



REAL ESTATE SCHOOL OF NEVADA

2080 E. Flamingo Road, Suite #101

Las Vegas, Nevada 89119

Office: (702) 454-1936

Building Careers for 40 Years

www.realtyschool.com

Nevada Course Catalog

Effective Date November 8, 2023

WELCOME! You have just taken the first step to begin your career in real estate!

The Real Estate School of Nevada has been building careers and changing lives for more than 40 years. The courses offered by the Real Estate School of Nevada are considered to be some of the most successful preparatory programs available. A substantial number of outstanding professionals in the Las Vegas area began their careers by taking the courses offered here and continue to come back to us for their continuing education needs. As you have questions or run into obstacles along the way, we are here to assist you in every way possible. We wish you the very best on your pathway to obtaining a Nevada Real Estate license and with a new and exciting career.

The Real Estate School of Nevada is approved and licensed to operate by the Commission of Post-Secondary Education and our programs have been approved by the Nevada Real Estate Division.

Mission Statement: The Real Estate School of Nevada strives to make students our first priority by ensuring that every contact is always a positive one. Our instructors and school staff act with uncompromising truth and integrity. We seek to make the Real Estate School of Nevada a welcoming environment for everyone who walks through our doors. We take pride in participating in local events that give back to our community we love so much.

Entrance Requirements: Students may be 17 years old or older to enroll in the school; for licensing purposes you must be 18 years of age or older at the time you submit your application. A picture ID must be present at the time of Enrollment. The Real Estate School is open to all persons who meet entrance requirements, regardless of age, race, color, religion, national origin, disability, sex, sexual orientation, or gender identity or expression. You should possess elementary reading, writing, and mathematical skills to achieve your full potential. Individuals applying for a real estate license with the Nevada Real Estate Division must pay a fee for the cost of a background investigation, which includes submission of fingerprinting to the Nevada Criminal History Records Repository and the F.B.I. Anyone who is in pre-licensing school, or anyone planning to pursue a license, certificate, or permit issued by the Division, may get the background investigation underway prior to applying with the Division. Applicants must complete an approved 120-hour Pre-Licensing course, pass the school exams with a 75% or better, present receipt of fingerprinting and background check, pass the Pearson Vue RE exams with a minimum of 75%, and complete the application for a real estate license. The school's program satisfies the State's educational requirement for the prospective real estate salesperson. The credits from this program also partially apply towards the total educational credits of those pursuing the real estate broker salesperson license. The acceptability of credits obtained elsewhere is at the sole discretion of the Real Estate Division. The Real Estate School of Nevada does not offer credit for previous training.

Enrollment Procedure: Contact the Real Estate School of Nevada by phone 702-454-1936 or come by anytime during our business hours; Monday through Friday between 8:30 a.m. and 5:30 p.m. to receive a course orientation and complete your enrollment. Online enrollment is available by visiting our website at www.realtyschool.com as well. All Enrollment packages have an additional \$4.00 Commission of Postsecondary Education fee added to the total that is non-refundable. Once payment has been received, students may begin the course immediately.

Students must complete all course requirements and the School Final Exam within 6 months.

Facilities: Our campus is on the northwest corner of Flamingo Road and Burnham Avenue across the street from Desert Springs Hospital. We are located in the southwest corner of the main building on the first floor Suite #101. The classrooms have easy access from the front lobby area with a capacity of 30 to 60 students. Restrooms are located outside of the school towards the left down the hall. Coffee and water are easily accessible. Classroom instruction is in lecture format and provides opportunities during class for students to ask questions. We have two classrooms which are both used for lecture and test taking.

Attendance Policy: Your registration is valid for 6 months from the date of enrollment. Students have the option to come to LIVE classes if they choose to do so. It is the student's responsibility to track the subjects they review at home. Students are given access to our website to download their e-books and review their materials. ***If your registration exceeds the original 6 months, students who need to reenroll must register again.*** LIVE classes are held Monday through Friday from 9:00am to 12:00pm. If students are having complications continuing their education, they will need to call the school at 702-454-1936 and speak to a representative. Students who are attending our LIVE CE or Post classes, please see the calendar for start times. Classes start on time and if you are more than **10 minutes late**, you will not be allowed to enter the class.

Schedule of Classes (and Holidays): A complete schedule of classes is available on our website or through a school representative. Nevada recognizes the following holidays: New Year's Day, Memorial Day, Independence Day, Labor Day, Thanksgiving, and Christmas. Any additional holidays, or periods when classes are not to be held, will be provided to the student sufficiently in advance to avoid schedule conflicts.

Conduct: If, in the opinion of the instructor, a student is disruptive or distracting the class in a way that interferes with class activities, the instructor may remove the student for the remainder of class that day. One such removal shall constitute sufficient cause for the student to be barred from the attending any further live sessions. The instructor, in his/her singular discretion, shall determine disruptive and distracting behavior. **The dress code for the classroom is business casual.** The Real Estate Division requirements pertaining to class conduct are posted in the main classroom, including the grievance/appeal process. **Children are not allowed in the classrooms or in the testing center.** Only certified service animals are allowed in the classrooms and testing center.

Student Placement: The Real Estate School of Nevada is affiliated with Wardley Real Estate and job placement services are available. **Placement is not guaranteed or promised as a result of completion of this course.** With that said, you are invited and highly encouraged to interview with Wardley Real Estate. Shortly after you enroll, you will be contacted by a Career Development Specialist from Wardley Real Estate to set up an appointment and meet a Broker to discuss your Career Path. Meeting the Broker will give you the tools to understand how the Real Estate business works and assist you in making the best choice as to who you would like to work with. Please feel free to ask one of the school representatives who your Career Development Specialist is. We are here to assist you every step of the way.

Pre-Licensing: Live & Online Package: We offer 10 live classes that focus on the "Core" material in addition to 5 "Bonus" Review classes to help student's retain that information. Our goal is to make the classes convenient and flexible for you to attend. You may attend class Monday thru Friday and we offer two sessions. Our morning class is from 9:00 a.m. to 12:00 p.m. excluding holidays we observe. Your course materials consist of the "Course Booklet," 15 live classes, online instructional videos, at-home study, and two e-books - one for the State and one for the National portion. Hardcopy textbooks and additional resources are sold separately and are always available at the school for purchase.

Pre-Licensing: Online Package: Designed for those individuals with busy schedules who need the flexibility to study according to their time and availability. We offer a home-study course with the hours of instruction by video, and two e-books - one for the state and one for the national portion. Hardcopy textbooks and additional resources are sold separately and are always available at the school for purchase.

School Staff:

Owner/Director Jeff Sommers

Instructors: Jeff Sommers, Erik Hakans, Ali Lopez, Rodger Gardner, Audrey Evans, Brian Mlekush, Travis Saunders, and Mojgun Saadatmand.

All our instructors are active real estate agents with many years of teaching and training experience. Each one of them has been approved by the Real Estate Division.

NRS 394.553 Account for Student Indemnification:

The State of Nevada has established an Account for Student Indemnification per NRS 394.441. Specifically, the State of Nevada has established an account for student indemnification which may be used to indemnify a student or enrollee who has suffered damage as a result of: discontinuance of operation or violation by such institution of any provision of NRS 394.383 to 394.560. Please review NRS 394.553 for further clarification.

Real Estate School of Nevada is owned and governed by Real Estate School of Nevada, Inc.

Student Grievance

The Real Estate School of Nevada is dedicated to the fair treatment of and professional conduct with students. This policy and procedure pertains to grievances of a various nature including but not limited to: academic, discrimination, harassment, and bullying. Should any student have a complaint, the student is asked to discuss the matter with the Director/ School Official who will engage in an informal process to settle the dispute in good faith. That informal process will involve these steps:

1. Define the problem
2. Identify acceptable options for resolution

If, as a result of these discussions, the student does not feel that the issue has been satisfactorily resolved, the student can file a formal complaint to the Nevada Commission on Postsecondary Education at www.cpe.nv.gov

3 Day Cancellation Policy

If a student cancels his or her enrollment before the start of the training program or no later than three (3) days after signing the Enrollment Agreement, the institution shall refund to the student all the money the student has paid.

Cancellation may occur when the student provides a written notice of cancellation to the campus. This can be done via email to **support@RealtySchool.com** or by hand delivery. The written notice of cancellation need not take any particular form and, however, expressed, it is effective if it shows that the student no longer wishes to be bound by the Enrollment Agreement.

Nevada Student Refund Policy

NRS 394.449 Requirements of policy for refunds by postsecondary educational institutions.

NRS 394.449 Requirements of policy for refunds by postsecondary educational institutions.

1. Each postsecondary educational institution shall have a policy for refunds which at least provides:

(a) That if the institution has substantially failed to furnish the training program agreed upon in the enrollment agreement, the institution shall refund to a student all the money the student has paid.

(b) That if a student cancels his or her enrollment before the start of the training program, the institution shall refund to the student all the money the student has paid, minus 10 percent of the tuition agreed upon in the enrollment agreement or \$150, whichever is less, and that if the institution is accredited by a regional accrediting agency recognized by the United States Department of Education, the institution may also retain any amount paid as a nonrefundable deposit to secure a position in the program upon acceptance so long as the institution clearly disclosed to the applicant that the deposit was nonrefundable before the deposit was paid.

(c) That if a student withdraws or is expelled by the institution after the start of the training program and before the completion of more than 60 percent of the program, the institution shall refund to the student a pro rata amount of the tuition agreed upon in the enrollment agreement, minus 10 percent of the tuition agreed upon in the enrollment agreement or \$150, whichever is less.

(d) That if a student withdraws or is expelled by the institution after completion of more than 60 percent of the training program, the institution is not required to refund the student any money and may charge the student the entire cost of the tuition agreed upon in the enrollment agreement.

2. If a refund is owed pursuant to subsection 1, the institution shall pay the refund to the person or entity who paid the tuition within 15 calendar days after the:

(a) Date of cancellation by a student of his or her enrollment;

(b) Date of termination by the institution of the enrollment of a student;

(c) Last day of an authorized leave of absence if a student fails to return after the period of authorized absence; or

(d) Last day of attendance of a student,

whichever is applicable.

3. Books, educational supplies or equipment for individual use are not included in the policy for refund required by subsection 1, and a separate refund must be paid by the institution to the student if those items were not used by the student. Disputes must be resolved by the Administrator for refunds required by this subsection on a case-by-case basis.

4. For the purposes of this section:

(a) The period of a student's attendance must be measured from the first day of instruction as set forth in the enrollment agreement through the student's last day of actual attendance, regardless of absences.

(b) The period of time for a training program is the period set forth in the enrollment agreement.

(c) Tuition must be calculated using the tuition and fees set forth in the enrollment agreement and does not include books, educational supplies or equipment that is listed separately from the tuition and fees.

5. As used in this section, "substantially failed to furnish" includes cancelling or changing a training program agreed upon in the enrollment agreement without:

(a) Offering the student a fair chance to complete the same program or another program with a demonstrated possibility of placement equal to or higher than the possibility of placement of the program in which the student is enrolled within approximately the same period at no additional cost; or

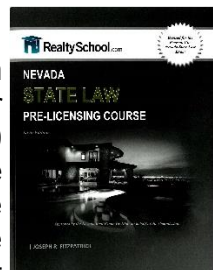
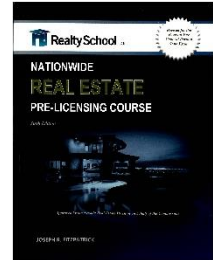
(b) Obtaining the written agreement of the student to the specified changes and a statement that the student is not being coerced or forced into accepting the changes,

unless the cancellation or change of a program is in response to a change in the requirements to enter an occupation.

(Added to NRS by 1985, 989; A 1989, 1460; 1995, 325; 2005, 635; 2015, 341; 2021, 517)

Real Estate Principles, Practices, Procedures, and Law (120 HRS)
Regular Price \$429.⁰⁰ Live & Online or \$189.00 Online Only
Call for Special Pricing!

The fundamental pre-licensing course designed to prepare candidates for the Nevada Real Estate License examination. This is the course for you if you have no prior real estate licensing experience and wish to obtain a Nevada real estate license. Topics include contracts, real estate agency, valuation, finance, governmental regulations, titles and vesting, real estate math, mandatory disclosures, and the principals and practices required on the national portion of the examination. The preparation for the state portion includes NRS and NAC 645, 119, 119A, 113, 116 and other relevant statutes and regulations. There are two textbooks available in paperback or in electronic format (.PDF). The national textbook is Nationwide Real Estate Pre-Licensing Course (RealtySchool.com) and the state book is entitled Nevada State Law (RealtySchool.com). The “e-books” are included in the price of tuition. Paperback copies are a total of \$70.00 for both textbooks. This course is available LIVE in the classroom or online. Classroom offerings are held Monday through Friday at both 9:00 a.m. to 12:00 p.m. at our campus in Las Vegas. With our staggered schedule, you can complete all 10 classroom sessions based on your availability and leisure. Completion of the course includes a school-administered final exam. Prices vary and we feature special offers throughout the year. Tuition for the classroom course includes the online lessons. Please contact our friendly staff at (702) 454- 1936 for current pricing.



Real Estate Nevada Law (45 HRS) \$149.00 Classroom or Online

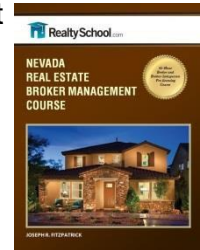
This course is designed for those individuals who have *partially* met the educational requirements for Nevada licensure with courses from another state. Topics include governmental regulations, titles and vesting, and real estate law, which are required on the national portion of the examination. Also included is the study of NRS 645, 119, 119A, 113, 116 and relevant regulations in preparation for the state portion. To determine whether the Nevada Real Estate Division will require completion of the 45- or 18-hour course, please call the licensing department of the Nevada Real Estate Division at (702) 486-4033. The course involves the same two textbooks as the 90-hour course (above) and is also available either LIVE in the classroom or online. Students must pass the school final exam in order to receive a certificate of completion. Tuition for the classroom course includes the online lessons.

Real Estate Nevada Law (18 HRS) \$99.00 Classroom or Online

This course is designed for those individuals who have *completely* met the educational requirements for Nevada licensure with courses from another state with the exception of Nevada law. This requirement, in preparation for the state portion of the examination, includes NRS and NAC 645, 119, 119A, 113, 116 and their relevant regulations together with a general review of topics likely to appear on the real estate licensing examination. To determine whether the Nevada Real Estate Division will require completion of the 45- or 18-hour course, please call the licensing department of the Nevada Real Estate Division at (702) 486-4033. Tuition for the classroom course includes the online lessons.

Nevada Real Estate Broker Management Course (45 HRS) \$199.00 Online

In order to qualify for a Nevada broker or broker-salesperson's license, the applicant must have completed 64 college credits from an accredited institution which includes 18 hours of Nevada law and 45 hours (3 credits) of an approved broker management course. A licensee may substitute two years of active experience during the last ten years as the equivalent of 16 semester units of college level courses. This may be done for up to eight years of active experience or a total of 64 credits. This credit may not be applied against the requirement for broker management or 18 hours of Nevada law. Real estate licensing experience is not required for a broker-salesperson's license however, to be licensed as a broker, the applicant must have at least two years of licensing experience in the last four years. The course, approved by the Nevada Real Estate Division, meets the requirements for 45 hours (3 semester units) of broker management education. This course follows the state syllabus including topics such as business plans, operating a brokerage, risk management, errors and omissions insurance, controlled business arrangements, Nevada forms, financing, state and federal laws, appraisal, and emerging trends. Nevada Real Estate Broker Management Course is the textbook and is available in paperback or in electronic format (.PDF). The e-book is included in the price of tuition. The paperback version is available for \$40.00. Completion of the course includes a school-administered final exam.



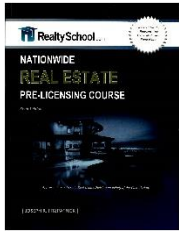
Salesperson Requirements	Broker-salesperson Requirements	Broker Requirements
Minimum 18 years of age	Minimum 18 years of age	Minimum 18 years of age
120-hour pre-licensing course (may be 45-hour or 18-hour course if licensed in another state)	120-hour pre-licensing course (may be 45-hour or 18-hour course if licensed in another state)	120 -hour pre-licensing course (may be 45-hour or 18-hour course if licensed in another state)
	64 college credits including 45 hours of broker management and 18 hours of Nevada law (see experience waiver)	64 college credits including 45 hours of broker management and 18 hours of Nevada law (see experience waiver)
Pass salesperson's exam	Pass broker's exam	Pass broker's exam
		2 years of licensing experience in the last 4 years
		Must show financial assets to open and sustain a Nevada brokerage firm for at least 180 days

Weekend Prep Seminar (2-Day Weekend Course – LIVE)
\$119.00 Classroom w/Book \$99 w/ e-Book

This is a two-day review of subjects and concepts a candidate will likely encounter when taking both the national and state sections of the Nevada real estate licensing examination. **It is open to all real estate licensing candidates regardless of the real estate school you are attending.** However, please note this is a “review course” and is not a substitute or a shortcut for the required pre-licensing education. Students must have first completed the required pre-licensing education. **This is not a “for credit” course and does not serve to provide pre-licensing, post licensing, or continuing education credit.** The course runs from 9:00 a.m. to 6:00 p.m. on the scheduled Saturday and Sunday. Saturday’s session is dedicated to the state-specific material while Sunday’s material is a review of the national course. The course is loaded with practice exam questions that will likely resemble the questions seen on the actual Pearson Vue RE exam. This program is available at a cost of \$119.00 and includes a hard copy book or \$99.00 and includes an e-book.

PRE-LICENSING TEXTBOOKS AND STUDY AIDS

Nationwide Real Estate Pre-Licensing Course \$45.00
RealtySchool.com written by Joseph R. Fitzpatrick

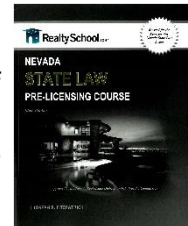


This is our primary, eight-chapter textbook written to teach the national pre-licensing concepts of real estate in any state. Topics include contracts, real estate agency, valuation, finance, governmental regulations, titles and vesting, real estate math, mandatory disclosures, and the principals and practices required on the national portion of the examination. Included are end-of-the-chapter quizzes, two practice final exams of 90 questions each, and sample real estate forms and documents from around the country. E-book format is included in the price of enrollment for our 120 or 45-hour pre-licensing courses. Paperback copies are available at a price of

The school offers the national and state paperback books at a discounted price of \$70.00 if both are purchased the same day.

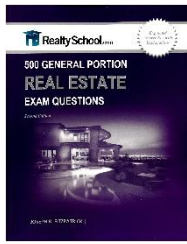
Nevada State Law \$45.00
RealtySchool.com written by Joseph R. Fitzpatrick

This publication consists of two halves. The first half is a reprinting of the Nevada Law and Reference Guide as distributed by the Nevada Real Estate Division. The second half of the textbook are the actual laws and regulations of the state of Nevada as they pertain to the practice of real estate and include NRS 645, NAC 645, 119, 119A, 113, 116 and other relevant statutes and regulations. Both portions of the textbook have been produced to prepare licensing applicants for the state portion of the PSI examination. E-book format is included in the price of enrollment for our 120, 45, or 18-hour pre-licensing courses. Paperback copies are available at a price of \$35.00. The school offers the national and state paperback books at a discounted price of \$70.00 if both are purchased the same day.



500 Real Estate Exam Questions \$35.00

RealtySchool.com written by Joseph R. Fitzpatrick

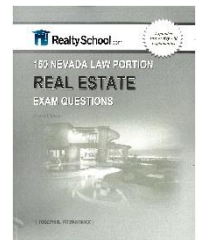


This textbook contains 500 multiple-choice practice real estate exam questions to help you PASS the Pearson Vue general portion real estate exam. The 500 questions within this publication are not the questions from the actual state examinations. In fact, no one really knows what is in a state's bank of questions, so don't let anyone fool you by saying, "that's not on the exam" or "that question will be there for sure." While we don't know any specific questions or answers, we do know the content topics and the "types" of questions that you will likely see. We have published this collection of real estate exam questions to "condition" you and "get you in shape" for your state's real estate licensing exam.

150 Nevada State Law Real Estate Exam Questions \$25.00

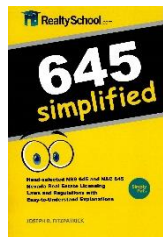
RealtySchool.com written by Joseph R. Fitzpatrick

This textbook contains 150 multiple-choice, practice real estate exam questions to help you pass The Pearson Vue Nevada state portion real estate exam. The RealtySchool.com textbook, 150 Nevada State Law Real Estate Exam Questions, should be used as an additional resource when preparing for your Nevada state exam or even your licensing school's exam, but it is not intended to serve as your main course of instruction. We published the book in such a way that every right-hand page contains additional questions while every left-hand page provides answers with explanations for the previous page. That way, you can easily go through a page of questions without being tempted to peek at the answers.



645 Simplified \$25.00

RealtySchool.com written by Joseph R. Fitzpatrick



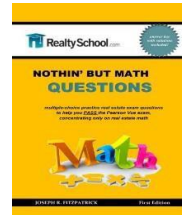
We know that reading all NRS 645 and NAC 645 is certainly a challenge. That is why we have hand-selected some of the more important and relevant laws and regulations to help you prepare for the Nevada state licensing exam. We also combined NRS 645 and NAC 645 where the topics are similar or the same. As an example, "agency" statutes in NRS 645 are followed by "agency" regulations from NAC 645. Each law and regulation are followed with an easy-to-understand explanation as marked with our "Simply Put" icon. Our experience with our students has found that most of the

students who have difficulty with the state portion do so because they have not read the laws and regulations. It may be tiring, but it is essential that you do. Although we have focused on what we believe to be testable topics, anything in NRS 645 and NAC 645 is fair game for the state exam. The RealtySchool.com textbook, 645 Simplified, should be used as an additional resource when preparing for your Nevada state exam or even your licensing school's exam, but it is not intended to serve as your main course of instruction.

Nothin' But Math \$15.00

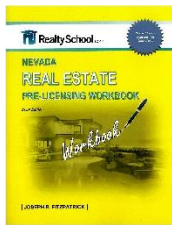
RealtySchool.com written by Joseph R. Fitzpatrick

This textbook contains math problems and detailed answers to help you understand the concept of the math portion that you will need to learn to pass your Final Exam and test at Pearson Vue. Our experience with our students has found that most all of the students who have difficulty with the math portion do so because they have not read the math problems thoroughly. It may be tiring, but it is essential that you do.



90 Hour NV Re-Licensing Course Workbook \$25.00

RealtySchool.com written by Joseph R. Fitzpatrick



This textbook was designed to help the student follow along with the instructor with the Power Points that are shown in class. It is essential to take detailed notes to use as a study guide when you are studying on your own time.

ADDITIONAL PRE-LICENSING INFORMATION

Testing: Students have access to practice testing through the textbooks we offer and sell, school-prepared quizzes. The Pearson Vue has a bank of test questions with thousands of questions from which they will pull questions for any one exam, so “memorizing” school questions probably won’t do much good. When you feel you are ready to “test out,” you may schedule an appointment to take your school final at any time you feel you are ready to do so. School exams can be taken anytime online through the student’s account. Results are given to you immediately after taking the exam in most all instances. A minimum grade of 75% is considered satisfactory in order to receive your school Certificate of Completion. There are four versions of both the national and the state exams should you need to re-take.

School Quizzes and Exams: The Real Estate School of Nevada has several opportunities for you to take practice quizzes including:

- RealtySchool.com “*Nationwide Real Estate Pre-Licensing Course*” - The quizzes at the end of every chapter consist of approximately 20 questions per chapter. The answers are found at the back of the book along with explanations. There are also three practice, national final exams with 80 questions each.
- RealtySchool.com “*500 Real Estate Exam Questions*” – 500 national, multiple-choice questions with answer keys that include explanations as to why the right answers are right and why the wrong answers are wrong.
- RealtySchool.com “*150 Nevada State Law Real Estate Exam Questions*” – 150 Nevada-specific questions for you to practice testing for the Nevada state law content. The textbook comes with an answer key that explains why the right answers are right and references the actual laws and regulations by number.

- Pearson Vue Practice Exam - This practice exam includes questions on the general real estate topics, the tests are developed using the concepts from the National portion of the actual exam. The practice test coincides with the current, national test outline. State-specific tests are not available. The test costs \$19.95 and can be accessed at www.pearsonvue.com.

Certificates of Completion: In order to be eligible for a certificate of completion, students must complete the course work and pass a school-administered final exam. This is a requirement of the Nevada Real Estate Division according to NAC 645.410. Note that the school final exams “count” and are not “practice exams”. **Upon satisfactory completion of any course and the completion of a final exam with a minimum score of 75%, the student will receive a certificate reflecting the completion of the course to satisfy the Nevada Real Estate Division requirements.** No credit will be given for any training previously received by a student from any institution other than Real Estate School of Nevada.

Student Standards of Conduct: To provide the maximum opportunity for learning, the student is expected to adhere to the following guidelines in the classroom:

- Dress Attire for the classroom is Business Casual.
- Report to class on time and remain for the duration of class.
- Direct attention to the instruction being provided and refrain from conversation when the instructor or another student.
- Refrain from engaging in other activities which are distracting to other students or the instructor which disrupts the orderly conduct of the class.
- Silence all electronic devices; you may use them to view your e-books during class.
- Individuals not enrolled in class are **not permitted** to sit in the classroom while class is in session.
- Recordings of the class content are **not permitted**.
- If the above responsibilities of conduct are abused, Real Estate School of Nevada may deny admission to class or may withhold a Certificate of Completion to a student.

Appeal: The procedure to follow if a student is denied a certificate and wishes to appeal the denial is as follows: The student may file a written request with the Director to review the matter within 30 days of the denial. If the written request contains allegations which, if true, would qualify the applicant/student to receive a Certificate of Completion, the Director shall set the matter for an informal hearing to be conducted as soon as possible. Refer to: Real Estate Division NAC 645.4438 www.red.state.nv.us.

Test Taking Tips

- Preparation for your first test should begin the first day of class. This includes studying, completing homework assignments, and reviewing study materials on a regular basis.
- Make sure you have enough time to study so that you are well prepared for the test.
- Pay attention to hints that the instructor may give about the test. Take notes and ask questions about items you may be confused about.
- Make sure you go to the class right before the test as well as the Exam Prep Course if possible. It is another prime time for the instructor to give out hints.
- Review material from practice tests, sample problems, review material, the textbook, and class notes.
- Eat before a test. Having food in your stomach will give you energy and help you focus. Avoid heavy foods which can make you groggy.
- Do not try to pull an all-nighter. Get plenty of sleep before the test. Set your alarm and have a backup alarm set as well.
- Put the main ideas/information/formulas on to a sheet that can be quickly reviewed many times. This makes it easier to retain the key concepts that may be on the test.
- Show up early before the test will start.

Tips on Answering Multiple Choice Questions

- Read the question, review the choices, re-read the question, and make your choice. Avoid changing your answers afterwards.
- Come up with the answer in your head before looking at the possible answers. This way the choices given on the test will not throw you off or trick you.
- Eliminate answers you know are not right.
- Read all the choices before choosing your answer.
- If you are unsure, always take an educated guess and select an answer.
- Do not keep changing your answer. Usually, your first choice is the right one.
- In "All of the above" and "None of the above" choices, if you are certain one of the statements is true, do not choose "None of the above." If one of the statements is false, do not choose "All of the above."
- A positive choice is more likely to be true than a negative one.
- Usually, the correct answer is the choice with the most information.

Steps 1 - 6 of Obtaining Your License

Now that you are enrolled, here is what you will need to know to pass your exam and receive your real estate license as soon as possible:

Step 1: Fingerprinting. First, it is *imperative* that you complete your fingerprints and background check immediately after you've enrolled in school. This allows you to receive your license as quickly as possible after you complete your schooling. *The fingerprinting and background check is the main reason licenses get held up.*

Hold on to your receipt that you receive once your fingerprinting process has been completed. You will need to turn the receipt in when you apply for your license.

For more details and a complete list of authorized fingerprinting vendors, see form 619 from the Division and visit: <http://red.nv.gov/uploadedFiles/rednvgov/Content/Forms/619.pdf>

Step 2: Reading Assignments and Class Completion. You must complete all of the coursework outlined in our course. Before each class, you should complete the reading that accompanies that class. Be sure to download both e-books.

Step 3: Practice Quizzes and Testing. Real Estate School of Nevada has several opportunities for you to take practice quizzes throughout our course, additional study tools for purchase, and practice quizzes created by the school.

The Nevada Real Estate Division requires students to pass a school final exam with a score of 75% or better in order to receive a school Certificate of Completion please see NAC 645.410, This certificate is required in order for you to apply for your license. You may schedule an appointment with Real Estate School of Nevada to take your school final at any time you feel you are ready to do so, but *we strongly encourage you to wait until you have completed your course work.* Exams are administered only at our Henderson campus to be proctored by a representative of the school. Results are given to you immediately after taking the exam in most all instances. There are four versions of both the national and the state exams should you need to re-take. (Testing hours Monday - Friday 8:30 am to 3:30 pm)

Step 4: Attend the Weekend Prep Seminar (optional). This is a 2-Day review offered by Real Estate School of Nevada of what a candidate should expect to see on the Pearson Vue Exam. Please register for this seminar with a school representative.

Step 5: Pass the Pearson Vue Real Estate Exam. Please visit the Pearson Vue website at: www.pearsonvue.com. **While on the Pearson Vue web site, download the Candidate Handbook.** This document is a must-read! The publication provides information on:

- Pearson Vue Procedures
- Exam Registration
- Rescheduling or Cancelling
- Locate a test center
- View available exams
- Access to Candidate Handbook
- **Exam Content – this is very helpful!**



Real Estate School of Nevada is school code #115 for Pearson Vue purposes.

To view all the approved Pearson Vue testing locations, please visit the link below.

Link:

<https://wsr.pearsonvue.com/testtaker/registration/SelectTestCenterProximity/ICCCERT?conversationId=1253193>

The exam consists of two portions totaling 120 questions. The national portion is 80 questions, and the state portion is 40 questions. You will be given ample time to complete the test. You will not need to bring a calculator as it is built into the system. No cell phones are allowed in the building and all personal belongings must be left in your car. You must bring two forms of ID, preferably your driver's license and social security card. Your ID clearly needs to identify you. Please check their website for further information www.pearsonvue.com.

The fee to take the test is \$100.00 and will be paid when you reserve your spot to take your test. The test is taken on a computer and you will know your results immediately. Your exam results will be printed by the front desk representative. You must hold onto your passing results as you will need to submit them to the Real Estate Division along with your completed application to obtain your license.

Step 6: Submitting Your Paperwork for Your Real Estate License

Congratulations! You have passed your real estate exam! Now, all you need to do is submit your paperwork to the Real Estate Division to receive your Real Estate license. Once you have chosen the brokerage you would like to work with, they must sign and notarize your application. Most brokers will have the Real Estate application available for you. However, in the event that they do not, you can obtain one yourself on the Nevada Real Estate Division website at: <http://red.state.nv.us>.

Once you are on the website, you will click on Forms, and your application will be form 549. There is a checklist as to what you will need to turn into the Division to receive your license.

Items you need to submit to the Real Estate Division:

- Original fingerprint verification form issued by an approved vendor (Form 619 for Nevada approved vendors)
- Non-residents need to submit a notarized "Consent to service of process" (Form 656)
- Certificate(s) of course completion from the Real Estate School you attended
- Original Passing test results from Pearson Vue (Both: State & National)
- Completed NRED license application- signed and notarized by the broker you plan to work with (Form 549)
- FEE & DELIVERY: Salesperson \$125.00 or Broker/Broker-Salesperson \$145.00 application fee made payable to NRED

The Nevada Real Estate Division is located at 3300 W. Sahara Ave. Suite #350, Las Vegas, Nevada 89102. Phone Number: (702) 486-4033.

CONTINUING EDUCATION

Bundled Packages

36 Hour Bundle \$139.00

12 Hours Live/12 Hours Online with 3 hours each of Contracts, Law, Ethics, and Agency Classroom AND any other 18 Hours Online

18 Hour Bundle \$80.00

12 Hours Live with 3 Hours each of Contracts, Law, Ethics, and Agency Classroom, OR any other 18 Hours Online

Individual C.E Courses

All courses below taken individually, and not a part of a bundled package, are available for \$25.⁰⁰ each. Some courses are available live, in the classroom and all are available online.

A Broker's Life

3 Hours Broker Management *(CE.7012000-RE & CE.7017000-RE)*

Required for brokers and broker-salespersons, this three-hour broker management course covers Broker Duties and Responsibilities, Office Policy and Procedures, Risk Management, Errors and Omissions Insurance, Controlled Business Arrangements, Employee-Employer Relationships, Creating Business Plans, Disclosure, Compliance, and How to Lose Your License.

Agency Relationships and the Licensee

3 Hours Agency *(CE.5845002-RE & CE.5845001-RE)*

Licensees are currently required to have at least three hours of an approved agency courses every two years. This three-hour course addresses all duties of agency, the specific fiduciary duties of a licensee, the creation of agency and the forms necessary to do so, different types of agency relationships, the parties in an agency relationship, single, multiple, and assigned agencies, NRS statutes and NAC regulations pertaining to agency, and the termination of agency.

Agency Relationships through Nevada Law

3 Hours Agency *(CE.5021001-RE & CE.5021002-RE)*

This agency-approved course covers a thorough understanding of agency concepts, varieties of agency relationships, Nevada laws and forms pertaining to agency, the fiduciary duties, as well as creating and terminating agency.

The Beginning Broker

3 Hours Broker Management *(CE.5057001-RE & CE.5959000-RE)*

This program assists beginning brokers to prepare for managing a successful real estate office and to be better able to make appropriate choices for what type of office they will run, how to work with agents, and prepare risk management strategies. Specific topics include, What is a Broker? Preparing an Office, the Franchise Opportunity, and Key Traits of a Successful Real Estate Broker, Evaluating and Retaining Agents, Use of Intranet and Social Media, and Risk Reduction.

Creating an Internet Presence

3 Hours Personal Development *(CE.5054001-RE & CE.5054002-RE)*

The purpose of this course is to address the need for real estate agents to create an internet presence. Real estate professionals who complete this course will be better able to serve their clients and will be more likely to succeed. Specifically, this program covers Why Create an Internet Presence? Selecting a Specialty, Creating a Web Site, Blogging, Social Networking, Classified Ads, and Creating a Marketable Listing.

Ethics - The 3 R's: Requirements, Responsibility and Ramifications

3 Hours Ethics *(CE.5842002-RE & CE.5842001-RE)*

This course includes the requirements of becoming a REALTOR®, provides a further understanding of the importance of following the Code of Ethics, demonstrates our responsibilities to the public, clients, customers and fellow REALTORS®, and covers the ramifications of any unethical conduct of the licensee.

Ethics and the Real Estate Agent

3 Hours Ethics *(CE.5053001-RE & CE.5053002-RE)*

The objectives of this ethics-approved program include to address the ethical issues for the Nevada real estate licensee and to further understand the importance of ethical behavior and practices in order to better serve customers and clients. The course covers duties to clients and customers, duties to the public, and duties to fellow REALTORS®.

Foreclosures & Foreclosure Alternatives

3 Hours General *(CE.7008000-RE & CE.7015000-RE)*

Revised and enhanced, this class focuses on the foreclosure process as well as alternatives to foreclosure including reinstatement, loan modification, mediation, partial claim, deed in lieu of foreclosure, and bankruptcy. Segments of NRS 645F pertaining to foreclosure and mediation are covered, as well as differences between judicial and non-judicial foreclosure, and details of the foreclosure process, and short sales.

The Foreclosure Process & REO Properties

3 Hours General *(CE.5019001-RE & CE.5019002-RE)*

Here, the foreclosure process is demonstrated including judicial versus non-judicial foreclosure, the notice of default, redemption, the Nevada Foreclosure Mediation Program, trustee sales, deficiencies, bankruptcy, and tax issues, among other topics.

From Offer to Contract to Closing

3 Hours Contracts *(CE.7014000-RE & CE.7013000-RE)*

A new class, "From Offer to Contracts to Closing" begins with a review of contract mechanics, Nevada law pertaining to the presentation of offers, counter offers, addendums, and multiple offers. The highlight of the course is where the student is presented with several contract scenarios with inherent problems and is asked to solve the problems before we present our solutions. The course concludes with legal issues in Nevada pertaining to contracts.

Property Management an Overview

3 Hours Property Management *(CE.5058001-RE & CE.5956000-RE)*

Approved for the three-hour property management requirement of property management permit holders, this course presents an overview of property management for the Nevada real estate licensee, stressing the importance of good property management practices and becoming a better professional. Property management topics include residential, commercial, industrial, and Common Interest Communities.

Short Sales and the Listing Agent

3 Hours General *(CE.5022001-RE & CE.5958000-RE)*

As short sales became an integral part of our business this past decade, the need for education pertaining to short sale transactions became more necessary. This course details what is involved in a short sale, who qualifies, listing a short sale property for sale, the hardship letter and package, and alternatives to a short sale.

The Lease Agreement and the Property Manager's Perspective

3 Hours Property Management *(CE.5847002-RE & CE.5847001-RE)*

This course opens with a discussion on legal aspects of a lease and moves into a variety of different types of leases the real estate practitioner may encounter in both residential and commercial settings. The course also addresses the pros and cons of using standard forms, important lease provisions, and NRS 118A regarding landlord-tenant law.

Writing an Acceptable REO Offer

3 Hours Contracts *(CE.5056001-RE & CE.5056002-RE)*

The purpose of this course is to address the need for real estate agents to understand how to write proper REO offers. Real estate professionals who complete this course will be better able to serve their clients and customers and will be more likely to succeed in getting their REO purchase agreements accepted. Specifically, the course topics include What's Involved, the Research, a Nevada Law Summary on Offers, The Purchase Agreement, Clauses, Acceptance, and Terms, The Offer Package, and HUD Offers.

You Be the Commissioner

3 Hours Law and Legislation *(CE.5955000-RE & CE.5955001-RE)*

We have identified some of the most relevant laws and statutes from NRS and NAC 645 as they pertain to the practicing, Nevada, real estate licensee, and built them into three case studies. Students will go through each case study, led by the instructor, and identify the specific laws that were violated by referring to the statutes and regulations included in the handouts. The instructor may elect to put the students in groups and let them discuss the scenarios before explaining the answers and laws. It might even be fun to have five students volunteer to be commissioners, one student be the licensee, and one student be the licensee's broker.

20 Ways to Meet the Commissioner

3 Hours Law and Legislation *(CE.5957000-RE & CE.5957001-RE)*

In developing this program, we have identified some of the most relevant laws and statutes from NRS and NAC 645 as they pertain to the practicing, Nevada, real estate licensee. Short, fictitious scenarios will be presented where the licensee violates the law, and the students, led by the instructor, will discuss the specific laws that were violated. Further, some additional questions will be asked such as what the licensee could have done differently. The course concludes with actual cases that went before the Nevada real estate Commissioners and the disciplinary actions that were imposed.

Continuing Education classes may be held at different locations, please call the school at 702-454-1936 or log on to our website www.realtyschool.com for our dates, times and locations.

Real Estate School of Nevada
2080 E. Flamingo Road, Suite #101, Las Vegas, Nevada 89119

Wardley Office (*The Curve*)
8945 W. Post Rd., Suite #210, Las Vegas, Nevada 89148

Wardley Office (*Green Valley*)
2470 Paseo Verde Pkwy, Suite #100, Henderson, Nevada 89074

Wardley Office (*Summerlin*)
777 N. Rainbow Blvd., Suite #120, Las Vegas, Nevada 89107

Visiting the Real Estate School of Nevada

We are located on the SouthWest corner of the main building and NorthWest corner of Flamingo Road and Burnham Ave. Extra parking is located on the North corner of the building complex, limited parking is located directly in front of the school entrance.



Business Hours:
Monday-Friday 8:30am-5:30pm

COURSE AND TEXTBOOK PRICE LIST

(Prices are subject to change)

COURSES

Pre-Licensing

Real Estate Principles, Practices, Procedures, and Law (90 Hours)	
Full Access	\$455.00
Online ONLY	\$189.00
LIVE and Online + Weekend Prep Seminar	\$429.00
Online ONLY + Weekend Prep Seminar	\$249.00
Upgrade from Online to LIVE Course	\$230.00
Course Re-enrollment	\$75.00
Weekend Prep Seminar (2 Day Weekend – Classroom)	\$119.00

Post-Licensing

Destination Success (30 Hour Post-Licensing – Classroom)	\$189.00
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Continuing Education

36 Hour Continuing Education Bundle (18 Hours Classroom/18 Hours Online)	\$139.00
18 Hour Continuing Education Bundle (18 Hours Classroom or 18 Hours Online)	\$80.00
Any Individual Continuing Education course (Classroom or Online)	\$25.00

Specialty

Real Estate Law and Ethics (45 Hours – Online)	\$149.00*
Nevada State Real Estate Law and Regulations (18 Hour – Online)	\$99.00*
Nevada Real Estate Broker Management (45 Hour – Online)	\$199.00*

*Course is subject to a tax fee of an additional \$4.00

TEXTBOOKS

Nationwide Real Estate Pre-Licensing	\$45.00
Nevada State Law	\$45.00
Nevada Additional 30-Hour Pre-Licensing Course	\$45.00
500 Real Estate Exam Questions	\$35.00
150 Nevada State Law Questions	\$25.00
645 Simplified	\$25.00
Nothin' But Math	\$15.00
RE Vocabulary Flash Card Book	\$25.00
Pre-Licensing Course Workbook	\$25.00
Nevada Real Estate Broker Management	\$40.00
Weekend Prep Seminar Book	\$30.00
Destination Success Post-Licensing	\$25.00