

NORTH CAROLINA REAL ESTATE EDUCATION

- PRELICENSING
- EXAM PREP
- POSTLICENSING

2019 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

Why J.Y. Monk?

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 Preclicensing Course receives **free enrollment** in our *North Carolina Exam Prep OnDemand 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, through a series of videos covering the main learning points from each unit of the preclicensing course. J.Y. Monk also offers Live Classroom Exam Prep in select locations across the state. Students may enroll in the Live Exam Prep Course for \$149. Go into your licensing exam prepared for a positive outcome!

North Carolina Real Estate Drill and Practice QBank

All J.Y. Monk preclicensing 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 preclicensing 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 enroll in a full price course, meet required attendance, and complete all required coursework, and you are unsuccessful at passing the end-of-course exam or the NC Licensing Exam, you may attend the Preclicensing Course again one time 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.**

Steps to Becoming a North Carolina Real Estate Broker

Step
1

Register with J.Y. Monk for the required education

Choose the schedule and location that works for you! Pages 6–11 of this catalog feature all of the courses we have available in each location throughout 2019.

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 Career Launcher Package or 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 5 for details.

Real Estate Training Program



DO YOU WANT TO *SELL MORE REAL ESTATE?*

LIVE ONLINE CLASS \$499

You've built a solid foundation for your new career by successfully completing your comprehensive licensing education. Now, you're ready to move to the next phase of your professional development. How do you build on what you've achieved? How do you start earning commissions as quickly as possible? *Real Estate Accelerator* has the answers.

This intensive boot camp includes four weeks of coaching designed to teach you the specific activities an agent needs to perform on a daily, weekly, and monthly basis in order to operate a successful real estate business.

This program will arm you with business building skills and critical operating activities utilized by the nation's most successful real estate agents. You will leave the program prepared to implement the following plans and tools immediately in your real estate practice.

Identify and practice the most important sales activities needed in order to be successful in real estate.

DEVELOP YOUR:

- Business Plan
- Marketing Plan
- Income Plan

FREE RESOURCES:

- 16 hours of intensive training
- 4 weeks of continued coaching
- 6-month CRM subscription
- 6 weeks of access to goal tracking software

ACCELERATE YOUR CAREER TODAY!

NEW LIVE ONLINE FORMAT! See website for details: www.JYmonk.com/accel

LIVE ONLINE COURSES | 10:00 AM-2:00 PM CT

JAN
7-10

MAR
11-14

MAY
13-16

JUL
8-11

SEP
9-12

NOV
11-14

Prelicensing Courses

NEW! Career Launcher Prelicensing Package with Real Estate Accelerator!

More students choose to complete their prelicensing education with J.Y. Monk than any other real estate school in North Carolina. J.Y. Monk's **NEW** Career Launcher Package includes *Real Estate Accelerator*, a 16-hour intensive training program that will give you the real-world skills you need to be successful in your real estate career.

J.Y. Monk Broker Prelicensing Course | \$489

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 property ownership and interests in real estate
- General legal principles, theory, and concepts
- Appraisal theory and financial obligations
- Real estate terminology
- Agency and settlement
- Finance and government oversight
- 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 OnDemand Exam Prep Course**
- **6 months of FREE access to the Complete North Carolina Real Estate Drill and Practice QBank**

NEW! J.Y. Monk Career Launcher Package | \$759

Get the education and training you need to thrive in real estate with J.Y. Monk's comprehensive **Career Launcher Package**. This live course package includes the *North Carolina 75-Hour Broker Prelicensing Course* (see full description below), the *North Carolina Broker OnDemand Exam Prep Course*, and our new *Real Estate Accelerator* training course.

Includes:

- North Carolina license law, rules and regulations
- Broker Prelicensing Course
- State-approved textbook, *Modern Real Estate Practice in North Carolina*
- Custom J.Y. Monk study materials
- Review session prior to Course Exam
- Free access to Complete North Carolina Real Estate Drill and Practice QBank Package
- Free Enrollment in our OnDemand Exam Prep Course
- Real Estate Accelerator (a \$499 value!)

Exam Prep Courses

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! Please check www.JYmonk.com/2019 for current course dates.

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.

Additional Tools

Career Starter Pack | \$59

This valuable package of our top-selling books is designed to provide newly licensed agents with effective tools and strategies to launch a successful career in real estate.

Includes:

- 21 Things I Wish My Broker Had Told Me
- Before Hitting Send: Power Writing Skills for Real Estate Agents
- Up and Running in 30 Days

Real Estate Math OnDemand Course | \$29

Math plays a big part in the career of a real estate professional. If you're nervous at the thought of performing real estate math, this OnDemand video course will cover all of the math principles and calculations you need to understand to be a confident and successful real estate professional. This course is a valuable career primer for licensing students and newly licensed brokers, as well as seasoned veterans who need a refresher.

Postlicensing Courses

Complete 90-Hour Postlicensing Package | 90 hours | \$599

If you are a newly licensed Real Estate Broker, you need to complete postlicensing education to remove the provisional status of your license. This complete package includes all of the courses needed to fulfill your North Carolina postlicensing requirements.

Includes:

- Broker Relationships and Responsibilities
- Contracts and Closings
- NC Law, Rules, and Legal Concepts

*Pricing does not include the *North Carolina Real Estate Manual*.

Career Accelerator Package (Includes 90 Hours of Postlicensing) 90 hours + 2-day training course | \$899

In this package, you will receive all three broker postlicensing courses, as well as *Real Estate Accelerator*. *Real Estate Accelerator* is a 2-day intensive course that will give you the real-world skills, tools, and detailed activities you need to thrive in the real estate business (see page 2 for more course details).

Includes:

- Broker Relationships and Responsibilities
- Contracts and Closings
- NC Law, Rules, and Legal Concepts
- Real Estate Accelerator (a \$499 value!)

*Pricing does not include the *North Carolina Real Estate Manual*.

Broker Relationships and Responsibilities | 30 hours | \$259

The *Broker Relationships and 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.

*Pricing does not include the *North Carolina Real Estate Manual*.

Contracts and Closing | 30 hours | \$259

Our *Contracts and 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.

*Pricing does not include the *North Carolina Real Estate Manual*.

NC Law, Rules, and Legal Concepts | 30 hours | \$259

Topics addressed in the *NC Law, Rules, and Legal Concepts* course include general North Carolina licensing requirements, brokerage compensation issues, the disciplinary process, specialized types of real estate, property management in NC, and miscellaneous NC laws and legal concepts.

*Pricing does not include the *North Carolina Real Estate Manual*.

North Carolina Real Estate Manual | \$50

The *North Carolina Real Estate Manual* is the required text for all J.Y. Monk Postlicensing Courses. It is published by the North Carolina Real Estate Commission and is intended for use as the text for the mandatory real estate broker postlicensing courses and as a reference book for real estate licensees, attorneys, instructors, and anyone else interested in real estate law and brokerage practice.

TIME	PRELICENSING DATES	DAYS
DAY Prelicensing Time: 8:30 am–5:00 pm Exam Prep Time: 8:00 am–5:00 pm	Jan 15–Feb 13	Tue/Wed
	Apr 2–May 1	Tue/Wed
	Jun 11–Jul 17	Tue/Wed
	Jul 23–Aug 21	Tue/Wed
	Sep 3–Oct 2	Tue/Wed
	Oct 29–Dec 4	Tue/Wed
NIGHT 6:00 pm–10:00 pm	Feb 11–Apr 1	Mon/Tue/Thur
	May 20–Jul 11	Mon/Tue/Thur
	Sep 23–Nov 5	Mon/Tue/Thur
WEEKEND 8:30 am–5:00 pm	Feb 16–Mar 17	Sat/Sun
	Apr 6–May 12	Sat/Sun
	Aug 17–Sep 22	Sat/Sun
	Oct 5–Nov 3	Sat/Sun

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

TIME	POSTLICENSING DATES	DAYS
Broker Relationships and Responsibilities (30 Hours) 8:30 am–5:00 pm	Jan 5–13	Sat/Sun
	Apr 4–12	Thu/Fri
	Jun 1–9	Sat/Sun
	Aug 22–30	Thu/Fri
	Oct 24–Nov 1	Thu/Fri
Contracts and Closing (30 Hours) 8:30 am–5:00 pm	Jan 19–27	Sat/Sun
	Apr 25–May 3	Thu/Fri
	Jun 15–23	Sat/Sun
	Sep 5–13	Thu/Fri
	Nov 7–15	Thu/Fri
NC Law, Rules, and Legal Concepts (30 Hours) 8:30 am–5:00 pm	Feb 2–10	Sat/Sun
	May 9–17	Thu/Fri
	Jul 13–21	Sat/Sun
	Sep 19–27	Thu/Fri
	Nov 28–Dec 6	Thu/Fri

TIME	PRELICENSING DATES	DAYS
DAY Prelicensing Time: 8:30 am–5:00 pm Exam Prep Time: 8:00 am–5:00 pm	Jan 8–Feb 6	Tue/Wed
	Feb 19–Mar 26	Tue/Wed
	Apr 9–May 8	Tue/Wed
	May 21–Jun 19	Tue/Wed
	Jul 9–Aug 7	Tue/Wed
	Aug 20–Sep 18	Tue/Wed
	Oct 1–30	Tue/Wed
	Nov 12–Dec 18	Tue/Wed
NIGHT 6:00 pm–10:00 pm	Jan 28–Mar 12	Mon/Tue/Thur
	Jun 3–Jul 23	Mon/Tue/Thur
	Sep 9–Oct 22	Mon/Tue/Thur
WEEKEND 8:30 am–5:00 pm	Jan 12–Feb 10	Sat/Sun
	Mar 30–May 5	Sat/Sun
	Jun 15–Jul 21	Sat/Sun
	Sep 21–Oct 20	Sat/Sun
	Nov 2–Dec 8	Sat/Sun

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

TIME	POSTLICENSING COURSES	DAYS
Broker Relationships and Responsibilities (30 Hours) 8:30 am–5:00 pm	Jan 10–18	Thu/Fri
	May 9–17	Thu/Fri
	Aug 3–11	Sat/Sun
	Oct 3–11	Thu/Fri
Contracts and Closing (30 Hours) 8:30 am–5:00 pm	Jan 24–Feb 1	Thu/Fri
	May 23–31	Thu/Fri
	Aug 17–25	Sat/Sun
	Oct 17–25	Thu/Fri
NC Law, Rules, and Legal Concepts (30 Hours) 8:30 am–5:00 pm	Feb 7–15	Thu/Fri
	Jun 6–14	Thu/Fri
	Sep 7–15	Sat/Sun
	Oct 31–Nov 8	Thu/Fri

TIME	PRELICENSING DATES	DAYS
DAY Prelicensing Time: 8:30 am–5:00 pm Exam Prep Time: 8:00 am–5:00 pm	Jan 8–Feb 6	Tue/Wed
	Feb 19–Mar 26	Tue/Wed
	Apr 9–May 8	Tue/Wed
	May 28–Jun 26	Tue/Wed
	Jul 9–Aug 7	Tue/Wed
	Aug 20–Sep 18	Tue/Wed
	Oct 1–30	Tue/Wed
	Nov 12–Dec 18	Tue/Wed
NIGHT 6:00 pm–10:00 pm	Jan 28–Mar 12	Mon/Tue/Thur
	Jul 8–Aug 20	Mon/Tue/Thur
	Sep 16–Nov 5	Mon/Tue/Thur
WEEKEND 8:30 am–5:00 pm	Jan 26–Feb 24	Sat/Sun
	Apr 6–May 12	Sat/Sun
	Jun 8–Jul 14	Sat/Sun
	Sep 7–Oct 6	Sat/Sun
	Nov 9–Dec 15	Sat/Sun

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

TIME	POSTLICENSING DATES	DAYS
Broker Relationships and Responsibilities (30 Hours) 8:30 am–5:00 pm	Jan 10–18	Thu/Fri
	Feb 21–Mar 1	Thu/Fri
	May 2–10	Thu/Fri
	Jul 13–21	Sat/Sun
	Aug 22–30	Thu/Fri
	Oct 24–Nov 1	Thu/Fri
Contracts and Closing (30 Hours) 8:30 am–5:00 pm	Jan 24–Feb 1	Thu/Fri
	Mar 7–15	Thu/Fri
	May 16–24	Thu/Fri
	Jul 27–Aug 4	Sat/Sun
	Sep 5–13	Thu/Fri
NC Law, Rules, and Legal Concepts (30 Hours) 8:30 am–5:00 pm	Nov 7–15	Thu/Fri
	Feb 7–15	Thu/Fri
	Mar 21–29	Thu/Fri
	May 30–Jun 7	Thu/Fri
	Aug 10–18	Sat/Sun
	Sep 19–27	Thu/Fri
Nov 28–Dec 6	Thu/Fri	

TIME	PRELICENSING DATES	DAYS
DAY Prelicensing Time: 8:30 am–5:00 pm Exam Prep Time: 8:00 am–5:00 pm	Jan 29–Feb 27	Tue/Wed
	Apr 30–May 29	Tue/Wed
	Jul 9–Aug 7	Tue/Wed
	Sep 3–Oct 2	Tue/Wed
	Oct 29–Dec 4	Tue/Wed
NIGHT 6:00 pm–10:00 pm	Mar 11–Apr 29	Mon/Tue/Thur
WEEKEND 8:30 am–5:00 pm	Jan 12–Feb 10	Sat/Sun
	Mar 9–Apr 7	Sat/Sun
	May 11–Jun 16	Sat/Sun
	Sep 28–Oct 27	Sat/Sun

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

TIME	POSTLICENSING COURSES	DAYS
Broker Relationships and Responsibilities (30 Hours) 8:30 am–5:00 pm	Jan 31–Feb 8	Thu/Fri
	Jul 20–28	Sat/Sun
	Sep 26–Oct 4	Thu/Fri
Contracts and Closing (30 Hours) 8:30 am–5:00 pm	Feb 14–22	Thu/Fri
	Aug 3–11	Sat/Sun
	Oct 10–18	Thu/Fri
NC Law, Rules, and Legal Concepts (30 Hours) 8:30 am–5:00 pm	Feb 28–Mar 8	Thu/Fri
	Aug 17–25	Sat/Sun
	Oct 24–Nov 1	Thu/Fri

TIME	PRELICENSING DATES	DAYS
DAY Prelicensing Time: 8:30 am–5:00 pm Exam Prep Time: 8:00 am–5:00 pm	Jan 22–Feb 20	Tue/Wed
	Apr 2–May 1	Tue/Wed
	Jun 18–Jul 24	Tue/Wed
	Aug 20–Sep 18	Tue/Wed
	Oct 29–Dec 4	Tue/Wed
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WEEKEND 8:30 am–5:00 pm	Feb 16–Mar 17	Sat/Sun
	Oct 5–Nov 3	Sat/Sun

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

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Broker Relationships and Responsibilities (30 Hours) 8:30 am–5:00 pm	Feb 14–22	Thu/Fri
	May 16–24	Thu/Fri
	Aug 15–23	Thu/Fri
Contracts and Closing (30 Hours) 8:30 am–5:00 pm	Feb 28–Mar 8	Thu/Fri
	May 30–Jun 7	Thu/Fri
	Aug 29–Sep 6	Thu/Fri
NC Law, Rules, and Legal Concepts (30 Hours) 8:30 am–5:00 pm	Mar 14–22	Thu/Fri
	Jun 13–21	Thu/Fri
	Sep 12–20	Thu/Fri

Wilmington Class Schedule

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

TIME	PRELICENSING DATES	DAYS
DAY Prelicensing Time: 8:30 am–5:00 pm Exam Prep Time: 8:00 am–5:00 pm	Jan 15–Feb 13	Tue/Wed
	Mar 5–Apr 9	Tue/Wed
	May 21–Jun 19	Tue/Wed
	Aug 13–Sep 11	Tue/Wed
	Nov 5–Dec 11	Tue/Wed
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	Sep 23–Nov 5	Mon/Tue/Thur
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	Oct 5–Nov 3	Sat/Sun

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TIME	POSTLICENSING COURSES	DAYS
Broker Relationships and Responsibilities (30 Hours) 8:30 am–5:00 pm	Feb 16–24	Sat/Sun
	Apr 18–26	Thu/Fri
	Jul 18–26	Thu/Fri
	Oct 24–Nov 1	Thu/Fri
Contracts and Closing (30 Hours) 8:30 am–5:00 pm	Mar 2–10	Sat/Sun
	May 2–10	Thu/Fri
	Aug 1–9	Thu/Fri
	Nov 7–15	Thu/Fri
NC Law, Rules, and Legal Concepts (30 Hours) 8:30 am–5:00 pm	Mar 16–24	Sat/Sun
	May 16–24	Thu/Fri
	Aug 15–23	Thu/Fri
	Nov 28–Dec 6	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