



100 Reservoir Road | Herkimer, New York | 13350  
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**RELEASE DATE: September 9, 2008**

**SUBJECT: REAL ESTATE SALESPERSON QUALIFYING COURSE**

**SOURCE: William McDonald, Director of Community Education  
866-0300, ext. 8251**

Herkimer, NY—Herkimer County Community College is offering a **Real Estate Salesperson Qualifying Course**. This 75-hour course provides the instruction required to become a licensed New York State real estate salesperson. It is regulated by the NYS Department of State, which mandates the required course content. Specific subject matter includes: license law, law of agency, estates, interests, liens and easements, contracts, the valuation process and pricing properties, deeds, title closing and costs, real estate finance (mortgages/etc.), land use regulations, construction, environmental issues, human rights and fair housing, income tax issues in real estate, etc.

The course will meet Monday and Wednesday evenings from September 22 to December 10 from 6 p.m.– 9:30 pm. The fee is \$499, with an additional textbook required. Instructor Sam Licari has more than 20 years of real estate sales and management experience. The owner of Kinship Properties, Inc., he is approved by New York State as an instructor.

Pre-registration and payment are required by September 16 and can be completed by calling the Office of Community Education at (315) 866-0300, OR 888-GO 4- HCCC, ext. 8251 Monday through Friday, 8:30 a.m. – 4 p.m.

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FOR MEDIA ONLY: FOR FURTHER INFORMATION CONTACT KATHERINE MONTANO, 866-0300 OR 888-GO 4-HCCC, EXT. 8259.

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