

A LEARNING
EXPERIENCE
BEYOND JUST
PASSING

Keiser College

Ask about our

Participating Brokers and
Tuition Reimbursement
Program!

Administrative Offices

FT. LAUDERDALE
CAMPUS

1900 W. COMMERCIAL
BLVD. SUITE 207

FT. LAUDERDALE, FL.
33309

954-491-4144

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Benefits of a Ca- 2
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63 Hour "Pre- 2
License" Course I

45/60 Hour 2
"Post-License"
Courses

72 Hour "Pre- 3
License" Course
II

14 Hour Continu- 3
ing Education
Course

REALTRAC Sales 3
Advantage®
(Selling Skills)

Career in Real Estate?

Dear Student:

Keiser College has been in existence for over 25 years and has an established reputation for providing students with quality learning experiences. We are extremely excited to offer as part of our curriculum, the state approved real estate licensing courses for both the Sales Associate's and Broker's licenses. We believe it is important for you to know the following facts regarding schools that offer real estate "Pre", "Post" and "CE" real estate licensing courses.

- All schools must be approved and licensed by the state of Florida
- All schools must use textbooks and end-of-course final examinations which are approved by the state of Florida
- All instructors must be approved and licensed by the state of Florida
- All schools must teach the required minimum information and hours
- No school may make any reference to a "Passing Average"
- All schools tuitions should be competitive

Thank you for your inquiry and should you have further questions, please call.

James R. Mart

State Program Director

Convenient Statewide Locations

Ft. Lauderdale	Jacksonville
Pembroke Pines	Orlando
West Palm Beach	Kendall
Port St. Lucie	Sarasota
Melbourne	Tallahassee
Daytona	Lakeland

Course may not be offered in all locations at the present time.

Call for locations nearest you. 954-491-4144



Benefits of a Career in Real Estate



Why would you choose a Career in Real Estate? Consider the following:

- Initial licensing course is only 63 hours!
- We have area brokers who will reimbursement

your tuition

- Flexible hours (part or full-time)
- You may work anywhere in the state
- You have the ability to earn a 6 figure income
- A license can help you purchase your own property with little or no money down
- You will learn how-to build your long-term business relationships that produce long-term income for you and your family

There are literally thousands of students from around the country that have attended classes taught by James R. Mort, who are now enjoying very successful real estate careers. Visit www.jimmort.com to see comments.

**Why not start
enjoying a
career in real
estate today?**

63 Hour Pre- License Course I—Sales Associate

This is the only state required course for becoming licensed as a Real Estate Sales Associate.

The course consists of 63 hours of classroom instruction which includes a 3 hour end-of-course final examination.

We offer several formats:

- 1 week (Mon-Sun 8:30am to 6:30pm)
- 4 week (Mon, Wed, & Fri 6:30pm to 10:30pm & 1 Wknd)

Once you have successfully completed this course and have made application to the state (once approved) you will receive permission to take the state final examination.

The state examination final is issued by a private testing company.

Call us for the campus location nearest you and for the class start dates and times.

45 & 60 Hour Post-License Courses



Your initial issue of the license will be for at least 18 months. Every license period thereafter will be for 2 years.

Once you have received your initial license as either a Sales Associate or Broker,

prior to renewing your license, you must complete the 45 or 60 hour "Post License" Course.

Failure to compete either course prior to renewing the license could result in loss of license or penalty.

Therefore, it is critical that you remember you must complete the "Post-License Course" prior to renewing your license.

72 Hour Pre-License Course II—Broker

This is the only state required course for obtaining a Real Estate Broker's License.

The course consists of 72 hours of classroom instruction which includes a 3 hour end-of-course final examination which is issued by the school.

This course may be taken once a Sales Associate has had their license for a period of 6 months, however,

the state examination for becoming licensed as a Real Estate Broker may not be taken until the Sales Associate has had their license for a period of one year.

In order to be able to become licensed as a Broker, a Sales Associate must have worked under the direct supervision of an employer who is a Real Estate Broker.

This "Apprenticeship" can be served while working for

an owner/developer as long as the owner/developer is also licensed as a Real Estate Broker.

Call us for the campus locations nearest you and the class start dates and times.



14 Hour Continuing Ed Course

This is the only state required course for Sales Associates and Brokers and must be taken prior to renewing a license.

This course must be taken whether you are an "active" or "inactive" licensee.

This course is offered in a two consecutive day format from 9am until 5pm.

There is no final examination issued if a person physically attends this required course.



**14 Hour, 45 & 60
Hours Courses
must be
completed
PRIOR to
renewing the
license!**

REALTRAC Sales Advantage®

Once you have a license, this course which has been used by many of the Nation's Top Real Estate Companies, teaches you how to earn a Professional Income.

It teaches the basics of:

- **How-to List & Sell Real Estate**
- **How-to Give Presentations**
- **How-to Overcome Objections**
- **How-to Convert Incoming Telephone**

Inquires to Appointments

- **How-to Close**
- **How-to Develop Your Team**
- **How-to Track the Transaction!**

And Much More!

If you visit our website and go to "Comments" you will see what other say about our REALTRAC Sales Advantage® Selling Skills Course.

Why not call today and start earning

the type of professional income these graduates are now enjoying?

This course and similar courses conducted by Jim Mort have been sponsored by such companies as:

- Chase Manhattan
- Brinks Home Security
- Fidelity National Title
- Suntrust
- Nationsbank

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The Keiser School, Inc.
Classroom Located in KC Tech
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Ft. Lauderdale, Fl. 33309
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Ft. Lauderdale, Fl. 33309

Phone: 954-491-4144
Fax: 954-772-2608
Email: JMort@keisercollege.edu

**We're on the web
www.kctechcenter.com**

Statewide Campuses

Ft. Lauderdale — 954-491-4144
Pembroke Pines — 954-491-4144
Kendal — 954-491-4144
Tallahassee — 850-906-9005
Jacksonville — 904-296-3440

Melbourne — 321-255-1146
West Palm Beach — 954-491-4144
Sarasota — 941-907-0490
Lakeland — 863-701-7789
Daytona — 386-274-5060

