

**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 75 Hours**

**Registration begins 8 AM**

Day	Times	Topics	Credit_Hours	Days	Dates
Day 1	8:30-11:30	License Law & Regulations	3 Hrs	Monday	09/14/2020
Day 1	12:30- 4:30	Human Rights & Fair Housing	4 Hrs	Monday	09/14/2020
Day 2	8:30-12:30	Law of Agency	4 Hrs	Tuesday	09/15/2020
Day 2	1:30- 5:30	Law of Agency	4 Hrs	Tuesday	09/15/2020
Day 3	8:30-11:30	Law of Agency	3 Hrs	Wednesday	09/16/2020
Day 3	12:00-2:30	Land Use Regulations	2 Hrs	Wednesday	09/16/2020
Day 3	2:30-5:00	Legal Issues	3 Hrs	Wednesday	09/16/2020
Day 4	8:30-12:30	Legal Issues	4 Hrs	Tuesday	09/22/2020
Day 4	1:30-5:30	Legal Issue	4 Hrs	Tuesday	09/22/2020
Day 5	8:30-11:30	Income Tax & RE Transactions	3 Hrs	Wednesday	09/23/2020
Day 5	12:30-2:30	Municipal Agencies	2 Hrs	Wednesday	09/23/2020
Day 5	2:30-5:30	Contract of Sales & Leases	3 Hrs	Wednesday	09/23/2020
Day 6	8:30-9:30	Mortgage Brokerage	1 Hr	Thursday	09/24/2020
Day 6	9:30-12:30	Valuation & Pricing Properties	3 Hrs	Thursday	09/24/2020
Day 6	1:30-4:30	Taxes & Assessments	3 Hrs	Thursday	09/24/2020
Day 7	8:30-12:30	Commercial & Investment	4 Hrs	Friday	09/25/2020
Day 7	1:30-5:30	Commercial & Investment	4 Hrs	Friday	09/25/2020
Day 8	8:30-10:30	Commercial & Investment	2 Hrs	Tuesday	09/29/2020
Day 8	10:30-12:30	Property Management	2 Hrs	Tuesday	09/25/2020
Day 8	1:00-6:00	Real Estate Finance	5 Hrs	Tuesday	09/29/2020
Day 9	8:30-1:30	Construction & Environmental	5 Hrs	Wednesday	09/30/2020
Day 9	2:30-3:30	Property Insurance	1 Hr	Wednesday	09/30/2020
Day 9	3:30-4:30	Safety			
Day 10	8:30-9:30	Real Estate Math	1 Hr	Thursday	10/01/2020
Day 10	9:30-1:30	Condominiums and Cooperatives	4 Hrs	Thursday	10/01/2020
Day 10	2:30-3:30	Review	1 Hr	Thursday	10/01/2020
Day 10	3:30-6:30	Final Exam		Thursday	10/01/2020

**Tuition Fee:** \$585 (Early Bird: \$535 ends Monday August 31, 2020) **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