



2023 – Virtual Blended “Zoom” DAY Classes for 10 Weeks Monday & Wednesdays

START DATES	DAY CLASS	Weeks	Days
Feb 15 – April 24	9:15 - 11:45	10 Weeks	Mon & Wed
March 27 – May 31	Full	10 Weeks	Mon & Wed
April 26 – July 3	Full	10 Weeks	Mon & Wed
June 9 – Sept 8	9:00 – 12:00	14 Weeks	Fridays Only
July 10 – Aug 30	9:15 - 11:45	8 Weeks	Mon & Wed
Sept 11 – Nov 15	9:15 - 11:45	10 Weeks	Mon & Wed
MATH ONLY: Oct 11 - Nov 15	9:15 – 11:45	*6 Weeks	Mon & Wed

How does the DAY Zoom Sessions work?

This “DAY” class is taught by “one” Live Instructor using the virtual system called ZOOM.

This DAY class Starts & Ends together as a group, going in order of the UBC Chapters. [Monday & Wednesdays for 10 Weeks](#)

Assignments are done at the same time! We even show you *why* the wrong answers are wrong!

Receive our Online Program 24/7 for 4 months immediately free.

The Zoom classes cover every chapter in the UBC Workbook

You can login 30 minutes early to ask questions from your Instructor.




You have our full support 7 days per week 9:00 am – 9:00 pm
NOTE: No waiting 72 hours like others, you get your questions answered that day!

Want to REPEAT the just the Math or just the Law perhaps the Full Course again? No problem, just ask us for details. We understand repetition is key.

*Call for more info 604-313-4878



2023 – Virtual Blended Zoom - EVENING Classes for 10 Weeks

START DATES	Evening CLASS	Weeks	Days	How does the DAY Zoom Sessions work?
Feb 15 – April 24		10 Weeks	Mon & Wed	<p>How does the DAY Zoom Sessions work?</p> <p>This “EVENING” class is taught by “one” Live Instructor using the virtual system called ZOOM. A link is sent to you before each zoom session. Our Hardcopy Workbook (easy condensed notes) are couriered to you before class starts so you have a hard copy to work in, not just simple cheat sheets like the others.</p> <p>This EVENING class Starts & Ends together as a group, going in order of the law and math in UBC Chapter <u>for 10 Weeks</u>.</p> <p>Assignments are done at the same time! We even show you <i>why</i> the wrong answers are wrong!</p> <p>Receive our Online Program 24/7 immediately free to get ahead start! (*4 months once course starts)</p> <p>You can login 30 minutes early to ask questions.</p> <p>You have our full support 7 days per week 9:00 am – 9:00 pm NOTE: No waiting 72 hours like others, you get your questions answered that day!</p> <p>Want to REPEAT the just the Math or just the Law perhaps the Full Course again? No problem, just ask us for details. We know repetition is key.</p>
March 27 – May 31		10 Weeks	Mon & Wed	
April 26 – July 3		10 Weeks	Mon & Wed	
July 10 – Aug 30	6:30 – 9:00 pm	8 Weeks	Mon & Wed	
Sept 11 – Nov 15	6:30 – 9:00 pm	10 Weeks	Mon & Wed	
Oct 11 – Nov 15 (math only)	6:30 – 9:00 pm	*6 Weeks	Mon & Wed	
*Call for more information 604-313-4878				



How does it work with Real Smart? Why choose us?

We will teach you through the entire UBC Real Estate or Mortgage Brokers course so you “understand” the material, not just memorize it. UBC understands people are taught by some school to memorize and they switch up the questions that you become familiar with on the exam on purpose. So we make sure you truly understand the material before you write their exam.

Here is a list of questions to ASK if you are checking around other schools.

What are the differences in schools?

Real Smart started is all in 2000 and others have copied. I guess that’s a great kudo to us. But here are questions you need to be asking if you are checking out other Real Estate Schools.

How do they teach the math?

Real Smart has a proprietary math system that has been designed so no other company can teach it this way. It is fun, easy and comes down to you asking yourself 3 little questions. So, no matter how UBC asks a math question you now have the Real Smart simple formula at your fingertips. We go into great detail, on all the ways UBC could ask you. Often you are just taught the basics on to find your monthly payment for example, but not shown all the sneaky tricky questions that you will see on the exam. We go deeper. We ensure sure you are shown every way possible UBC could ask their math questions. Don’t be left trying to figure this out yourself, after all that’s why you are taking a course, to make it easier!

How many instructors do they use to teach a course?

Real Smart has several instructors, but we believe consistency is the key. So we have 1 Instructor teach you the entire course of law and math. That way you don’t have to get used to one instructor then another one comes in and their teaching style is completely different throwing you off. Just because someone has a math background



or got in the 90's on the exam, does not make them skilled at teaching the Math to you. Or having access to many instructors does not mean you will get your answer right away.

This is where Real Smart is incredibly proud of the method we use to teach and our teachers have those skills to bring a complex math to you, in an easy and understandable format. Math requires us to understand how people think and the problems they face in each question and make sure we deliver that to you.

We know what you don't know yet, so we make sure you learn it.

Do they teach you the UBC Assignments so you understand why the wrong questions are wrong, not just the answers?

Real Smart goes over every UBC Assignment question (all 20 assignments) showing you the correct answer and why, but most importantly we show you why the wrong answers are wrong. This is very important to understand for the exam. We even show you how to submit your UBC Assignments and set up a schedule for you.

Do they help you find a Job?

Real Smart does but... we DO NOT take kickbacks (money) to do this for you! Other training schools take money to place you in certain companies. At Real Smart we work with all the top Real Estate and Mortgage Broker companies. We connect you with them and even provide a list of really great questions to ask them. So you can make the choice of what company works best for you. We even have a Job Board on our website that you can look up companies and connect with them.

Do they have an Exam Prep component?

Real Smart does. We ensure you understand great questions of law & math that are could be on the exam from years past and current but are very relevant.



If you have a question on the law or math how do you get help?

This is a very important question. Really listen to what is been said when you ask this question to other companies. Because when you are stuck on a math or law question, we know you want an answer quickly. Real Smart answers their text, emails, phone that day often immediately answering your questions until you understand them. Careful, many companies take 72 or more to get back to you.

When you take the Online Course (pre-recorded) do you have to start in order?

Why is this an important question to ask? Some companies force you to start at lesson #1 and make you pass that lesson before you can even move on. Because you may be just starting out or have failed or stepped away from the course for awhile, you might need or want the flexibility to move around the online course as you wish. Real Smart allows you this flexibility to take the online course as set out in our **Course Outline** from start to finish or move around in any order you prefer. Flexibility is key.

What is important about a Course Workbook?

Real Smart has designed its own **Hardcopy Course Workbook** and we courier this *along with a gift from us* to your home, so you can follow along as your Instructor teaches you through Zoom. It has every lesson of law and math, different quizzes & answers, homework and more. The content is very thorough, with condensed notes on each chapter, quizzes and more all up-to-date material. We do not provide simple "cheat sheets" that don't cover much content. The UBC course is not simple enough to just be providing cheat sheets. Ask yourself what content are you missing?

Do you get "Hardcopy" Flash Cards?

Pdf is fine, but hardcopy is the best. You receive free: 2 - 4 x 6 coiled booklets with questions and answers of each chapter of law and all the math. Throw them in your bag and take them everywhere to study and practise!



What is the educational background to teach this course?

The Real Estate or Mortgage Brokers course is not regulated. Meaning *anyone* can teach these courses. So, make sure you really know the company you choose, has the educational qualification to teach and write curriculum. This is your career. Make sure you are being taught all the information necessary to pass. Real Smart has the educational qualification to teach adults and write curriculum.

It takes talent, dedication, and patience to teach. It takes a certain kind of person to be an instructor who has the insight to be able to bring the material alive so its clear and understandable, that's the Real Smart Method.

Any questions anytime, please reach out. 604-313-4878... we won't bite, just help.

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