



Pre-licensing Class For Real Estate

March 12th. through April 6th., 2012

116 Classroom Hours of required classroom instruction

Cost: \$1150.00

**Location: Dakota West Institute
1145 N. Main St.
Spearfish, SD 57783**

Class size limited – Reserve your spot today!

Registration is \$250.00 with the remainder paid at class time.

MasterCard and Visa accepted.

**Fill out the registration form and fax to (605)642-2555
or mail to the above address.**



David is licensed in South Dakota. He holds a Masters Degree in Engineering from Colorado School of Mines. David retired in 2001 after 30 years of service at the Homestake Mine. While working at the mine, he spent 3 years as the Land Manager. David offers a wealth of knowledge and practicality in his approach to owning a real estate business as well as working in the real estate industry.

DakotaWest Institute looks forward to helping you prepare for success in passing the South Dakota Real Estate exam and for a career in the real estate profession. Feel free to contact us with additional questions.

Below are some of the recent comments from past students:

1. Very knowledgeable regarding all aspects of the course
2. Great to listen to and learn from. Never a moment I wasn't glad I chose this class.
3. Thank you for teaching me what would have taken me months to learn on my own.
4. Instructor was very knowledgeable and gave many "real life" examples to help relate materials.
5. David really knew what he was teaching. He explained information very well and made it easy to understand.
6. Material was presented in a very professional manner which made things easy to comprehend.
7. I really enjoyed the course and learned a lot. It was beyond my expectations.
8. GREAT! Extremely knowledgeable, very thorough ... communicates in a way that is easy to understand.
9. I would and will highly recommend this class.

These are a only a few comments from the last few classes. We are looking forward to seeing you in class.



TO: Future Students: REAL ESTATE PRINCIPLES & PRACTICES

Subject: Reading textbook prior to the start of class

MODERN REAL ESTATE PRACTICE (18TH Edition)

It is very helpful to “read ahead” in this book. Concentrate on understanding the words in bold print.

We will cover all of the “Key Points” in class, but at times we move quickly so having read the chapters first is very helpful. We normally cover the first 4 chapters in the first two days of class.

There is a quiz at the end of each chapter. It is good to practice with these. The answers are at the back of the book. Don’t mark the correct answers now – so that you can use these quizzes later to review the material.

It is likely that you will “get stuck” (not understand some concepts) the first time through the book. If that happens, don’t stop reading! Just skip over that material and go on. We will spend the time in class to bring your understanding up to the required level.

In accordance with Administrative Rule of South Dakota, 20:69:04:19 – Pre-licensing Education Certificate of Attendance, “No certificate of attendance may be issued to a licensee who is absent for more than ten percent of the classroom”. This translates to each student can miss up to 6 hours in the first 60 hour course and one hour in each of the seven 8 hour segments, which covers the last 62 hours of instruction.

See you in class!



The South Dakota Real Estate Licensing Process: Candidates for a Broker Associate License must:

1. Complete the “Real Estate Principles and Practices” course (116 hours) at a state approved school, including passing the final exams. This course can be taken in two ways:
 - a. 116 hours in-class instruction
 - b. 54 hours by ON LINE Studies and 62 hours of in-class instruction
2. Pass the state exam with a score of at least 75% on each of the three tests:
 - a. 50 multiple choice questions on South Dakota laws, rules and regulations
 - b. 10 Simulation exercises designed to test the candidates skills in information gathering and decision making
 - c. 100 multiple choice questions on Real Estate Fundamentals

A “Candidate Handbook” will be provided by the school which gives details about the state exam.

The state exam is given each day (Monday – Friday) in Rapid City by appointment. Normally, appointments must be made about one week in advance of the test date. You may schedule all tests for the same day or you may schedule them for separate days. The cost per test is \$95.00. If a candidate fails either of the multiple choice tests or the simulation test, they will need to reschedule and pay to retake the test.

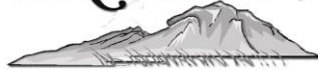
After passing all of the state exams, the candidate must submit an “Application for Real Estate License” together with an application fee of \$225.00 to the SD Real Estate Commission within 60 days of passing the first exam.

Upon approval of the application, the candidate will receive an inactive license. The license will be activated when the licensee associates with a brokerage company.

Any Questions?? Give us a call at 1-605-717-2501

DakotaWest Institute

DakotaWest



School of Real Estate
1145 N. Main St., Spearfish, SD 57783
1-605-717-2501

Fee Schedule

In-Class Pre-Licensing Course (116 Hours) \$1150.00
(includes all books needed for class)

Distance Learning Pre-License Course (54 hours) \$600.00 *
(includes Modern Real Estate Practice book and ON LINE Access)
PLEASE CALL FOR ACCESS CODE

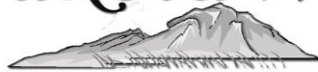
Broker Associate Course for Pre-Licensing (62 hours) \$550.00
(includes 6 hours of state law plus additional books)

Converting from Distance Learning Course to all In-Class
Course \$100.00
(call DakotaWest for details)

Courses can be paid by cash, credit card (MasterCard or Visa) or personal check

***PAID ON LINE WITH CREDIT CARD WHEN YOU REGISTER FOR ON LINE STUDIES.**

Dakota West



School of Real Estate

1145 N. Main St., Spearfish, SD 57783
1-605-717-2501

Real Estate Principles and Practices

116 Classroom Hours

Required course for real estate **Broker Associate**

Class size limited – Reserve your spot today!

Approved by the **South Dakota Real Estate Commission**

The Instructor is David McDowall

Class Dates: **4 Week Classes**
Mar. 12th. thru Mar. 23rd., 2012
Monday thru Friday
9:00 am to 12:00 noon then 1:00 pm to 4:00 pm
This covers the first 60 hours over two (2) weeks

Mar. 26th. thru Apr. 6th., 2012
Mon., Tues., Thurs., Fri.
8:00 am to 1:00 pm
Wednesdays
8:00 am to 5:00 pm
This covers the second 56 hours over two (2) weeks

Location: *1145 Main St, Spearfish, SD*

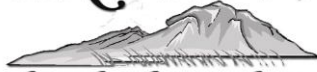
Cost: \$1150.00 Tuition. Books are included
VISA and MasterCard accepted
A \$250.00 **non-refundable** deposit reserves your place in class.
The class textbook will be sent to you upon receipt of your deposit

State Examination: The state Broker Associate examination is given in Rapid City.

Textbooks: Modern Real Estate Practice (18th Edition)
SD License Law & Administrative Rules

If you have questions, please call Dave at 717-2501

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School of Real Estate

1145 N. Main St., Spearfish, SD 57783
1-605-717-2501

REGISTRATION FORM

Course Name: "Real Estate Principles & Practices" In-Class Instruction

Starting Date: _____

Name: _____

Address: _____

Zip-Code: _____

E-MAIL ADDRESS: _____

Home Phone: _____ Other Phone: _____

*Deposit Enclosed (\$250.00): Check# _____

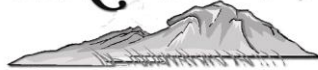
Visa/MasterCard # _____

Expiration Date: _____

*Upon receipt of your deposit, a text book will be sent to you.

NOTE: The deposit is non-refundable, however, should a time conflict develop, it can be applied to any future course with DakotaWest Institute.

Dakota West



School of Real Estate

1145 N. Main St., Spearfish, SD 57783
1-605-717-2501

Real Estate Principles and Practices

54 Hours by Distance Learning and 62 Hours of Class room Instruction

Required course for real estate **Broker Associate**

Approved by the **South Dakota Real Estate Commission**

The Instructor is David McDowall

Prior to class start date, you must have completed the 54 hours ON LINE.

Class Dates: March 23rd. all day Friday
9:00 am to 12:00 noon then 1:00 pm to 4:00 pm
This covers the State Law Portion

March 26th. thru April 6th., 2012
Mon., Tues., Thurs., Fri.
8:00 am to 1:00 pm
Wednesdays
8:00 am to 5:00 pm
This covers the second 56 hours over two (2) weeks

Location: *1145 Main St, Spearfish, SD*

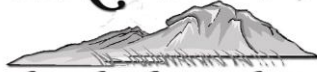
Cost: \$600.00 – Class ON LINE (54 Hours), includes Book
\$550.00 – Classroom Instruction (62 Hours), includes Books
VISA and MasterCard accepted

State Examination: The state Broker Associate examination is given in Rapid City.

Textbooks: Modern Real Estate Practice (17th Edition)
SD License Law & Administrative Rules
Your Guide To Passing The AMP Exam
South Dakota Exam Prep.

If you have questions, please call Dave at 717-2501

DakotaWest



School of Real Estate
1145 N. Main St., Spearfish, SD 57783
1-605-717-2501

REGISTRATION FORM

Course Name: "Real Estate Principles & Practices" In-Class Instruction

Starting Date: _____

Name: _____

Address: _____

Zip-Code: _____

E-MAIL ADDRESS: _____

Home Phone: _____ Other Phone: _____

\$600.00 Enclosed Check# _____

(ON LINE ACCESS

& Book)

Visa/MasterCard # _____

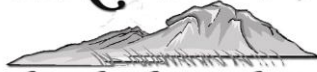
Expiration Date: _____

**Upon receipt of your payment, a text book and CD will be sent to you.*

NOTE: The \$600.00 for the ON LINE and book is non-refundable. Once you have completed the ON LINE Course work, contact us to get scheduled for the next available 62 hour in-class course. Total cost for ONE LINE Course plus the required 62 hour in-class course is \$1150.00. Upon completion of both courses, you will have the required 116 hours to take the state exam.

Working on your own will require focus, discipline and self-accountability. If you feel that you are missing the interaction that comes with participating in the classroom structure, DakotaWest Institute offers an opportunity to convert to one of our 116 hour, in-class courses. \$100.00 additional charge will apply.

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RESPONSIBLE BROKER COURSE

You've asked for it and now it's here! The 15 hour responsible broker course is now available in the Northern Black Hills. Sign up today!

WHEN: Coming up May. 17th. and 18th. , 2012 Thursday and Friday
8:00 am to 5:00 pm (with an hour for lunch)

WHERE: 1145 Main Street
Spearfish, SD 57783
Lower Level Classroom

COST: \$295.00

This course provides 15 hours of required continuing education credit and meets the education requirement for Broker Associates to become Responsible Brokers (Candidates must meet all other criteria as outlined by state law).

Register today:

Name: _____

Address: _____

Zip-Code: _____

Home Phone: _____ Other Phone: _____

EMAIL ADDRESS: _____

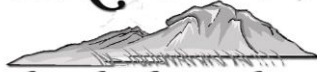
*Deposit Enclosed (\$75.00): Check# _____

Visa/MasterCard # _____

Expiration Date: _____

NOTE: *The deposit is non-refundable, however, should a time conflict develop, it can be applied to any future course with DakotaWest Institute. The remaining balance of \$295.00 will be due on the first day of class.*

DakotaWest



School of Real Estate
1145 N. Main St., Spearfish, SD 57783
1-605-717-2501

Extra Continue Education Registration Form

Register today:

Course Name: _____

Starting Date/Time: _____

Name: _____

Address: _____

Zip-Code: _____

Home Phone: _____ Other Phone: _____

E-MAIL ADDRESS: _____

*Deposit Enclosed (\$25): Check# _____

Visa/MasterCard # _____

Expiration Date: _____

NOTE: The deposit is non-refundable, however, should a time conflict develop, it can be applied to any future course with DakotaWest Institute.

March 26th – 27th – Agency - 10 hours – 8:00 am to 1:00 pm both days - \$125

March 29th - 30th – Contracts – 10 hours - 8:00 am to 1:00 pm both days- \$125

April 2nd – 3rd – Closings – 10 hours - 8:00 am to 1:00 pm both days- \$125

April 5th – 6th – Fair Housing - 10 hours - 8:00 am to 1:00 pm both days- \$125