

**UPstate Training NYS Approved School and Learning Center**  
**168 Harry L. Drive, Johnson City, NY 13790**  
**(607) 231-0254    [www.upstatetraining.com](http://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.	03/19/2024
Day 1	12:30- 4:30	Human Rights Fair Housing	4 Hrs.	Tues.	03/19/2024
Day 2	8:30-10:30	Human Rights & Fair Housing	2 Hrs.	Thursday	03/21/2024
Day 2	10:30- 12:30	Law of Agency	2 Hrs.	Thursday	03/21/2024
Day 2	1:30- 5:30	Law of Agency	4 Hrs.	Thursday	03/21/2024
Day 3	8:30-12:30	Law of Agency	4 Hrs.	Friday	03/22/2024
Day 3	1:30-2:30	Law of Agency	1 Hr.	Friday	03/22/2024
Day 3	2:30-5:30	Land Use Regulations	3 Hrs.	Friday	03/22/2024
Day 4	8:30-12:30	Legal Issues	4 Hrs.	Weds.	03/27/2024
Day 4	1:30-5:30	Legal Issues	4 Hrs.	Weds.	03/27/2024
Day 5	8:30-10:30	Legal Issues	2 Hrs.	Thursday	03/28/2024
Day 5	10:30-12:30	Contracts of Sales & Leases	2 Hrs.	Thursday	03/28/2024
Day 5	1:30-2:30	Contracts of Sales & Leases	1 Hrs.	Thursday	03/28/2024
Day 5	2:30-5:30	Income Tax Issues in Real Estate	3 Hrs.	Thursday	03/28/2024
nDay 6	8:30-12:30	Construction & Environmental	4 Hrs.	Friday	03/29/2024
Day 6	1:30-2:30	Construction & Environmental	1 Hrs.	Friday	03/29/2024
Day 6	2:30-3:30	Property Insurance	1 Hrs.	Friday	03/29/2024
Day 6	3:30-4:30	Licensee Safety	1 Hr.	Friday	03/29/2024
Day 7	8:30-12:30	Commercial & Investment	4 Hrs.	Weds.	04/03/2024
Day 7	1:30-5:30	Commercial & Investment	4 Hrs.	Weds	04/03/2024
Day 8	8:30-10:30	Commercial & Investment	2 Hrs.	Thursday	04/04/2024
Day 8	10:30-12:30	Property Management	2 Hrs.	Thursday	04/04/2024
Day 8	1:00-6:00	Real Estate Finance	5 Hrs.	Thursday	04/04/2024
Day 9	8:30-9:30	Mortgage Brokage	1 Hrs.	Friday	04/05/2024
Day 9	9:30-12:30	Valuation & Pricing	3 Hrs.	Friday	04/05/2024
Day 9	1:30-4:30	Taxes & Assessments	3 Hr.	Friday	04/05/2024
Day 10	8:30-10:30	Municipal Agencies	2 Hrs.	Thursday	04/11/2024
Day 10	10:30-11:30	Real Estate Math	1 Hr.	Thursday	04/11/2024
Day 10	11:30-12:30	Condominiums & Cooperatives	1 Hrs.	Thursday	04/11/2024
Day 10	1:30-4:30	Condominiums & Cooperatives	3 Hrs.	Thursday	04/11/2024
Day 10	4:30-5:30	Review		Thursday	04/11/2024
Day 10	9:30-12:30	Final Exam		Friday	04/12/2024

**Tuition Fee:** \$600.00 (Early Bird: \$550. ends Monday March 11, 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 \$75 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 accommodations.