


UPstate Training NYS Approved School and Learning Center
168 Harry L. Drive, Johnson City, NY 13790
(607) 231-0254 www.upstatetraining.com
NYS Approved Salespersons Licensing Courses 77 Hours

Registration begins 8 AM

Day	Times	Topics	Credit_Hours	Days	Dates
Day 1	8:30-11:30	License Law & Regulations	3 Hrs.	Tues.	07/09/2024
Day 1	12:30- 4:30	Law of Agency	4 Hrs.	Tues.	07/09/2024
Day 2	8:30-12:30	Law of Agency	4 Hrs.	Weds.	07/10/2024
Day 2	1:30-4:30	Law of Agency	3 Hrs.	Weds.	07/10/2024
Day 2	4:30-5:30	Licensee Safety	1 Hr.	Weds	07/10/2024
Day 3	8:30-12:30	Human Rights Fair Housing	4 Hrs.	Thurs.	07/11/2024
Day 3	1:30-3:30	Human Rights Fair Housing	2 Hrs.	Thurs.	07/11/2024
Day 3	3:30-5:30	Property Management	2 Hrs.	Thurs.	07/11/2024
Day 4	8:30-12:30	Legal Issues	4 Hrs.	Tues.	07/16/2024
Day 4	1:30-5:30	Legal Issues	4 Hrs.	Tues.	07/16/2024
Day 5	8:30-10:30	Legal Issues	2 Hrs.	Weds.	07/17/2024
Day 5	10:30-12:30	Contracts of Sales & Leases	2 Hrs.	Weds.	07/17/2024
Day 5	1:30-2:30	Contracts of Sales & Leases	1 Hr.	Weds.	07/17/2024
Day 5	2:30-5:30	Land Use Regulations	3 Hrs.	Weds.	07/17/2024
Day 6	8:30-11:30	Income Tax & RE Transactions	3 Hrs.	Thurs.	07/18/2024
Day 6	11:30-12:30	Taxes & Assessments	1 Hr.	Thurs.	07/18/2024
Day 6	1:30-3:30	Taxes & Assessments	2 Hrs.	Thurs.	07/18/2024
Day 6	3:30-5:30	Commercial & Investment	2 Hrs.	Thurs.	07/18/2024
Day 7	8:30-12:30	Commercial & Investment	4 Hrs.	Tues.	07/23/2024
Day 7	1:30-5:30	Commercial & Investment	4 Hrs.	Tues.	07/23/2024
Day 8	8:30-9:30	Mortgage Brokage	1 Hr.	Weds.	07/24/2024
Day 8	9:30-12:30	Construction & Environmental	3 Hrs.	Weds.	07/24/2024
Day 8	1:30-3:30	Construction & Environmental	2 Hrs.	Weds.	07/24/2024
Day 8	3:30-4:30	Property Insurance	1 Hr.	Weds.	07/24/2024
Day 9	8:30-12:30	Real Estate Finance	4 Hrs.	Thurs.	07/25/2024
Day 9	1:30-2:30	Real Estate Finance	1 Hr.	Thurs.	07/25/2024
Day 9	2:30-5:30	Valuation & Pricing Properties	3 Hrs.	Thurs.	07/25/2024
Day 10	8:30-10:30	Municipal Agencies	2 Hrs.	Weds.	07/31/2024
Day 10	10:30-11:30	Real Estate Math	1 Hr.	Weds.	07/31/2024
Day 10	11:30-12:30	Condominiums & Cooperatives	1 Hr.	Weds.	07/31/2024
Day 10	1:30-4:30	Condominiums & Cooperatives	3 Hrs.	Weds.	07/31/2024
Day 10	4:30-5:30	Review		Weds.	07/31/2024
Day 11	9:30-12:30	Final Exam		Thurs.	08/01/2024



Tuition Fee: \$650.00 (Early Bird: \$600. ends Tuesday June 25, 2024) **CANCELLATION POLICY:** If a request for a refund is received in writing 7 days or more prior to the course, a full refund will be granted. If a written request is received within days, a refund less \$100 processing fee will be granted. No refunds will be granted after the course has started. Please inform us of any disabilities that may require special accommodation.