

1280 S 3rd St W, Suite 1 Missoula, Montana 59801

800-845-7491 | info@connole-morton.com

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 PSI 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 **The Broadway Inn & Convention Center, 1609 West Broadway, Missoula, MT 59808.**
- A limited number of guest rooms are available at a discounted rate. For room information or reservations, please call 800-286-2316 or 406-532-3300 and mention that you are taking the real estate class to receive a discount. Please see the enclosed sheet for further information about The Broadway Inn.

3. What is the class schedule?

- You have registered for our 7-day Missoula class, which starts on **Monday, May 6th and continues through Sunday, May 12th.**
- Class registration begins **Monday, 6th 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 \$55. 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. **PSI**, a testing service, contracts with the Montana Board of Realty Regulation to facilitate the licensing examination.

7. How do I register for the PSI 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 PSI with your Social Security number. All exam registrations are scheduled on a first come, first-served basis.
 - To register by phone, call 1-800-733-9267, select a testing date, and prepay your testing fee of \$106 by credit card.
 - To register by Internet, go to www.psiexams.com, choose “Government/State Licensing Agencies,” and follow the instructions to take the Montana Real Estate 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 PSI Testing Service sample examination or any of the commonly available books purporting to prepare you specifically for the PSI licensing examination. We do recommend you review the Candidate Information Bulletin made available through PSI.

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 at the testing center. Be sure to register for the PSI 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 – 2821 Augusta Lane, Aviation Hall, Room 102
 - Kalispell – 1880 Hwy 93 S., Kalispell City Airport
 - Helena – 1075 N Rodney St., Ste. 111
 - Missoula – Lommasson Center 154, Career Services/Testing Services

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!

Regards,

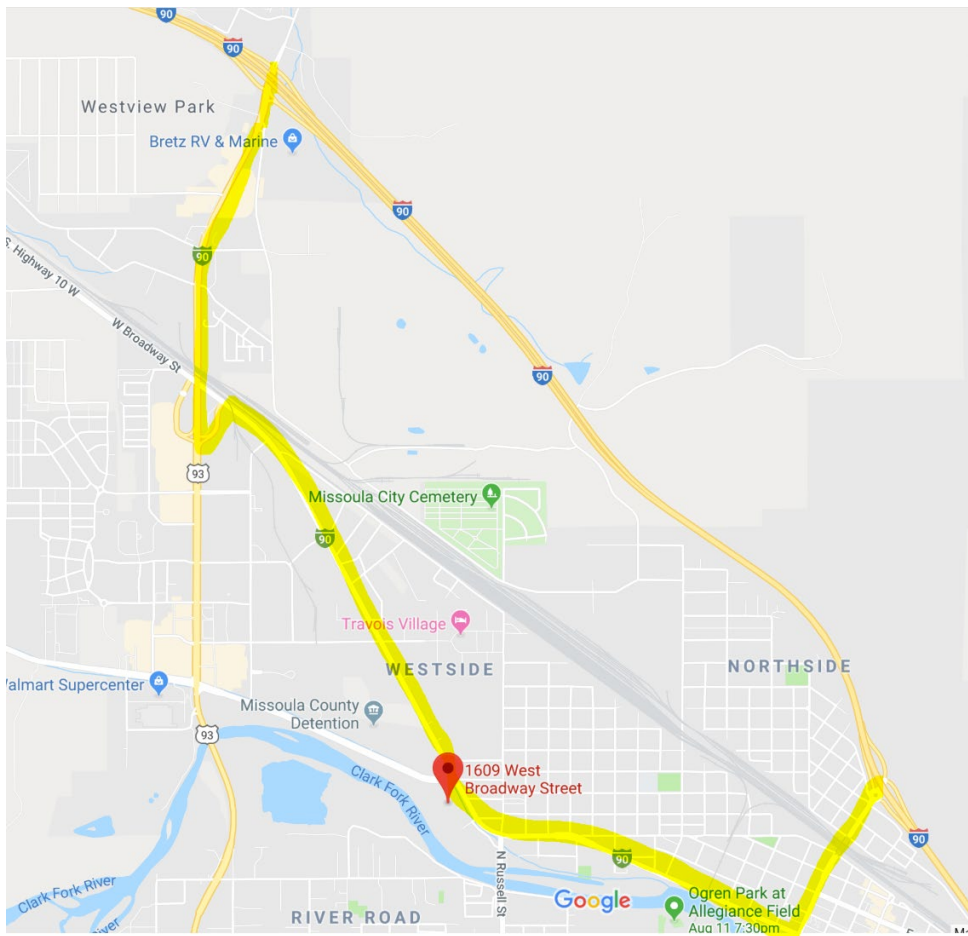
Crystal Whitmore
800-845-7491
info@connole-morton.com



The Broadway Inn and Conference Center
1609 West Broadway
Missoula, MT 59808
PH: 800-286-2316 or 406-532-3300 | FX: 406-728-1930

For your comfort, care and convenience, we provide the following amenities at an affordable price:

- Spacious, Comfortable Guest Rooms
- Complimentary Expanded Continental Breakfast
- Complimentary Airport Shuttle between 7AM and 10PM
- The Broadway Sports Bar, Grill & Casino On-Site
- Room Service from The Broadway Bar & Grill
- Handicapped Accessible
- Non-smoking and Smoking Rooms
- Dogs Friendly Rooms
- Rollaway Beds & Cribs Available
- Alarm Clocks & Hair Dryers
- Cable TV with HBO
- In-room coffee
- Refrigerator
- Microwave (Deluxe Rooms & Suites or in Clark Room)
- Iron & Ironing Board (Deluxe Rooms & Suites or at Front Desk)
- Fitness Center
- Guest Laundry
- Spa – Open Year Round
- Outdoor Pool – Open Seasonally
- Automated Teller Machine (ATM)
- Business Services (Fax/Copy/Printing)
- Meeting & Event Space
- Complimentary Parking



Note:

When making your registration, let them know you are attending the Connole-Morton Real Estate class and you will receive a discounted rate on your room.

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 ranges \$28.18 to \$31.80 for New and Used

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 ranges \$47.95 to \$52.89 for New and Used

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 ranges \$14.11 to \$35.96 for New and Used