am – 5:30 pm

February 24	August 21
April 27	October 18
June 21	December 11

* Denotes Saturday Session

**TUITION, COURSE DATES AND TIMES
SUBJECT TO CHANGE OR CANCELLATION.**

**Register online at:
www.AlphaCollegeOfRealEstate.com**



Student Enrollment Form
CHESAPEAKE - Fax [757] 430-4487
NEWPORT NEWS - Fax [757] 873-1079
www.AlphaCollegeOfRealEstate.com

Course Name: _____

Course Date: _____

Location: _____

*Print your full legal name as it appears
on your Driver's License or Military I.D.*

Last Name: _____

First Name: _____ Middle Initial: _____

Address: _____

City: _____

State: _____ Zip: _____

Home Phone: _____ Work Phone: _____

E-mail: _____

Real Estate License Number: _____

Expiration Date (M/Y): _____

How did you hear about us? _____

Special Accommodation Request: Yes

Tuition \$ _____

**Additional certificates \$2.50 each*

**I agree to the refund/transfer policy, as well as the school
and student conduct policies listed on the Alpha Web site.**
Initials: _____

Tuition Payment

Enclosed is my check for \$ _____

**If a check is returned by your bank for any reason, it must be
replaced immediately with cash plus a \$35.00 service charge.*

Please charge my Visa MasterCard Discover

Expiration Date: _____

Student Signature: _____

Date: _____

Card #: _____