

# CENTER FOR REAL ESTATE STUDIES & TRAINING

## SALESPERSON & BROKER ENROLLMENT AGREEMENT

*The growing population has resulted in an increase in housing needs creating new opportunities for real estate professionals. With the current economy, buyers will turn to qualified professional to assist them in making knowledgeable decisions.*

*The Center for Real Estate Studies and Training offers Pre-License courses that introduce you to the fundamentals of Real Estate in order to prepare you to take the State of Massachusetts Real Estate License Exams for Real Estate Salespersons and Real Estate Brokers.*

Classes are held on Mondays and Saturdays for a total of 40 hours

**Times:** Mondays 5:30pm – 9:30pm  
Saturdays 8:00am – 12pm

**Salesperson Cost:** \$375.00 Regular Price

**Broker Cost:** REALTOR® Members: \$325.00 Non Members: \$375.00

TUITION: **\$325.00** to be remitted with this agreement. TEXTBOOKS: **\$50.00** (tax included). Textbooks are mandatory and may be purchased through the school or through another entity. Current text: **Modern Real Estate Practice**, 19th Edition, Dearborn Real Estate Education; **Massachusetts Real Estate Practice & Law**, 9th Edition.

# CENTER FOR REAL ESTATE STUDIES & TRAINING

## SALESPERSON ENROLLMENT AGREEMENT

Name: \_\_\_\_\_ E-Mail Address: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Home Phone: \_\_\_\_\_

**Be sure to complete all contact information. This information is necessary to contact you in the event of a cancelled or rescheduled course. You can email the application to: [lsprague@realtorscentralma.org](mailto:lsprague@realtorscentralma.org) or fax it to: 508-832-6620.**

The Center for Real Estate Studies and Training, a division of the REALTOR® Association of Central Massachusetts, agrees to provide a course which introduces you to the fundamentals of Real Estate and will certify you to take the State of Massachusetts Real Estate License Exam for Real Estate Salespersons.

The course consists of 40 hours of instruction as required by the state of Massachusetts. All 40 hours of the program must be attended. Students who have completed the initial full 40 hours of training are entitled to complete retraining in a like format course, without charge, for a period of up to two full years from your enrollment date. You will receive your certification; including all information regarding taking the exam, via mail once you have completed the full 40 hours. There is a 10-minute grace period at the beginning of each class. You must sign in and sign out of each class to receive credit.

If you are unable to attend a session you may retake the session via audiotape or audit the next scheduled program. All audiotape reviews are held at the Central Massachusetts Association of REALTORS®, during normal business hours and an appointment MUST be scheduled. You are allowed to miss 4 hours of class time to make-up via AUDIOTAPE. More than 4 hours you will need to make up during our next session. To audit a course(s) please contact CMAR to schedule the courses you will be attending. A maximum of 1 course can be reviewed/audited. CMAR Reserves the right to cancel any course.

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Any student who withdraws will be provided a refund based on the following:

- You may terminate this agreement at any time. However, we reserve the right to assess an administrative cost based on individual circumstances.
- If you terminate this agreement within 5 days of the course start date, you will receive a refund of all monies paid, less the actual reasonable administrative costs.
- The school is not obligated to provide any refund if you terminate this agreement after the initial five-day period of the program.
- Administrative cost is \$25.00. Administrative costs shall not exceed fifty dollars or five percent of the contract price, whichever is less.
- If you wish to terminate this agreement, you must inform the school in writing of your termination, which will become effective on the day, such writing is mailed.
- A \$10.00 fee is charged for duplication of certification handbooks.

How did you hear about our school?  Word of Mouth  Google/Web Search  Facebook  Newspaper

\_\_\_\_\_  
Signature of Student

\_\_\_\_\_  
Date

Payment Amount Enclosed \$ \_\_\_\_\_  Check, payable to RCAM  MC  Visa  Discover  AMEX

\_\_\_\_\_  
Card Number

\_\_\_\_\_  
Expiration Date

\_\_\_\_\_  
Card Holders Signature

\_\_\_\_\_  
Card Holders Name – please print