



Western NY Real Estate Salesperson & Broker Training Institute  
is now approved to offer the NEW

**NYS 75 hour Salesperson Qualifying Course ONLINE !**

**Fee: \$395 (or \$465 including text book)**

**Advantages of Online Learning:**

**EASY** Our online courses are designed to be easy to use.

**EDUCATIONAL** Our courses are relevant, current and developed specifically to help you stay current and accomplish more.

**FULLY APPROVED** Our courses are fully approved by the appropriate state and national certification organizations.

**ENGAGING CONTENT & ACTIVITIES** Unlike other courses, we help you understand the material through engaging content and activities.

**GUARANTEED** If you are not happy with the course for *any* reason, let us know.

**CONVENIENT & FLEXIBLE** Start and stop whenever you want, at your own pace.

**Typically Asked Questions:**

Where do I take the final school exam? Call the school and you can take it at any of our approved locations in Rochester, Lakewood or Buffalo/Williamsville. Proctor fee of \$25 may apply for locations in Rochester or Lakewood.

What if I fail the school exam? Any retakes? Yes you can retake once without repeating the course.

What happens if I spend a couple of days on the course and don't like it? May cancel up to 30 days thereafter or if no more 8 hours have been spent on the course (whichever is less).

How long will I have access to the course? Six months from start date.

At what point can I switch to an "in-class" version of this course? If no more than 8 hours have been spent on the course, a full refund will apply as noted above. Student must pay for the in-class course while waiting for the refund of the online course to process. Time spent online cannot be applied to the in-class course (or vice versa).

Is the online course more difficult than the in-class course? Both versions of the course are NYS approved by the Dept. of State. Online is more difficult if the student is not disciplined to work independently or cannot maneuver well on the Internet. Minimum passing grade either way is 70%.

To register call:  
**(716) 633-9024**  
[www.wnyrealestatecourses.org](http://www.wnyrealestatecourses.org)