



The Real Estate School
 4301 Garden City Drive, Suite 103
 Landover, MD 20785
 (301) 456 - 4247

ENROLLMENT AGREEMENT

STUDENT INFORMATION

| | |
|-------------------------|--------------|
| Student Name | |
| Address | |
| City, State, ZIP | |
| Phone | Cell: |
| | Work: |
| | Home: |
| Email | |
| Date of Birth | |
| SSN | |

PROGRAM INFORMATION

| | | |
|--|--|--|
| Program Name & Clock Hours | | |
| Training Start Date | | |
| Training End Date | | |
| Training Days (Circle) | M T W Th F Sa Su | |
| Mode of Instruction (Circle) | In-Person Virtual | |
| Class Start Time | | |
| Class End Time | | |
| Total Number of Clock Hours of Instruction per Day | | |
| Total Number of Clock Hours of Instruction per Week | | |
| Total Number of Weeks of Program Instruction | | |
| How did you hear about The Real Estate School? (Circle) | Google Search Facebook Instagram | |
| | Email Former Student DLIT | |
| | Family/Friend Instructor Realtor | |
| | Other (Please specify): _____ | |

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Upon successful completion of the program, I will receive a certificate of completion for the Maryland Principles and Practice for Real Estate Salespersons course. Successful completion requires all 60 clock hours of training, at a minimum 80% attendance rate, with no more than 12 clock hours missed and made up by the scheduled end date of the program. I must also achieve a minimum cumulative average of 75% on all quizzes and the mid-term examination, and a minimum score of 75% on the final examination.

If I am enrolled in the 8-session program, I will be provided with the quizzes as take-home assessments, grade and review them in class, and maintain them as study aids due to the compressed schedule (i.e., 8 hours of instruction per day). I must still earn a minimum score of 75% on the final examination to successfully complete the program. I understand that all other requirements for 60 clock hours of instruction, no more than 12 clock hours missed and made up, and attendance still apply to the 8-session program.

I must attempt each assessment (i.e., quiz, the mid-term, and the final exam). I must earn a minimum cumulative average of 75% on all quizzes and the mid-term to sit for the final examination. If I have a cumulative average below 75%, I will be dismissed from the program.

In order to receive an official transcript, whether I complete the program or not, I must have satisfied all financial obligations to the school. I must request an official transcript in writing by furnishing a signed request letter in person to the School Director or by sending an email to info@therealestateschool.us from the student email address noted in the enrollment agreement.

I understand that successful completion of the Maryland Principles and Practice for Real Estate Salespersons course qualifies me to sit for the Real Estate Salesperson–National and Real Estate Salesperson–State examinations. Upon successfully passing the examinations, I will be eligible to become a self-employed independent contractor affiliated with a real estate brokerage of my choosing. Successful completion of the program at The Real Estate School neither obligates me to nor guarantees affiliation with any partnering brokerages.

The Real Estate School acknowledges that job placement and job salaries cannot be guaranteed. However, the School Director will be available by appointment to give general guidance to students regarding choosing a broker.

Program Costs:

| | |
|-----------------------------------|-----------------|
| Registration Fee | <u>\$ 50.00</u> |
| Tuition | <u>\$224.00</u> |
| Books, Supplies, Materials | <u>\$ 75.00</u> |
| TOTAL | <u>\$349.00</u> |

Please note that the cost to sit for the Real Estate Salesperson–National and Real Estate Salesperson–State examinations is separate from the school program costs. The PSI examination fee of \$44.00 is paid directly to PSI upon registering to take the exam.

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BOOK TITLE(S), EDITION, PUBLISHER, ISBN

- Modern Real Estate Practice, 20th Edition, Dearborn Publishing, ISBN: 9781475463729
- Maryland Real Estate Practice & Law, 16th Edition, Dearborn Publishing, ISBN: 9781078805964

Payment Schedule: All fees and tuition are due at time of registration and payable to The Real Estate School via certified check or money order, credit card, CashApp, PayPal, or Zelle.

1. All monies paid by the student will be fully refunded if the student chooses not to enroll or withdraws from the school within seven (7) calendar days after having signed the enrollment agreement.
2. If the student chooses not to enroll after the 7-day cancellation period, but before the first day of instruction, the registration fee will be retained by the school.
3. If, after the 7-day cancellation period expires, a student withdraws or is terminated after the instruction begins, refunds will be made based on the total contract price for the course or program and will include all fees, except the registration fee and any charges for materials, supplies, or books which have been purchased by, and are the property of, the student. The minimum refund that the school will pay a student who withdraws or is terminated after the 7-day cancellation period has expired and after instruction has begun, is as follows:

| Proportion of Total Program Taught by Date of Withdrawal | Tuition Refund |
|--|----------------|
| Less than 10% | 90% |
| 10% up to but not including 20% | 80% |
| 20% up to but not including 30% | 60% |
| 30% up to but not including 40% | 40% |
| 40% up to 50% | 20% |
| More than 50% | No Refund |

4. If the school closes, cancels, or discontinues a course or program, the school will refund to each currently enrolled student all monies paid by the student for tuition and fees and all monies for which the student is liable for tuition and fees.
5. Students are requested, but not required, to notify the School Director if they are withdrawing from the school.
6. The date of withdrawal or termination is the last date of attendance by the student. Refunds are based on the student's last date of attendance.
7. All refunds due will be paid within 60 days of the student's last date of attendance.
8. Books purchased from the school are the property of the student and are not refundable, except within the 7-day cancellation period.

ENROLLMENT AGREEMENT

My signature below indicates that:

- I have received an exact copy of this enrollment agreement.
- I have received a copy of the school's current catalog.
- I have been advised to keep this document as well as copies of all financial documents.
- The undersigned hereby releases The Real Estate School, its administrators, staff, and instructors from any liability which may result from any personal injury claims or cause of action which may result directly or indirectly from student's participation in any activity which may be conducted under the supervision or direction of The Real Estate School.
- The undersigned hereby gives The Real Estate School the absolute right and permission to use photographs of their likeness in its promotional materials and publicity efforts. I understand that the photographs may be used in a publication, print ad, direct-mail piece, electronic media (e.g., video, removable media devices, website, scrapbook), or other form of promotion. I release The Real Estate School, the photographer, their offices, employees, agents and designees from liability for any violation of any personal or proprietary right I may have in connection with such use. I hereby consent that such information, photographs, videos, and the media from which they are made shall be their property, and they shall have the right to duplicate, reproduce and make other uses of such information, photographs, videos, recordings, and media as they may desire free and clear of any claim whatsoever on my part.
- **I will return a signed copy of this enrollment agreement along with a picture of my state/government issued ID to info@therealestateschool.us prior to the first day of class.**

| | |
|---|-------------|
| Signature of Applicant | Date |
| Signature of School Director, The Real Estate School | Date |

In order to be binding, this contract must be signed by the applicant and the School Director.

The enrollment agreement may be extended or modified only with the written consent of both the student and the School Director.

Rev 5.0 / February 2022