

California Real Estate Practice



The Rockwell Institute's online California Real Estate Practice course is a graphic-rich, highly interactive course that trains new and inexperienced agents.

Rockwell's California Real Estate Practices will exceed your expectations. Here's why:

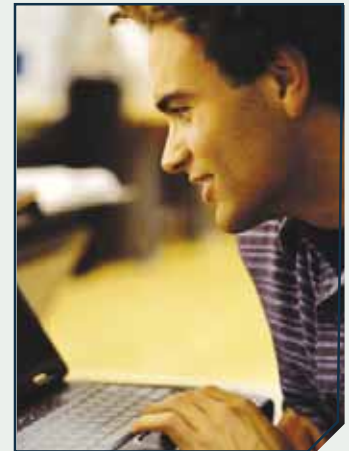
Our Practice course will successfully prepare new licensees to understand and perform the essential tasks facing new agents. The course will:

- explain a licensee's duties to all parties to a transaction,
- define the essential elements of the listing agreement and interpret California's listing regulations,
- teach licensees how to prepare a competitive market analysis,
- describe how to prepare and negotiate offers,
- clarify and illustrate the provisions of the purchase agreement,
- demystify the loan qualifying process, and
- explain how escrow works as well as the licensee's role in the closing process.

A 500-page textbook, which sells for \$39.95, is included with your tuition.

Course Requirements

- Pass the course open book final exam with a score of 70% or higher. The exam is 100 multiple choice questions with a 2.5-hour time limit. The final exam is based on the information taught in the online course. The textbook is supplied as a supplemental resource only.
- Complete all challenge exercises and quizzes with a passing score of 70% or higher.
- Spend at least 2½ weeks from the date the student receives the course material to the date the final exam is successfully passed (required by the California DRE).
- No more than two courses can be completed in a five week period, regardless of the number of schools the student is taking courses from.
- A Certificate of Completion will be delivered to you within 15 days of successful completion of the course. No grade will be given for the course.
- The Rockwell Institute will maintain records for each student indefinitely, to allow for the preparation of a duplicate certificate upon request by a student.
- This offering is for an Internet-only course and final examination, and does not



System Requirements

For good results, you'll need the following equipment (at minimum):

- IBM/PC or equivalent (no Macs) • Sound Card • Windows 95 or later • 32 MB RAM • 56k Modem

Price: \$129 (price includes textbook & shipping)

When learning matters...choose Rockwell.

Registration and Refund Information

The Rockwell Institute is registered with the Bureau for Private Postsecondary and Vocational Education (#90285589) and will comply with the requirements and educational standards established by the State of California. In the event of any dispute concerning the terms of this agreement, in addition to any other legal remedies or relevant regulations, either party may seek the assistance of the state Attorney General's office. Prior to seeking such assistance, however, the parties shall attempt to exhaust all institutional grievance and appeals procedures.

Termination by Student - A student may terminate his/her enrollment and may be entitled to a refund, in whole or in part, as explained below. Termination must be done in writing and delivered to the Rockwell Institute in person or by certified mail.

Termination by School - The Rockwell Institute reserves the right to terminate a student's enrollment for nonpayment or for conduct that is considered inappropriate.

Effective Date of Agreement - The effective date of a student's registration agreement is the registration date, which is the date the tuition is paid. Payment is considered made when a check or cash, for part or all of the tuition, is received by the Rockwell Institute, or when the student pays with a credit card, in person, by phone, or online.

Refund Policy - A student is entitled to a full tuition refund if ALL of the following conditions have been met:

1. within 14 days of the student's registration date, Rockwell has received a written note canceling the student's registration and requesting a refund;
2. the student has not logged on to the online course; and
3. the textbook (if any) has been returned to Rockwell in an unused condition.

The refund will not be paid until the written refund request and the returned textbook (if any) have been received by Rockwell. Course materials other than a textbook do not need to be returned. Return shipping will be at the student's expense. The refund will be paid within 30 days of receipt of the written refund request and returned textbook (if any).

No refund request will be considered:

- after the student has logged onto the online course, or
- any later than 14 days after the student's registration date.

Here is an example of how the refund policy would apply: Student X registers for a class on April 4. She receives her course materials in the mail on April 8. On April 9, she changes her mind about taking the course and mails back the course materials and a written request for a refund. Rockwell receives the written request and materials on April 12. This is within the 14-day time period, and Student X is entitled to her refund.

Satisfactory Completion - A student has satisfactorily completed a course when he/she has attended for the necessary number of hours and, when required, passed an examination approved by the Department of Real Estate. A student must complete any course within six months of the effective date of the registration agreement as defined above. Three month extensions may be granted for \$45 upon request by the student.