

Cape Cod &  
Islands  
Association  
Of  
REALTORS®

- and -

Cape Cod &  
Islands  
Multiple  
Listing  
Service, Inc.

# www.cciaor.com

The Cape Cod & Islands Association of REALTORS® and  
Cape Cod & Islands MLS, Inc. Presents:

*Real Estate Salesperson Pre-License Courses*



***Become a licensed Massachusetts  
Real Estate Salesperson in a Weekend!***

## **This course:**

- Provides you with the instruction and materials necessary to pass the MA RE Salesperson licensing test.
- Is completed in a weekend!

### **Target Audience:**

This day of courses is designed to help all people interested in pursuing a career in real estate to master the fundamental information required to pass the exam to receive one's license!

A career in real estate is both fulfilling and unique, as it provides flexibility and freedom to set your own pace. The income you receive directly reflects your skills and efforts, which means there is virtually no limit to the amount a dedicated and astute individual can earn.

Successful people in real estate are goal and results-driven, persevering, self-motivated, ambitious and highly people-oriented. The rewards of a real estate career are many, including a potential for high earnings, status in the community, autonomy, self-set schedule, the ability to help people achieve their dreams, as well as various intellectual challenges.

This RE Salesperson Pre-License course provides you with the materials and instruction necessary to pass the MA RE Salesperson licensing test.



**22 Mid-Tech Drive  
West Yarmouth, MA 02673**

**Phone: 800-442-0006  
Fax: 508-771-0067  
E-mail: [education@cciaor.com](mailto:education@cciaor.com)**

[www.cciaor.com](http://www.cciaor.com)

*Sign-up Info on Page #2*

# **MA Real Estate Salesperson Pre-License Course**



**Harold Fuhrman, Esq.** is a fantastic instructor, who has taken his natural presentation and people skills, and has refined them through decades of experience – over the years, Harold has conducted over 1,000 seminars and classes. Not only does he teach well, but he also conveys a wealth of knowledge with his words from having previously worked as a lawyer, army officer, property manager, sales manager, tax accountant, director of investment real estate, zoning director, trainer, and top-producing commercial and residential real estate agent. He received both his Bachelor of Science and his law degree from Syracuse University.

Harold is dedicated to providing personal attention – during his salesperson and broker pre-licensing courses, for instance, he is known to give students his home and cell phone numbers, encouraging them to call him if they have any questions about anything. And he means it. He has been a member of both the State Education Committee and the Exam Committee, and is thus well-aware of the intricacies of the real estate licensure exams, in addition to license law. We invite you to come learn from Harold for the MA Real Estate Salesperson Pre-License Course!

**The courses run on Friday from 5:30-9:30pm,  
and on Saturday and Sunday from 8:00am-6:00pm**

## **Please Register Me for:**

- Sept 5<sup>th</sup>, 6<sup>th</sup>, and 7<sup>th</sup>, 2008**
- Oct 17<sup>th</sup>, 18<sup>th</sup>, 19<sup>th</sup>, 2008**
- December 5<sup>th</sup>, 6<sup>th</sup>, and 7<sup>th</sup>, 2008**

**Tuition—\$200.00**

Price includes complete exam preparation materials: 17th Edition Modern RE Practice text, MA Supplemental Guide, Candidate Handbook, MA General Laws and Regulations

*Additional aids are available for purchase*

Check clearly the box for the class you will attend

Phone 800 442-0006

Fax to: 508 771-0067

### **Register Now—Pre-Registration and Pre-Payment is Required!**

Name: \_\_\_\_\_

Phone Number: \_\_\_\_\_

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

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

Town: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_ Fax: \_\_\_\_\_

COST: \$200

Amount Enclosed: \$200 (Check payable to CC&IAOR) -or- (check one)  VISA  MC

Credit Card #: \_\_\_\_\_

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