

How does it all work?

STEP #1

REGISTER UBC: <http://www.sauder.ubc.ca/realestate>

You MUST register the University of BC Sauder School of Business. You do this through their website. You MUST pay them their fee of \$875 for Real Estate or \$945 for Mortgage Broker including tax and exam fee. You can purchase the HP10B11 Calculator from UBC or any office supply store.

Once you have registered they will send out all their material to your home in 5 days. You are left to teach yourself all the Law and the Math and do all 20 Assignments basically on your own. You have 1 year to complete the assignments. You can write the exam anytime. But of course time is of the essence.

STEP #2

REGISTER Real Smart Inc.: www.realsmart.ca/register

There is an incredibly high failure rate with people doing the UBC course on their own without the assistance of Real Smart. 10 years ago we created Real Smart Real Estate Tutorial Services to change all that. You can now be taught the entire UBC course step by step and in simple English! Get the Focus, Direction, Discipline and Support you need to PASS!

Real Smart Inc. is the original creators of the 5 week concept. We have created amazing tools for you, to make your learning much easier and simpler. This is your choice to work alone or join a class or be taught privately, whichever works best for you. We are a valuable tool that can excel you through your course so you can get in your career much earlier and with more ease, saving you money and time!

You Choose what works for you: * Surrey * Abbotsford * Vancouver * E Learning Online

Day Class Mon, Wed & Fri 9:00 am – 12:00 noon for 5 Weeks!

Eve Class 2 nights per week for 7 weeks! 6:00 pm – 9:00 pm

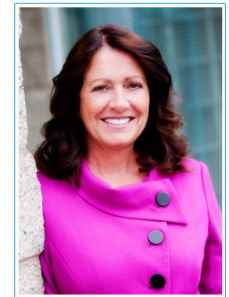
Online 24/7 for a 90 day access

100% Money Back Guarantee

STEP #3

Many students find the Real Estate Trading Services Licensing Course difficult. They either drop out or are suspended from the course because they are unable to keep up to the required standard. With such a high failure rate, this is why Sandy designed the Real Smart classes.

Sandy designed the Real Smart courses for the person that typically has been out of school for some time now. It may be years since you have picked up a text book, but you have great life experience.



You may have failed the exam already. Or started the course but never wrote the exam. No matter what your learning curve is we start day one, page one, start with the math at the same time as the law and we teach you it to you so it makes sense the first time hearing and reading it!

Attend our classes and meet students going through the same thing you are. You can now network, create study groups; help and each other out working through your Assignments. Every class we will be teaching you a little bit of math (starting 1st class), quizzes and typically 2 chapters. You will have our Real Smart Workbook in front of you with all the key information condensed down chapter by chapter and our Real Smart formulas, to follow along as your Instructor teaches you using our visual presentation. This way of learning is very effective. You can - See, Hear and Do!

After every class you will be expected to practise the math we taught you that class. Work on your UBC Assignment for the chapters we just covered (or if you can't get to them, work on the weekend or your day off). It is a good idea to pre-read the UBC chapters prior to class as well. We are going to be working very hard to ensure we bring you all the information we can, so you understand the material and are made aware of the tricks and tips of the course. We are going to provide you with tools, support, and focus to excel through this course and so you will know how to write the UBC exam and PASS!

Our Mission

Our commitment is to exceed the expectations of every student by providing exemplary material and exceptional instruction giving meticulous attention to the details required to pass the exam .

FAQ's

What are the prerequisites?

To be eligible for real estate licensing in the province of British Columbia, section 10(b)(i) of the Real Estate Services Act requires that an applicant for licensing is at least 19 years of age. Individuals who are interested in pursuing a career in real estate who are not yet 19 should keep in mind that the applicable licensing course and examination may be completed prior to the age of 19 and that individuals have up to one year from the date of passing a licensing exam to apply for licensing. As a result, individuals who do not yet meet the age requirement may wish to plan courses and examinations accordingly

English Requirement

Language Proficiency Requirement

There are no pre-requisites to register in the licensing course; however, the Language Proficiency Requirement must be satisfied prior to exam registration. LPI documents may be submitted after course registration or at least two months before exam registration. Please note that LPI documents will not be returned. Therefore, students wishing to keep original documentation will need to send notarized copies of the original documents.



Click on the link below to find out more about the Language Proficiency Index (LPI) requirements:

- **How to Satisfy the Language Proficiency Requirement**
(http://www.sauder.ubc.ca/programs/Real_Estate_Division/Licensing_courses/Overview/LPI)

What are the Costs to start the Course?

- Real Estate Trading Services Licensing Course - \$875
- HP 10BII financial calculator - Available from office supply stores (prices vary \$65-\$75) or directly from the UBC Real Estate Division for \$49.95
- LPI examination (if required) - \$103.95 plus study materials
- Licensing fees (includes 2 year licensing fee, Errors & Omissions Insurance and Compensation Fund Corporation assessment) \$1,300
- Residential or Commercial Trading Services Applied Practice Course Fee
<http://www.bcrea.bc.ca/potential/rescourse.htm#fee> \$671 + hst
- Criminal record check - costs vary depending on police agency.
- Real Estate Board (http://www.bcrea.bc.ca/about/member_boards.htm) fees -Fees vary from board to board. Approx \$600

Real Smart Classroom Fee (see <http://www.realsmart.ca>)

Real Estate Class	\$975 + tax
Real Estate Blended – Classroom & Online	\$1,347 + tax
Mortgage Broker	\$1,075 + tax
Mtge Blended – Classroom and Online	\$1,547 + tax

All fees are subject to change without notice.

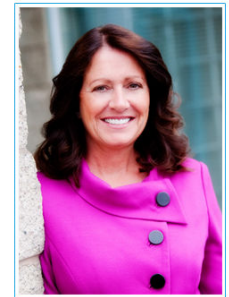
Do I have to take another course once I pass the Real Estate Course?

Yes, when you have successfully completed the Real Estate Trading Services Licensing Course and examination, prior to making application for licensing, you must register in the Residential Trading Services Applied Practice Course or the Commercial Trading Services Applied Practice Course delivered by the BC Real Estate Association. Once licensed, individuals have six (6) months to complete this five day in-class course. Certificates will be distributed by BCREA to those who successfully complete the course. As there are no examinations, qualification is based on class participation and 100% attendance

Where does Real Smart offer classes?

***Day * Evening *Elite Private Class or Online**

- Surrey
- Abbotsford
- Vancouver
- Online anywhere where there is internet!



What happens if I fail the UBC exam?

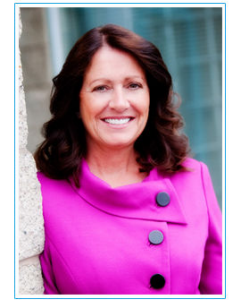
You can write the UBC exam every 90 days and pay a fee of approximately \$125 each time. You must pass by 65% and you have 3 hours to answer 100 multiple choice questions. The UBC Paper Exam can be taken 4 or so times a year on paper or you can take the UBC Computer Exam Mon – Fri at 9:00 am or at 1:00 pm once you have completed their requirements. The computer exam is an extra fee of approx \$125.

Can I come back to a Real Smart class again?

As much as we love seeing you... we don't. 😊 We want you passed, but things happen and you may need to attend another class, which we would be happy to have you. We have a 100% guarantee and other systems to choose from. See <http://www.realsmart.ca> under REGISTER and please read the complete guarantee.

Why should I choose Real Smart?

- ✓ We are the Original Creators of this whole 5 week concept o
- ✓ We have been teaching these courses now for over a decade
- ✓ We have achieved and maintained an A+ Rating with the Better Business Bureau
- ✓ We have 6 Instructors each teaching their own class that have been working for Real Smart for 5 – 8 years each!
- ✓ We work with all the Top Real Estate and Mortgage Broker Firms. Remax, Sutton, Homelife, Royal LePage, - Dominion Lending, Invis, Mortgage Group to name a few
- ✓ We have a 95% passing rate (no one can have 100% not matter what you read!)
- ✓ We are open 30 minutes early each and every class just for you to seek help from your Instructor before class, throughout the entire course
- ✓ We have the only exclusive E- Learning Online Video course of its kind. We use the same multi – million dollar platform that Facebook, AT& T, and the US Military use. This is our new valuable tool designed for our Real Smart Students.
- ✓ We are a Full Time Real Estate Training Facility where most of us write your exam each year just to keep our hands in what you are feeling and ensuring there are no changes to the exam.
- ✓ We provide you with Job Placement or assistance complimentary. We make sure you are working for the right company that works for you.



- ✓ We are also Student Focused – meaning once your class starts, you are a group. We do not permit new students to join your class constantly, disrupting your learning. Why would someone do that other than for monetary gain? We make sure you have a cohesive learning environment.
- ✓ We provide you mock exams on paper and access to online timed mock exams to ensure you are ready to write the UBC exam.
- ✓ Between the Instruction, the Instructors, the Material, the Real Smart people and the Support and Knowledge, Real Smart has it all for you.

Most of all, we are real people. Professionals here for you as part of your community. We love Real Estate and teaching is our passion. We are approachable, have the BEST Reputation in the Industry and will provide you with the Best Course available in BC hands down. That is my personal promise to you.

~ Sandy Brown – President ~

