REAL ESTATE REGISTRATION FORM

Name:__________________________________________SS#__________________________________
Address:____________________________________________________________________________
City:_________________________________State:______________Zip:___________________
Home Phone #________________________Work or Cell#_____________________________________
Email address _____________________________________________
Class:_________________________________Total Due $_______________________________
Method of Payment:_____________________Receipt #______________________________________
Received by:___________________________Date:____________________________________

CLASS CANCELLATION POLICIES: ETI Technical College of Niles reserves the right to cancel a class due to insufficient enrollment. Students will be notified if a class, for which they have enrolled, is cancelled. If a student has not been notified, he/she may assume the class will be held.

ATTENDANCE: Each student is expected to attend every class session. In the case of absence, the student should immediately notify the instructor. Every student assumes the responsibility of completing assigned work whether present or not.

TELEPHONE CONSUMER PROTECTION ACT (TCPA)

You agree, in order for us to service our account or to collect any amounts you may owe, we/assigns may contact you by telephone at any telephone number associated with your account, including wireless telephone numbers, which could result in charges to you. We/assigns may also contact you by sending text messages or e-mails, using any e-mail address you provide to us. Methods of contact may include using pre-recorded/artificial voice messages and/or use of an automatic dialing device, as applicable.

PLEASE READ THE BACK OF THIS FORM BEFORE SIGNING.

By signing my name below, I state that I have read both sides of this form.

Signature:__________________________________________Date:___________________________________
CLASS CANCELLATION POLICIES: ETI Technical College of Niles reserves the right to cancel a class due to insufficient enrollment. Students will be notified if a class, for which they have enrolled, is cancelled. If a student has not been notified, he/she may assume the class will be held.

ATTENDANCE: Each student is expected to attend every class session. In the case of absence, the student should immediately notify the instructor. Every student assumes the responsibility of completing assigned work whether present or not.

TERMINATION: If a student persistently fails to stay within the bounds of acceptable behavior, or does not meet tuition payment schedules, he/she may be terminated from the College.

Cancellation and Settlement Policy
This enrollment agreement may be cancelled within five calendar days after the date of signing provided that the school is notified of the cancellation in writing. If such cancellation is made, the school will promptly refund in full all tuition and fees paid pursuant to the enrollment agreement and the refund shall be made no later than thirty days after cancellation. This provision shall not apply if the student has already started academic classes.

Refund Policy
If the student is not accepted into the training program, all monies paid by the student shall be refunded. Refunds for books, supplies, and consumable fees shall be made in accordance with Ohio Administrative Code section 3332-1-10.1. There is one (1) academic term for this class that is 40 clock hours in length. Refunds for tuition and refundable fees shall be made in accordance with following provisions as established by Ohio Administrative Code section 3332-1-10:

(1) A student who withdraws before the first class and after the 5-day cancellation period shall be obligated for the registration fee.

(2) A student who starts a class and withdraws before the academic term is 15% completed will be obligated for 25% of the tuition and refundable fees, plus the registration fee.

(3) A student who starts class and withdraws after the academic term is 15% but before the academic term is 25% completed will be obligated for 50% of the tuition and refundable fees plus the registration fee.

(4) A student who starts class and withdraws after the academic term is 25% complete but before the academic term is 40% completed will be obligated for 75% of the tuition and refundable fees plus the registration fee.

(5) A student who starts class and withdraws after the academic term is 40% completed will not be entitled to a refund of the tuition and fees.

The school shall make the appropriate refund within thirty days of the date the school is able to determine that a student has withdrawn or has been terminated from a program. Refunds shall be based upon the last date of a student’s attendance or participation in an academic school activity.

Rev. 12/10/15
### Real Estate Classes

**Dates and Prices**

<table>
<thead>
<tr>
<th>Class</th>
<th>Date</th>
<th>Price</th>
<th>Deadline * to register</th>
</tr>
</thead>
<tbody>
<tr>
<td>Real Estate Law</td>
<td>Jan. 9, 10 &amp; 16, 17 &amp;</td>
<td>387.91</td>
<td>Dec. 24, 2015</td>
</tr>
<tr>
<td></td>
<td>23, 24 &amp; 30, 31, 2016</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Real Estate Principles &amp; Practices</td>
<td>Feb 6, 7 &amp;. 13, 14</td>
<td>367.21</td>
<td>Jan 21, 2016</td>
</tr>
<tr>
<td></td>
<td>&amp; 20, 21 &amp; 27, 28, 2016</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Real Estate Appraisal</td>
<td>March 12, 13 &amp; 19, 20 2016</td>
<td>255.01</td>
<td>Feb. 25, 2016</td>
</tr>
<tr>
<td>Real Estate Finance</td>
<td>April 2, 3 &amp; 16, 17, 2016</td>
<td>260.36</td>
<td>March 17, 2016</td>
</tr>
</tbody>
</table>

Classes may be taken in any order.

No prerequisite classes required.

Classes run year round. Note deadline to register for each real estate class.
RE 101 PRINCIPLES AND PRACTICES OF REAL ESTATE

As an introduction to the study of real estate, this course provides a background of knowledge for those aspiring to a real estate career, serves to build a foundation for the GRI course series and professional designations and stresses the basics in a logical and understandable fashion. The place of the salesman and/or broker in our free enterprise system is presented along with listing, selling, advertising, real estate mathematics, legal descriptions and land quantity, contracts from listing to closing the real estate transaction, financing, appraising, ethical behavior and terminology. The Ohio Real Estate License Law is studied in detail.

RE 102 REAL ESTATE LAW

This course presents the basic legal framework for the complex subject matter of real estate. Areas covered include ownership rights in real estate, property, easements, liens (both voluntary and involuntary), property transfer, contract deed, landlord and tenant, wills and interstate succession, and the rightful place of real estate license in such legal environments. Civil rights laws (state and federal), open housing practices and land use are emphasized.

RE 103 REAL ESTATE FINANCE

Certain segments of the broad field of finance introduce the student to information concerning the institutions, methods, instruments, and procedures involved in the financing of real estate. Topics include mortgagor’s and mortgagee’s rights and obligations; leases and their finances; insured and uninsured mortgages, the suppliers of finance for residential, commercial, industrial and farm properties, the role of the federal government in real estate financing; the mortgage market and the changing concepts in finance.

RE 104 REAL ESTATE APPRAISAL

This course presents the appraisal process as an orderly program by which the problem is planned, needed data are acquired, classified, analyzed, interpreted, and a final estimate of defined value results. The assignment of a term project provides field experience in applying the techniques of the appraisal process.

Real Estate Principles & Practices- 40 hrs. and Real Estate Law-40 hrs., will be conducted 4 weekends per class. Real Estate Appraisal-20 hrs. and Finance-20 hrs., 2 weekends each. Each class takes place on Saturday and Sunday from 10:00 AM to 3:00 PM. You need to complete all four classes, and all of the 120 hrs. to sit for the Real Estate Sales Associate License exam. Class schedule, class cost, including estimated book cost, follow:

<table>
<thead>
<tr>
<th>Course</th>
<th>Date</th>
<th>Cost</th>
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<tr>
<td>Real Estate Law</td>
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</tr>
<tr>
<td>Estimated total cost</td>
<td></td>
<td>$1270.49</td>
</tr>
</tbody>
</table>

You must register two weeks prior to the class start. CALL (330) 652-9919 for details.