



## Wayne Hasse

Real Estate Program Director

Above all else, **Gold Coast** is committed to your success. Our real estate program has been developed to guide you through the licensing process in a simple, easy to follow format that makes the learning process fun.

Since 1970, **Gold Coast** has been helping students just like you to obtain and renew their licenses through both classroom and online education. The experience and success our graduates have achieved serves as the primary reason **Gold Coast** is so highly recommended. By pairing education with employment opportunities, **Gold Coast** prepares you to achieve success beyond the classroom.

## Real Estate License Requirements

- 1 **Successfully complete the pre-licensing course.**
  - The course is offered in **classroom** and **online** formats.  
*Para información sobre nuestro cursos en español visite la página 8.*
- 2 **Submit a state application along with electronic fingerprints.**
  - All applicants must be at least 18 years of age, have a high school diploma or equivalency, and a valid Social Security number. Please visit our Web site for more licensing information.
- 3 **Pass the state exam.**
  - **Gold Coast's** program is designed to enable you to pass your state exam with ease and obtain your real estate license.
  - **Gold Coast** staff and instructors are here to guide you and make this process easy for you.

## The reasons to choose Gold Coast Schools

- 1 **You receive education from the best instructors in the real estate industry.**
  - **Gold Coast** instructors are experts in real estate and classroom instruction. You'll benefit from this if you have been away from the classroom for a while.
  - Instructors teach and present the material in a way that makes it easy to understand and remember.
- 2 **Your tuition for the classroom instruction is valid for 2 years; your tuition for an online course is valid for 1 year.**
  - **Gold Coast** does not believe in charging retake fees.
  - This policy is designed to show that we stand behind your success from start to finish.
- 3 **Your tuition includes the weekend cram course.**
  - This is a 2½ day review of the key concepts needed to pass the state exam on your first attempt.
  - Most students complete their course, attend a cram, and then pass the state exam. However, you are welcome to attend multiple cram classes at no additional charge when space is available.
- 4 **We help you find employment upon completion.**
  - We put you in touch with the top real estate companies which strive to hire **Gold Coast** graduates.
  - Visit the Career Opportunities section of the **Gold Coast** website at [www.GoldCoastSchools.com](http://www.GoldCoastSchools.com).
  - Attend a free **Gold Coast** Career Fair where you can meet with professionals from many different companies. This gives you the opportunity to compare them and decide which one is perfect for you.
- 5 **The best schedule and number of available classes.**
  - Classes are offered in morning, evening, one-week, and online formats.
  - With more start dates than any other Florida school, you never have to wait to retake portions of the class if you need to make up hours due to illness or emergency.

### 63-Hour Real Estate Sales Associate Pre-License Course

#### FREC I • \$499 Full-Service (Includes cram course)

**Start your real estate career!** This course prepares you to become a real estate sales associate, often referred to as a real estate agent. Whether you're taking this course as a source of information for personal use or because you plan on being an active agent who earns commission, you'll benefit from the relaxed and easy to follow format that focuses on developing your knowledge so that you can pass your class and state exam.

Your tuition contains everything you need to succeed including our cram review course, our exclusive 1001-question and answer practice reviews, and our online chapter homework questions. Additionally, you will have access to all of the online course chapters to further review the material on your time, using your computer or tablet. With these tools, you have everything you need to pass the first time!

Save 10%! Ask about our Study Buddy Discount Program.



Available Online! Visit [www.GoldCoastSchools.com](http://www.GoldCoastSchools.com)

Days (1 Week)   Mon-Sun 9:00am-6:00pm					
DORAL • NORTH DADE • BROWARD • BOCA RATON • LANTANA					
Jan 7	Mar 4	May 6	Jul 8	Sept 9	Nov 4
Jan 21	Mar 18	May 20	Jul 22	Sept 23	Nov 18
Feb 4	Apr 1	Jun 3	Aug 5	Oct 7	Dec 2
Feb 18	Apr 22	Jun 17	Aug 19	Oct 21	Dec 16

Mornings (4 Weeks)   Mon/Wed/Fri 9:00am-1:00pm – Plus Last Weekend					
DORAL • NORTH DADE • BROWARD • BOCA RATON • LANTANA					
Jan 7	Mar 4	May 6	Jul 1	Aug 26	Oct 21
Feb 4	Apr 1	Jun 3	Jul 29	Sept 23	Nov 18

Evenings (4 Weeks)   Mon/Wed/Fri 6:30pm-10:30pm – Plus Last Weekend					
DORAL • NORTH DADE • BROWARD • BOCA RATON • LANTANA					
Jan 7	Mar 4	May 6	Jul 1	Aug 26	Oct 21
Feb 4	Apr 1	Jun 3	Jul 29	Sept 23	Nov 18

Evenings (5½ Weeks)   Mon/Wed/Thurs 6:30pm-10:30pm – No Weekends					
JUPITER (Call for location)					
Jan 7	Mar 18	May 29*	Aug 5	Oct 14	

\*Class starts on Wednesday

### 72-Hour Real Estate Broker Pre-License Course

#### FREC II • \$599 Full-Service (Includes cram course)

**After acquiring at least 2 years of experience as an active sales associate, are you ready to become a broker?** This course will fully prepare you to take your real estate career to the next level. Our broker course will help you increase your knowledge, credibility, and income opportunities in real estate.

Our cram review course and exclusive 1001-question and answer practice reviews are included in your tuition. If your goal is to become a broker, we will help you to do so faster than you ever thought possible.



Available Online! Visit [www.GoldCoastSchools.com](http://www.GoldCoastSchools.com)

Save 10%! Ask about our Study Buddy Discount Program.

Days (4 Weeks)   Tues & Thurs 9:00am-6:00pm				
DORAL • BROWARD • LANTANA		NORTH DADE • BOCA RATON		
Feb 5	Aug 6	Jan 8	Jun 4	Sept 3
May 7		Mar 5	Jul 9	

Days (2 Weeks)   Mon-Thurs 9:00am-6:00pm				
DORAL • BROWARD • LANTANA		NORTH DADE • BOCA RATON		
Apr 8	Jun 17	Dec 2	Apr 22	Nov 4

Evenings (8 Weeks)   Tues & Thurs 6:30pm-11:00pm				
DORAL • BROWARD • LANTANA		NORTH DADE • BOCA RATON		
Jan 8	May 7	Aug 27	Mar 5	Jul 9
				Oct 22

### Cram Course – Real Estate

#### Included with Classroom and Full-Service Online Sales Associate and Broker Pre-License Courses. (\$199 for non-Gold Coast Students)

This 2½ day review is designed to condense the material and focus on the key concepts needed to pass the state exam. Friday afternoon is dedicated to reviewing real estate math. On Saturday and Sunday, we cover principles and practices, and law with an emphasis on answering state-exam-type questions.

**Pass the state exam on your first attempt!**

Sales Associate: Fri 1:00pm-4:30pm   Sat & Sun 9:00am-4:30pm				
Broker: Fri 1:00pm-6:00pm   Sat & Sun 9:00am-6:00pm				
DORAL • NORTH DADE • BROWARD • BOCA RATON • LANTANA				
Jan 4	Mar 22	Jun 7	Aug 16	Oct 25
Jan 18	Apr 5	Jun 21	Aug 30	Nov 8
Feb 8	Apr 12	Jul 5	Sept 13	Nov 22
Feb 22	May 3	Jul 19	Sept 27	Dec 6
Mar 8	May 17	Aug 2	Oct 11	



## Sales Associate 1st Renewal

### 45-Hour Real Estate Sales Associate Post-License Course • \$219

Remember the importance of completing your required post-license education on time. As a sales associate, you MUST complete this course before your first renewal deadline or your license will become null and void. Beyond just a license renewal course, this class will teach you valuable insights and practical knowledge that will help you with your real estate career. If you have questions about this requirement and when you are due to renew your license, contact our helpful Career Counselors at 1-800-732-9140.

Previous Gold Coast real estate sales associate students receive \$25 off course tuition!

Days (1 Week)   Mon-Fri 9:00am-6:00pm					
DORAL • NORTH DADE • BROWARD • BOCA RATON • LANTANA					
Jan 28	Feb 25	Mar 25	Jul 15	Aug 26	Sept 16

Evenings (4 Weeks)   Mon/Wed/Fri 6:30pm-10:30pm					
DORAL • NORTH DADE • BROWARD • BOCA RATON • LANTANA					
Jan 7	Feb 4	Mar 4	Jul 1	Jul 29	Aug 26



Available Online! Visit [www.GoldCoastSchools.com](http://www.GoldCoastSchools.com)

## Real Estate Broker 1st Renewal

### 60-Hour Real Estate Broker Post-License Course • \$419

As a licensed broker, you MUST complete this course before your first renewal deadline or your license will be null and void. We encourage you to complete this course as soon as possible. The renewal deadline might sneak up on you and then you would have to rush to get it done at the last minute. This course includes 30 hours of real estate office management and 30 hours of advanced topics in Florida real estate. If you have questions about this requirement including when you are due to renew your license, contact our helpful Career Counselors at 1-800-732-9140.

Previous Gold Coast real estate broker students receive \$25 off classroom course tuition!



Available Online! Visit [www.GoldCoastSchools.com](http://www.GoldCoastSchools.com)

Days (4 Weeks)   Tues & Thurs 9:00am-5:00pm			
DORAL • BROWARD • LANTANA		NORTH DADE • BOCA RATON	
Jan 8	Jul 9	Feb 5	Aug 6
Mar 5	Sept 3		

### Escrow Management • \$99

**Are you opening a brokerage firm? Are you responsible for handling escrow funds?** Escrow problems are some of the most common violations that the Florida Real Estate Commission deals with.

This 4-hour course covers the required laws, policies, and procedures to help you avoid unnecessary problems. This course is offered in class and online.

Please contact our helpful Career Counselors for the current classroom schedule.

## Real Estate Continuing Education

### 14-Hour Real Estate Continuing Education

Offered in 3 Easy Formats:

- Class Program • \$99**  
(Includes 3-Hour Core Law and 3-Hour Business Ethics)  
No exam required. You will enjoy a lively review of the new state and federal laws affecting real estate. At Gold Coast, our classes are conducted in a fun-type atmosphere with knowledgeable instructors. Many licensees find this to be a great networking opportunity. Seating is limited and classes fill rapidly; be sure to reserve your seat early!

2 Days   Sat & Sun 9:00am-4:30pm				
DORAL • NORTH DADE • BROWARD • BOCA RATON • LANTANA				
Jan 26	Mar 12*	May 4	Jul 13	Sept 3*
Feb 16	Mar 16	Jun 25*	Aug 10	Sept 7

\* Class starts on Tuesday.

- 14-Hour Online Renewal Course • \$19.95**  
(Includes 3-Hour Core Law and 3-Hour Business Ethics)  
This complete interactive program allows you to complete the course entirely online at your own pace!  
*The 3-hr Core Law and 3-hr Business Ethics are also sold separately for \$15 each.*
- Home Study Program • \$19.95**  
(Includes 3-Hour Core Law and 3-Hour Business Ethics)  
This complete program includes all materials and a open book exam. Upon completion, for instant results simply submit your answers online at [www.GoldCoastSchools.com](http://www.GoldCoastSchools.com).  
You can also drop off or mail your completed answer sheet to any of our 5 convenient locations.  
*The 3-hr Core Law and 3-hr Business Ethics are also sold separately for \$15 each.*



Available Online! Visit [www.GoldCoastSchools.com](http://www.GoldCoastSchools.com)

Industry Training

Commercial Seminars

**CS-1: Introduction to Commercial Real Estate Investment • \$139** (Includes 8 hours of FREC CE)

1-day, part 1 of 4 commercial training program, in-depth discussion of essential topics including commercial industry opportunities, transactions, property types, measurement, leases, P&L statements, financing, cap rates, ratios, markets.

1 Day | Fri 9:00am-5:00pm

DORAL	BROWARD	BOCA RATON
Jan 18	May 17	Sept 13

**CS-2: Financial & Investment Analysis for Commercial Real Estate • \$189** (Includes 8 hours of FREC CE)

2-days, part 2 of 4-part commercial training program. Answers the question, "What is it worth?" In-depth discussion of preparing financial statements, Direct Cap, "IRV" formula, values, projections, risk, discounting, compounding, DCFA, Cap Rates, financing and comparing investments.

2 Days | Fri & Sat 9:00am-5:00pm

DORAL	BROWARD	BOCA RATON
Feb 15	Jun 14	Oct 4

**CS-3: Insider's Guide to Acquiring Commercial Real Estate • \$189**

2-days, part 3 of 4-part commercial training program, uses a proven 8 Step Buying Process, buy real estate like a seasoned "pro". Planning guide, in-depth discussion of objectives, LOI's, loan commitments, due diligence.

2 Days | Fri & Sat 9:00am-5:00pm

DORAL	BROWARD	BOCA RATON
Mar 15	Jul 19	Nov 1

**CS-4: Insider's Guide to Building Wealth with Commercial Real Estate • \$189**

2-days, part 4 of 4-part commercial training program, markets-wealth building work together. Case studies, strategies, 8 Question Survey-market cycles. "Time Clock"- "Waveform"- "Crystal Ball", predict future conditions.

2 Days | Fri & Sat 9:00am-5:00pm

DORAL	BROWARD	BOCA RATON
Apr 12	Aug 16	Dec 20

Save 11%! Register for all 4 seminars for only \$629.

Curso de Entrenamiento en Línea de Bienes Raíces

**Curso de Entrenamiento en Línea para Nuevos Licenciados en Bienes Raíces • \$995**

Ahora que tiene su licencia de bienes raíces de Florida es el momento de aprender a ganar dinero con ella. Este curso está diseñado para ayudarlo a adquirir todo el conocimiento para desempeñarse exitosamente como agente en bienes raíces.

Este programa de entrenamiento 100% en línea ha sido desarrollado por José A. Velásquez con el fin de que pueda capacitarse a la hora más conveniente para usted. En ocho semanas estará listo para enfrentar con éxito su nueva carrera.

¿Qué temas comprende el programa de entrenamiento para nuevos licenciados?

- Plan de Negocios
- Mercadeo por Internet
- Cómo trabajar con Vendedores, Compradores, e Inquilinos
- Como trabajar con propiedades de Inversión
- Contratos
- Y mucho más

Next Step

**Free for anyone who is thinking about a career in real estate**

Now that you have your real estate license, what are you going to do with it? Learn the next steps from experienced real estate brokers.

Topics covered in class include:

- How to decide where to work
- Interview tips and questions to ask
- Business budgeting
- How to become a real estate entrepreneur
- How to establish realistic goals & plans
- Marketing

Live Class Schedule | 1 Day | 9:00am-5:00pm

DORAL	NORTH DADE	BROWARD	BOCA RATON	LANTANA	
Jul 1	Jan 14	May 13	Nov 18	Sept 16	Mar 11

**Now available in 2 part webinar series:**

Part 1: Choosing a Broker

Part 2: How to become a real estate entrepreneur

Visit [www.GoldCoastSchools.com](http://www.GoldCoastSchools.com) for more information.

Property Management

**Property Management • \$159**

As the number of Floridians renting properties continues to increase at record rates, so does the demand for property managers. Whether you are interested in purchasing your first investment property or are looking to become a professional property manager, the basics are the same. This property management course will help you understand the responsibilities, functions, and skills involved in property management so that you can generate additional income performing these services.

1 Day | 9:00am-5:00pm

DORAL	NORTH DADE	BROWARD	BOCA RATON	LANTANA	
Jan 14	Oct 5	Mar 16	Feb 11	Jan 12	Feb 25
Apr 22	Dec 17	Jul 25	May 11	Mar 22	May 22
Jun 14		Sept 19	Aug 16	Jun 24	Jul 13
			Nov 12	Nov 5	Sept 9

Administración de Propiedades

**Administración de Propiedades • \$159**

Así como se incrementa el número de inversionistas rentando propiedades en Florida así también se incrementa la demanda por administradores de propiedad. Ya sea que usted esté interesado en comprar su primera propiedad de inversión o desea convertirse en un administrador de propiedades profesional, este curso de administración de propiedades le ayudará a entender las responsabilidades, funciones y habilidades involucradas en la administración de propiedades de tal manera que pueda generar ingresos adicionales realizando estos servicios.

1 Día | 9:00am-5:00pm

DORAL	NORTH DADE	BROWARD		
May 4	Dic 10	Mar 26	Feb 23	Oct 5
Ago 13		Jul 20	Jun 11	

Nuevo Curso