



NORTH CAROLINA

# PRELICENSING, EXAM PREP, & POSTLICENSING

REAL ESTATE EDUCATION

2017 Course Brochure and Schedule



## The J.Y. Monk Commitment

We are 100% committed  
to your success.

See inside for details.

The North Carolina Real Estate School Committed to Your Success

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**THE J.Y. MONK DIFFERENCE**

**Congratulations** on the decision to join one of the most rewarding and fulfilling professions by becoming a North Carolina real estate broker. As thousands of our former students will tell you, there's no substitute for a J.Y. Monk education. Here are just a few reasons J.Y. Monk is the leader in North Carolina real estate education:

**Free Exam Prep Enrollment**

Every student who enrolls in our Broker Prelicensing Course receives **free enrollment** in a live Exam Prep course (\$149 value), designed to sharpen your skills and drive your success on exam day. Many of our students credit the Exam Prep course as the reason they passed their state licensing exam. You'll receive a focused review of both the state and national exam content, and go into your licensing exam prepared for a positive outcome.

**North Carolina Real Estate Drill and Practice QBank**

All J.Y. Monk Prelicensing students receive 6 months of **complimentary access** to our Complete North Carolina Real Estate Drill and Practice QBank (\$99 value). This valuable online resource contains hundreds of questions on both National and North Carolina-specific topics. Build customized exams and quizzes to test yourself on key concepts. The practice you need to pass your licensing exam is available at your fingertips with our Exam Prep QBank.

**Instructors, Schedules, Locations, and History**

J.Y. Monk provides prelicensing education for more future North Carolina real estate professionals than any other school in the state. Why do students trust their education to J.Y. Monk? It's simple. Our instructors are highly rated **North Carolina real estate experts** with a passion for education. We offer weekend, weekday, and evening courses in convenient locations statewide. Finally, J.Y. Monk has a proven history of providing exceptional real estate education since 1975.


**The J.Y. Monk Commitment** 


The J.Y. Monk Commitment is simple. If you attend and complete 100% of our 75-hour Prelicensing and Exam Prep courses and you happen to fail your prelicensing course final or state licensing exam, you can retake your J.Y. Monk prelicensing course for up to 6 months free of charge.


**No other real estate school in North Carolina offers a commitment like this. We want to see you succeed.**



THE SKILLS AND ACTIVITIES *YOU NEED* TO ACHIEVE SUCCESS

 Do I completely understand the right course of action once I get my license?

 Do I have a business plan, a marketing plan, an economic plan?

 Do I know the activities I need to do on a daily, weekly, and monthly basis to be successful in business?

If you answered "no" to any of these questions, we have the solution:



REAL ESTATE ACCELERATOR SCHEDULE	
LOCATION:	BEGIN DATES:
CHARLOTTE	May 18, August 3, October 5
FAYETTEVILLE	April 13, August 10
GREENVILLE	June 15, November 19
RALEIGH	March 2, June 15, July 21
WILMINGTON	March 2

**START**

**Step 1**

## Register with J.Y. Monk for the required education

Choose the schedule and location that works for you! Pages 5-9 of this catalog feature all of the courses we have available in each location throughout 2017.

**Step 2**

## Complete your background check

To apply for your real estate license, you must obtain a criminal record report from CriminalRecordCheck.com. Your J.Y. Monk instructor will explain and guide you through this process.

**Step 3**

## Complete your required prelicensing education and prelicensing exam

Sign up for our J.Y. Monk broker prelicensing course.

**Step 4**

## Fill out your State License Application

After you successfully complete the required 75 hours of coursework and pass the course exam, you'll need to fill out a State Licensing Application. Applications are available online at the NC Real Estate Commission website.

**Step 5**

## Schedule your State License Exam

After applying for your license, you will receive your notice of examination eligibility from the Commission. Once you have your notice, you can schedule your State Licensing Exam with PSI/AMP, the state's selected exam provider. You have 3 years from the date you successfully complete the course to pass the examination.

**Step 6**

## Attend exam prep course

**Step 7**

## Take the North Carolina Real Estate License Exam

As a J.Y. Monk student, you'll be fully prepared to pass the test!

**Step 8**

## Complete your postlicensing education

In order to remove the provisional status of your license, you will need to complete 90 hours of postlicensing education. See page 4 for details.

**FINISH**

## J.Y. Monk Broker Prelicensing Course | \$459

More students choose to complete their prelicensing education with J.Y. Monk than any other real estate school in North Carolina.

This live course combines solid industry fundamentals with the latest state-specific information you need to pass the North Carolina licensing exam. Based on the industry's premier textbook, *Modern Real Estate Practice*, and decades of classroom experience, this 75-hour course does more than satisfy the North Carolina licensing education requirements. It prepares you for your prelicensing exam and lays a solid foundation for your career.

### Topics Include:

- North Carolina license law, rules, and regulations
- Real estate terminology
- Real property ownership and interests in real estate
- Agency and settlement
- General legal principles, theory, and concepts
- Finance and government oversight
- Appraisal theory and financial obligations
- Contracts and property management
- The client/broker relationship

J.Y. Monk's commitment to your success goes even further. To ensure you're fully prepared for your exam, your enrollment fee also includes:

- **FREE enrollment in our intensive live Exam Prep Course**
- **6 months of FREE access to the Complete North Carolina Real Estate Drill and Practice QBank**

## Exam Prep

## J.Y. Monk's North Carolina Live Exam Prep Course | \$149

Over 40 years of preparation has gone into the finest North Carolina classroom Exam Prep Course on the market today. This course is a focused review of state and national content delivered by the industry's best instructors. Our exclusive exam prep course offers students a dynamic final preparation for the North Carolina State Licensing Exam. Upon successful completion of this course, you will be fully prepared for success on exam day!

### Your \$149 Exam Prep Course Enrollment Includes:

- An online pre-course diagnostic practice prelicensing exam
- Exam prep workbook with hundreds of practice questions
- Focused, instructor-led state and national concept review
- An online post-course diagnostic practice prelicensing exam

## North Carolina Exam Prep OnDemand Course | \$149

Looking to complete your Exam Prep course online? You can! This course provides laser-focused review of exam content delivered by the industry's best instructors, and the OnDemand video format allows you to fast-forward, pause, or repeat the information as often as you like. Learn more and enroll at [www.JYmonk.com/EXAM](http://www.JYmonk.com/EXAM)

## All J.Y. Monk Broker Postlicensing Courses Include:

- State-Approved Broker Postlicensing Course Enrollment
- State-Approved Textbook
- Your right to repeat your postlicensing course once, at no charge, within 12 months if you do not pass the first time

### Broker Relationships & Responsibilities | 30 hours

The *Broker Relationships & Responsibilities* course covers all of the ins and outs of the relationships you'll have with buyers and sellers, and your responsibilities within those relationships. We'll detail agency relationships and duties, brokers' legal responsibilities to sellers and buyers, compensation when leaving or changing firms, and license status and education issues.

### Contracts & Closings | 30 hours

Our *Contracts & Closings* course discusses all of the details associated with real estate contracts, closing procedures and statements, the broker's post-closing duties, agency relationship termination, and license status and education issues.

### Selected Topics | 30 hours

The *Selected Topics* course covers a variety of subjects of interest and value to North Carolina real estate brokers. Topics include commercial real estate brokerage, residential property management basics, land use controls, loan fraud, license law issues and case studies, fair housing, legal requirements for establishing a brokerage firm, manufactured and modular homes, and the handling of foreclosed property sales.

Postlicensing Course Pricing	
Complete 90-Hour Postlicensing Package	<b>\$599</b>
Single Course Enrollment (required Broker Manual included)	<b>\$239</b>
Single Course Enrollment (required Broker Manual NOT included)	<b>\$219</b>
J.Y. Monk Postlicensing Student Discount Course Enrollment <i>For students who have enrolled in a J.Y. Monk postlicensing course in the past 12 months, and do not need a Broker Manual.</i>	<b>\$180</b>

	PRELICENSING COURSES	DAYS	EXAM PREP	DAY
WEEKDAY 9 am–5 pm	Jan 17, 18, 24, 25, 31, Feb 1, 7, 8, 14, 15	Tue/Wed	Feb 21	Tue
	April 4, 5, 11, 12, 18, 19, 25, 26, May 2, 3	Tue/Wed	May 9	Tue
	Jun 13, 14, 20, 21, 27, 28, Jul 11, 12, 18, 19	Tue/Wed	Jul 25	Tue
	Sep 5, 6, 12, 13, 19, 20, 26, 27, Oct 3, 4	Tue/Wed	Oct 10	Tue
	Oct 31, Nov 1, 7, 8, 14, 15, 28, 29, Dec 5, 6	Tue/Wed	Dec 12	Tue
EVENING 6 pm–10 pm	Feb 20, 21, 22, 27, 28, Mar 1, 6, 7, 8, 13, 14, 15, 20, 21, 22, 27, 28, 29, April 3, 4	Mon/Tue/Wed	Apr 8	Sat
	Sep 25, 26, 27, Oct 2, 3, 4, 9, 10, 11, 16, 17, 18, 23, 24, 25, 30, 31, Nov 1, 6, 7	Mon/Tue/Wed	Nov 11	Sat
WEEKEND 9 am–5 pm	Mar 4, 5, 11, 12, 18, 19, 25, 26, Apr 1, 2	Sat/Sun	Apr 8	Sat
	May 13, 14, 20, 21, Jun 3, 4, 10, 11, 17, 18	Sat/Sun	Jun 24	Sat
	Aug 19, 20, 26, 27, Sep 9, 10, 16, 17, 23, 24	Sat/Sun	Sep 30	Sat
	Oct 7, 8, 14, 15, 21, 22, 28, 29, Nov 4, 5	Sat/Sun	Nov 11	Sat

The final prelicensing course exam will take place on the last scheduled day of the course.

	POSTLICENSING COURSES	DAYS
Broker Relationships & Responsibilities (30 Hours) 9 am–5 pm	Jan 14, 15, 21, 22	Sat/Sun
	Mar 30, 31, Apr 6, 7	Thu/Fri
	Jul 8, 9, 15, 16	Sat/Sun
	Aug 24, 25, 31, Sep 1	Thu/Fri
	Oct 26, 27, Nov 2, 3	Thu/Fri
Contracts & Closing (30 Hours) 9 am–5 pm	Jan 28, 29, Feb 4, 5	Sat/Sun
	Apr 13, 14, 20, 21	Thu/Fri
	Jul 22, 23, 29, 30	Sat/Sun
	Sep 7, 8, 14, 15	Thu/Fri
Selected Topics (30 Hours) 9 am–5 pm	Nov 9, 10, 16, 17	Thu/Fri
	Feb 11, 12, 18, 19	Sat/Sun
	Apr 27, 28, May 4, 5	Thu/Fri
	Aug 5, 6, 12, 13	Sat/Sun
	Sep 21, 22, 28, 29	Thu/Fri
	Nov 30, Dec 1, 7, 8	Thu/Fri

# Fayetteville Class Schedule

Cliffdale Plaza Shopping Center  
6900 Cliffdale Rd.

	PRELICENSING COURSES	DAYS	EXAM PREP	DAY
<b>WEEKDAY</b> 9 am–5 pm	Jan 10, 11, 17, 18, 24, 25, 31, Feb 1, 7, 8	Tue/Wed	Feb 14	Tue
	Feb 21, 22, 28, Mar 1, 7, 8, 14, 15, 21, 22	Tue/Wed	Mar 28	Tue
	Apr 11, 12, 18, 19, 25, 26, May 2, 3, 9, 10	Tue/Wed	May 16	Tue
	May 23, 24, 30, 31, Jun 6, 7, 13, 14, 20, 21	Tue/Wed	Jun 27	Tue
	Jul 11, 12, 18, 19, 25, 26, Aug 1, 2, 8, 9	Tue/Wed	Aug 15	Tue
	Aug 22, 23, 29, 30, Sep 5, 6, 12, 13, 19, 20	Tue/Wed	Sep 23	Sat
	Sep 26, 27, Oct 3, 4, 10, 11, 17, 18, 24, 25	Tue/Wed	Oct 28	Sat
	Nov 7, 8, 14, 15, 28, 29, Dec 5, 6, 12, 13	Tue/Wed	Dec 16	Sat
	<b>EVENING</b> 6 pm–10 pm	Feb 27, 28, Mar 1, 6, 7, 8, 13, 14, 15, 20, 21, 22, 27, 28, 29, Apr 3, 4, 5, 10, 11	Mon/Tue/Wed	Apr 22
Sep 11, 12, 14, 18, 19, 21, 25, 26, 28, Oct 2, 3, 5, 9, 10, 12, 16, 17, 19, 23, 24		Mon/Tue/Thu	Oct 28	Sat
<b>WEEKEND</b> 9 am–5 pm	Jan 21, 22, 28, 29, Feb 4, 5, 11, 12, 18, 19	Sat/Sun	Feb 25	Sat
	Mar 11, 12, 18, 19, 25, 26, Apr 1, 2, 8, 9	Sat/Sun	Apr 22	Sat
	Apr 29, 30, May 6, 7, 13, 14, 20, 21, Jun 3, 4	Sat/Sun	Jun 10	Sat
	Aug 12, 13, 19, 20, 26, 27, Sep 9, 10, 16, 17	Sat/Sun	Sep 23	Sat
	Nov 4, 5, 11, 12, 18, 19, Dec 2, 3, 9, 10	Sat/Sun	Dec 16	Sat

The final prelicensing course exam will take place on the last scheduled day of the course.

	POSTLICENSING COURSES	DAYS
<b>Broker Relationships &amp; Responsibilities</b> (30 HOURS) 9 am–5 pm	Feb 16, 17, 23, 24	Thu/Fri
	Jun 17, 18, 24, 25	Sat/Sun
	Oct 5, 6, 12, 13	Thu/Fri
<b>Contracts &amp; Closing</b> (30 HOURS) 9 am–5 pm	Mar 2, 3, 9, 10	Thu/Fri
	Jul 8, 9, 15, 16	Sat/Sun
	Oct 19, 20, 26, 27	Thu/Fri
<b>Selected Topics</b> (30 HOURS) 9 am–5 pm	Mar 30, 31, Apr 6, 7	Thu/Fri
	Jul 22, 23, 29, 30	Sat/Sun
	Nov 2, 3, 9, 10	Thu/Fri

# Raleigh Class Schedule

Creedmoor Crossings Shopping Center  
5617 Creedmoor Rd.

	PRELICENSING COURSES	DAYS	EXAM PREP	DAY
<b>WEEKDAY</b> 9 am–5 pm	Jan 10, 11, 17, 18, 24, 25, 31, Feb 1, 7, 8	Tue/Wed	Feb 14	Tue
	Feb 21, 22, 28, Mar 1, 7, 8, 14, 15, 21, 22	Tue/Wed	Mar 28	Tue
	Apr 11, 12, 18, 19, 25, 26, May 2, 3, 9, 10	Tue/Wed	May 16	Tue
	May 23, 24, 30, 31, Jun 6, 7, 13, 14, 20, 21	Tue/Wed	Jun 24	Tue
	Jun 27, 28, Jul 11, 12, 18, 19, 25, 26, Aug 1, 2	Tue/Wed	Aug 8	Tue
	Aug 15, 16, 22, 23, 29, 30 Sep 5, 6, 12, 13	Tue/Wed	Sep 19	Tue
	Sep 26, 27, Oct 3, 4, 10, 11, 17, 18, 24, 25	Tue/Wed	Oct 31	Tue
	Nov 7, 8, 14, 15, 28, 29, Dec 5, 6, 12, 13	Tue/Wed	Dec 19	Tue
	<b>EVENING</b> 6 pm–10 pm	Feb 27, 28, Mar 1, 6, 7, 8, 13, 14, 15, 20, 21, 22, 27, 28, 29, Apr 3, 4, 5, 10, 11	Mon/Tue/Wed	Apr 22
Jul 10, 11, 13, 17, 18, 20, 24, 25, 27, 31, Aug 1, 3, 7, 8, 10, 14, 15, 17, 21, 22		Mon/Tue/Thu	Aug 26	Sat
Oct 2, 3, 4, 9, 10, 11, 16, 17, 18, 23, 24, 25, 30, 31, Nov 1, 6, 7, 8, 13, 14		Mon/Tue/Wed	Dec 2	Sat
<b>WEEKEND</b> 9 am–5 pm	Jan 21, 22, 28, 29 Feb 4, 5, 11, 12, 18, 19	Sat/Sun	Feb 25	Sat
	Mar 11, 12, 18, 19, 25, 26, Apr 1, 2, 8, 9	Sat/Sun	Apr 22	Sat
	May 13, 14, 20, 21, Jun 3, 4, 10, 11, 17, 18	Sat/Sun	Jun 24	Sat
	Sep 9, 10, 16, 17, 23, 24, 30, Oct 1, 7, 8	Sat/Sun	Oct 14	Sat
	Oct 21, 22, 28, 29, Nov 4, 5, 11, 12, 18, 19	Sat/Sun	Dec 2	Sat

	POSTLICENSING COURSES	DAYS
<b>Broker Relationships &amp; Responsibilities</b> (30 Hours) 9 am–5 pm	Jan 12, 13, 19, 20	Thu/Fri
	Mar 9, 10, 16, 17	Thu/Fri
	May 4, 5, 11, 12	Thu/Fri
	Jul 8, 9, 15, 16	Sat/Sun
	Aug 24, 25, 31, Sep 1	Thu/Fri
<b>Contracts &amp; Closing</b> (30 Hours) 9 am–5 pm	Oct 26, 27, Nov 2, 3	Thu/Fri
	Jan 26, 27, Feb 2, 3	Thu/Fri
	Mar 30, 31, Apr 6, 7	Thu/Fri
	May 18, 19, 25, 26	Thu/Fri
	Jul 22, 23, 29, 30	Sat/Sun
	Sep 14, 15, 21, 22	Thu/Fri
<b>Selected Topics</b> (30 Hours) 9 am–5 pm	Nov 9, 10, 16, 17	Thu/Fri
	Feb 9, 10, 16, 17	Thu/Fri
	Apr 13, 14, 20, 21	Thu/Fri
	Jun 1, 2, 8, 9	Thu/Fri
	Aug 5, 6, 12, 13	Sat/Sun
	Sep 28, 29, Oct 5, 6	Thu/Fri
	Nov 30, Dec 1, 7, 8	Thu/Fri

## Greenville Class Schedule

1700C East Arlington Blvd.

	PRELICENSING COURSES	DAYS	EXAM PREP	DAY
<b>WEEKDAY</b> 9 am–5 pm	Jan 31, Feb 1, 7, 8, 14, 15, 21, 22, 28, Mar 1	Tue/Wed	Mar 7	Tue
	May 2, 3, 9, 10, 16, 17, 23, 24, 30, 31	Tue/Wed	Jun 6	Tue
	Jul 11, 12, 18, 19, 25, 26, Aug 1, 2, 8, 9	Tue/Wed	Aug 15	Tue
	Sep 5, 6, 12, 13, 19, 20, 26, 27, Oct 3, 4	Tue/Wed	Oct 10	Tue
	Oct 31, Nov 1, 7, 8, 14, 15, 28, 29, Dec 5, 6	Tue/Wed	Dec 12	Tue
<b>WEEKEND</b> SAT & SUN 9 am–5 pm	Mar 25, 26, Apr 1, 2, 8, 9, 22, 23, 29, 30	Sat/Sun	May 6	Sat
	Sep 30, Oct 1, 7, 8, 14, 15, 21, 22, 28, 29	Sat/Sun	Nov 4	Sat

The final prelicensing course exam will take place on the last scheduled day of the course.

	POSTLICENSING COURSES	DAYS
<b>Broker Relationships &amp; Responsibilities</b> (30 HOURS) 9 am–5 pm	Feb 4, 5, 11, 12	Sat/Sun
	Sep 28, 29, Oct 5, 6	Thu/Fri
<b>Contracts &amp; Closing</b> (30 HOURS) 9 am–5 pm	Feb 18, 19, 25, 26	Sat/Sun
	Oct 12, 13, 19, 20	Thu/Fri
<b>Selected Topics</b> (30 HOURS) 9 am–5 pm	Mar 4, 5, 11, 12	Sat/Sun
	Oct 26, 27, Nov 2, 3	Thu/Fri

## Hickory Class Schedule

Piedmont Center  
1375 Lenoir-Rhyne Blvd. SE, Room 115

	PRELICENSING COURSES	DAY	EXAM PREP	DAY
<b>WEEKDAY</b> 9 am–5 pm	Jan 24, 25, 31, Feb 1, 7, 8, 14, 15, 21, 22	Tue/Wed	Feb 28	Tue
	Apr 11, 12, 18, 19, 25, 26, May 2, 3, 9, 10	Tue/Wed	May 16	Tue
	Jun 20, 21, 27, 28, Jul 11, 12, 18, 19, 25, 26	Tue/Wed	Aug 1	Tue
	Aug 22, 23, 29, 30, Sep 5, 6, 12, 13, 19, 20	Tue/Wed	Sep 26	Tue
	Oct 31, Nov 1, 7, 8, 14, 15, 28, 29, Dec 5, 6	Tue/Wed	Dec 12	Tue
	<b>WEEKEND</b> 9 am–5 pm	Mar 4, 5, 11, 12, 18, 19, 25, 26, April 1, 2	Sat/Sun	Apr 22
Oct 14, 15, 21, 22, 28, 29, Nov 4, 5, 11, 12		Sat/Sun	Nov 18	Sat

The final prelicensing course exam will take place on the last scheduled day of the course.

	POSTLICENSING COURSES	DAYS
<b>Broker Relationships &amp; Responsibilities</b> (30 HOURS) 9 am–5 pm	Feb 16, 17, 23, 24	Thu/Fri
	Sep 7, 8, 14, 15	Thu/Fri
<b>Contracts &amp; Closing</b> (30 HOURS) 9 am–5 pm	Mar 2, 3, 9, 10	Thu/Fri
	Sep 21, 22, 28, 29	Thu/Fri
<b>Selected Topics</b> (30 HOURS) 9 am–5 pm	Mar 30, 31, Apr 6, 7	Thu/Fri
	Oct 5, 6, 12, 13	Thu/Fri

## Wilmington Class Schedule

New Hanover Government Center  
230 Government Center Dr., Suite 42  
(Use West Entrance)

	PRELICENSING COURSES	DAYS	EXAM PREP	DAY
<b>WEEKDAY</b> 9 am–5 pm	Jan 24, 25, 31, Feb 1, 7, 8, 14, 15, 21, 22	Tue/Wed	Feb 28	Tue
	May 9, 10, 16, 17, 23, 24, 30, 31, Jun 6, 7	Tue/Wed	Jun 13	Tue
	Aug 1, 2, 8, 9, 15, 16, 22, 23, 29, 30	Tue/Wed	Sep 5	Tue
	Nov 7, 8, 14, 15, 28, 29, Dec 5, 6, 12, 13	Tue/Wed	Dec 19	Tue
<b>EVENING</b> 6 pm–10 pm	Mar 20, 21, 22, 27, 28, 29, Apr 3, 4, 5, 10, 11, 12, 17, 18, 19, 24, 25, 26, May 1, 2	Mon/Tue/Wed	May 6	Sat
	Sep 11, 12, 14, 18, 19, 21, 25, 26, 28, Oct 2, 3, 5, 9, 10, 12, 16, 17, 19, 23, 24	Mon/Tue/Thu	Oct 28	Sat
<b>WEEKEND</b> 9 am–5 pm	Sep 23, 24, 30, Oct 1, 7, 8, 14, 15, 21, 22	Sat/Sun	Oct 28	Sat

The final prelicensing course exam will take place on the last scheduled day of the course.

	POSTLICENSING COURSES	DAYS
<b>Broker Relationships &amp; Responsibilities</b> (30 Hours) 9 am–5 pm	Feb 18, 19, 25, 26	Sat/Sun
	Jul 13, 14, 20, 21	Thu/Fri
	Oct 26, 27, Nov 2, 3	Thu/Fri
<b>Contracts &amp; Closing</b> (30 Hours) 9 am–5 pm	Mar 4, 5, 11, 12	Sat/Sun
	Jul 27, 28, Aug 3, 4	Thu/Fri
	Nov 9, 10, 16, 17	Thu/Fri
<b>Selected Topics</b> (30 Hours) 9 am–5 pm	Mar 18, 19, 25, 26	Sat/Sun
	Aug 10, 11, 17, 18	Thu/Fri
	Nov 30, Dec 1, 7, 8	Thu/Fri



## *J.Y. Monk Career Toolbox*

Get the latest career advice and information for North Carolina real estate professionals in the J.Y. Monk Career Toolbox!

[www.JYmonk.com/resource-center](http://www.JYmonk.com/resource-center)



1700C East Arlington Blvd.  
Greenville, NC 27858