



1280 S 3<sup>rd</sup> St W, Suite 1 Missoula, Montana 59801  
800-845-7491 | FAX: 406-549-8560  
WWW.CONNOLE-MORTON.COM

Dear Registrant:

Thank you for registering for our course. In class, we will repeatedly emphasize that the key to passing the real estate exam is to read carefully. With that thought in mind, please familiarize yourself with the following important information. Don't hesitate to call if you have any questions.

### 1. What should I do prior to class?

- **Register for the licensing examination to be given by the AMP testing service.** (See Questions #6-9 below for details.)
- **Everything that you need to know to pass the exam will be covered in class.** If, however, you would like additional preparation prior to class, there are three optional paperbound texts that you may want to consider: the real estate math text, a real estate principles text, and an encyclopedia of real estate terms. *If you are interested in obtaining one of these texts, please review the additional attachment, 3. Additional Study Materials.*
- Generally, our students do not study prior to class. For most students, the classes will provide adequate preparation. You are, however, the only one who can determine whether advanced preparation will be beneficial for you.

### 2. Where will the class be held?

- The Missoula class will meet at **RUBY'S INN & CONVENTION CENTER**, 4825 N Reserve St, Missoula, MT 59808. A limited number of guest rooms are available at a discounted rate. For room information or reservations, please call (406) 721-0990 and advise that you are taking the real estate class. Please see the enclosed sheet for further information about the Hampton Inn & Convention Center.

### 3. What is the class schedule?

- You have registered for our 7-day Missoula class, which starts on **Monday, DECEMBER 3<sup>RD</sup> and continues through Sunday, DECEMBER 9<sup>TH</sup>.**
- Class registration begins **Monday, DECEMBER 3<sup>RD</sup>** at 7:30 am. The class hours for the rest of the week are 8:00 am to noon, an hour for lunch, and 1:00 pm to 5:40 pm.
- **State law requires that students complete 60 classroom hours of pre-licensing education.** If you miss any part of the class, we cannot issue you a course completion certificate until the missed hours are completed during a later course.

#### 4. What should I bring to class?

- We will provide the course manual, so you will only need a pencil and your Qualifier Plus IIIIX calculator.
- We try to keep the classroom slightly on the cool side, so you may wish to dress warmly and/or bring a sweater to compensate for the cooler room.

#### 5. Which calculator does Connole-Morton recommend?

- We strongly recommend that you use the Qualifier Plus IIIIX calculator available from our office or at class for \$45. Although many real estate professionals have used the complicated HP-12C calculator, the new Qualifier Plus IIIIX does more, is less expensive, and is much easier to use.
- Although any financial calculator will “work” for you, our instruction will assume that everyone in the class has the Qualifier Plus IIIIX calculator.

#### 6. Do I need to register separately for the licensing examination?

- Yes – enrolling for our classes does not register you for the licensing examination. Applied Measurement Professionals (AMP), a testing service, contracts with the Montana Board of Realty Regulation to facilitate the licensing examination.

#### 7. How do I register for the AMP licensing examination?

- You may register for the exam either by telephone or online. When you register, you will need to specify a testing date and provide AMP with your Social Security number. All exam registrations are scheduled on a first-come, first-served basis.
  - To register by phone, call 1-800-345-6559, select a testing date, and prepay your testing fee of \$106 by credit card.
  - To register by Internet, go to [www.goAMP.com](http://www.goAMP.com), enter the site as a Candidate, and follow the instructions to take the Montana Salesperson Licensing Examination.

#### 8. Which licensing examination should I take?

- New licensees are required to take the **“Complete” Montana Salesperson Licensing Examination.**
- We do not recommend that you purchase the AMP Testing Service sample examination or any of the commonly available books purporting to prepare you specifically for the AMP licensing examination. We do recommend you review the Candidate Testing Handbook made available through AMP.

## **9. Where and how often is the licensing examination given?**

- The licensing examination is given in the morning and afternoon, Monday through Friday. The exam is administered on a computer, but there are only four computers in each location. As a result, only eight people can take the exam each day. Be sure to register for the AMP exam as soon as possible so that you will be able to complete the testing process promptly after completing our course.
  - You may take the exam in the following cities:
    - Billings
    - Great Falls
    - Helena
    - Missoula

## **10. Will the class be taught well and will I likely pass the exam?**

- Both instructors are very highly rated and have a great deal of experience teaching the course materials.
- In our typical class, 90% of the class will pass the exam. We have had classes where all of the students have passed.
- In the unlikely event that you do not pass the exam, you may repeat any portion or the entire next course at no charge within one year of your original education.

## **11. Is it possible to receive college credit for the course?**

- Yes, the course has been approved for four semester credits through the University of Montana. You will receive the appropriate forms at class time to register for college credits.

If you need further information, please call us at 800-845-7491. We look forward to seeing you at class!

*Best,*

*Paul Morton*

*w - 800-845-7491*

*c - 406-360-206*

*email - pauldmorton@gmail.com*



4825 North Reserve Street | Missoula, Montana 59808  
 Call Ruby's direct lines for reservations:  
**(800) 221-2057 (406) 721-0990**

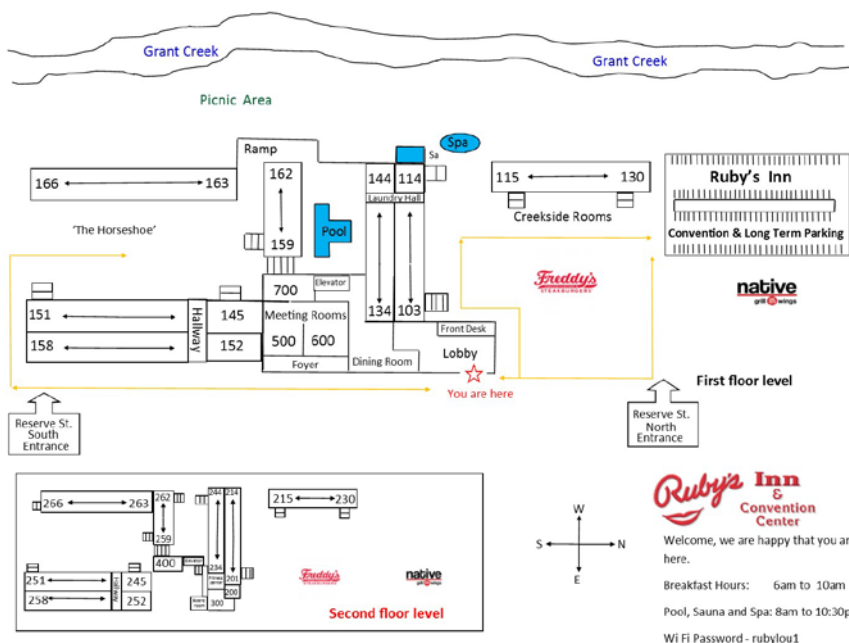
We look forward to seeing you at Ruby's during your Connole-Morton Real Estate Pre Licensing Class. We look forward to your stay and good luck!

- Complimentary full hot breakfast buffet 6am to 10am
- Popcorn,
- Business Center & In-room high-speed Internet access
- Iron, ironing board, hairdryer, and coffeemaker in every room
- Cable TV service with HBO
- On-site fitness room
- Fax and copy services available
- Coin-op guest laundry
- Airport shuttle
- Outdoor swimming pool (seasonal)
- Year-round hot tub overlooking Grant Creek
- Picnic area with table and charcoal BBQ's near Grant Creek
- Refrigerators and Microwaves available upon request. If you want one please make your request when reserving your room.
- When booking, please request the Connole Morton School Preferred Rate.
- Reservations must be made directly through Ruby's to receive Connole-Morton Rate.
- If you are staying at Ruby's during your class there is a parking spot for you in front of your room. If you are commuting to your class please park at Ruby's near the hotel or in Ruby's Conference Center Parking area to the North West of Ruby's behind Native grill and Wings.
- Several Great Restaurants within walking distance.
- Study with your classmates in the evening in the dining room at Ruby's.

**Ruby's Inn and Convention Center / Connole-Morton School Preferred Rates**

	<u>One Queen Bed</u>	<u>Two Queen Beds</u>	<u>One King Bed</u>
June – August	\$79	\$89	\$89
September – May	\$69	\$79	\$79

If you are not staying at Ruby's during the class please see map below to guide you to our conference parking lot.



# ADDITIONAL STUDY MATERIALS

## WE THINK ARE HELPFUL

*But certainly not necessary*

- **THE LANGUAGE OF REAL ESTATE**, Dearborn Real Estate Education
  - A comprehensive encyclopedia-like approach to literally thousands of real estate practices, concepts, and terms.
  - **Cost on Amazon.com**
    - New *Language of Real Estate* 7<sup>th</sup> Edition – \$37.95
    - Used *Language of Real Estate* 6<sup>th</sup> Edition – \$13.88
- **MODERN REAL ESTATE PRACTICE**, Dearborn Real Estate Education
  - A 200-level University text book – Modern Real Estate Practice provides an overview of contents, highlighting the topic and explaining how it relates real estate law, regulations, and principles to the practice of real estate.
  - **Cost on Amazon.com**
    - New *Modern Real Estate Practice* 19<sup>th</sup> Edition – \$49.95
    - Used *Modern Real Estate Practice* 17<sup>th</sup> Edition – \$9.63
- **MASTERING REAL ESTATE MATH**, Dearborn Real Estate Education
  - Includes: Glossary of real estate math terms - New section on closing statements, including the latest Good Faith Estimate and HUD-1 forms - Sample closing scenario with practice problems and completed HUD-1 - A Valuable chapter of calculating commissions - Instructions on how to calculate rents, square footage, and leases on investment properties.
  - **Cost on Amazon.com**
    - New *Mastering Real Estate Math* 8<sup>th</sup> Edition – \$33.95
    - Used *Mastering Real Estate Math* 8<sup>th</sup> Edition – \$11.00