

North Star Real Estate School
Washington Real Estate Practice

Date of Class: to be announced

Delivery method: Live Lecture

Location Of Class: 1648 S 310th St Suite #7,
Federal Way WA 98003.

Educational Objectives: All the following topics are covered in this in class.

- Agency Relationships
- Listing Agreements
- Evaluating and Pricing Property
- Negotiation and Sales Techniques
- Purchase and Sale Agreements with Earnest Money Provisions
- Residential Financing and the Closing Process

For further details please refer to: Real Estate Practices

For Real Estate Salespersons Curriculum published by the Washington State Real Estate Commission and Washington State Department of Licensing.

Number of Clock Hours: 30 hours class

Name of Instructor: Clifford Butler

Student should bring to class: new notebook, pens/pencils, calculator.

Fees for course: \$195.00, includes all tuition, text books and course materials.

Requirements for Course Credit and Certification of Completion:

- Pay Tuition
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- Attend all clock hours required (30 hours)
- Participate in Class Activities
- Pass the final Examination 75% or higher. If Student fails final examination, student can retake Examination after a one day waiting period.

Cancellations: Should the School cancel a course due to bad weather or for any other reason a student may attend the rescheduled class or receive a full refund. Class will be canceled for bad weather in accordance with local school district closures. Classes requiring more than one day which already commenced will be rescheduled immediately for completion and no refunds will be given.

Dismissal/Termination: North Star Real Estate School reserves the right to deny further class attendance to any student whose behavior contributes to a disruptive learning environment. It is up to North Star Real Estate School Administration and Staff to determine if the disruptive student will be dismissed for the duration of that class period, or if they are dismissed from the rest of the registered class. The following are grounds for termination with no refund.

- Nonpayment
- Failure to complete course within 12 months.
- Failure to abide by school's conduct policies.
- Use of illicit drugs.
- Use of alcoholic beverages.
- Disruptive behavior.
- Excessive tardiness.

- Insufficient progress as evidence by failure to complete assigned work..

Refund: A Student is entitled to a full refund as long as they withdrawal from class at least 48 hours before the start of the first scheduled class. A \$35.00 per course registration fee is nonrefundable.

If a student is dismissed/terminated from class at anytime during the course, the student is not entitled to a refund.