

# Have You Taken Your Required Module Courses?

Complete your requirements through the Harrisburg REALTORS® Institute!

**New salespersons and agents licensed between Dec. 1, 2023 and Nov. 30, 2025, are required to take two modules. (General & either Residential or Commercial)**

## General Module

The purpose of this course is to provide standard salespersons with a high level of knowledge and understanding regarding key areas of real estate practice.

### You will learn:

- ✓ Proper documentation
- ✓ Duties of licensees
- ✓ Closing costs for buyers and sellers
- ✓ The Agreement of Sale and addenda
- ✓ Title reports
- ✓ Agency relationships
- ✓ Zoning
- ✓ Environmental concerns.

• **December 18 8:30 a.m. - 4:30 p.m.**

Instructor: Danielle Winn, MRE  
ABR, MRP, SRS, AHWD, CRB, PSA, C2EX

## Residential Module

This course is designed to enable the salesperson licensee to provide the highest level of professional services to consumers in residential transactions.

### You will learn:

- ✓ Proper documentation
- ✓ Agreement of Sale
- ✓ Types of construction
- ✓ Land development
- ✓ Fair Housing
- ✓ Home inspections & warranties
- ✓ Mortgage information
- ✓ Foreclosure and short sales
- ✓ Uniform construction code & zoning

• **November 5 8:30 a.m. - 4:30 p.m.**

Instructor: Gary Muccio  
AHWD, C2EX

## Commercial Module

This course is designed to enable the salesperson licensee to provide the highest level of professional services to consumers in Commercial transactions.

### You will learn:

- ✓ Agreement of Sale
- ✓ Letter of Intent
- ✓ Environmental Issues
- ✓ Leases and Clauses
- ✓ Property Management
- ✓ 1031 Exchanges
- ✓ Tenant Fit Out
- ✓ Floor Measurements & Load Factors
- ✓ Zoning Issues

• **October 16 8:30 a.m. - 4:30 p.m.**

Instructor: Jim Helsel  
SIOR, CPM, CCIM, GRI, CRB, CRE, C2EX

## Requirements

Set by the PA State Real Estate Commission, licensees must take **two** modules:

- ♦ **General Module**
- ♦ **Residential Module** *OR*
- ♦ **Commercial Module**

The current cycle runs from June 1, 2024 to May 31, 2026.

## Cost of Course:

**\$85** Per module

## Course Credit:

*Each* module is approved for **7 hours** of PA Real Estate continuing education credits.

Credits will count for the 2024-2026 CE cycle.

**REGISTRATION OPENS 30 MINUTES PRIOR TO CLASS START TIME. REGISTRATION CLOSSES AT CLASS START TIME. YOU MUST BE SEATED AT THAT TIME IN ORDER TO RECEIVE CREDIT FOR THE COURSE.**

NOTE: At the time a GEAR member registers for a class, student assumes payment responsibility for that class. GEAR members may pay tuition (class fees) at the door. Non-members must pay at time of registration. Tuition must be paid in full prior to the start of a class. Tuition payments are refundable if 48 hour cancellation notice is given. If a student leaves after a class begins, no portion of tuition is refunded. Students must have registered, paid for class, and be seated at the advertised class start time in order to be admitted to the class. Late arrivals will not be seated, and will not be entitled to a refund. If the School finds it necessary to cancel the entire course, the full dollar amount of any payment will be promptly refunded. If the School cancels a portion of the course, the unused portion of the tuition may be credited towards a future course or refunded. No portion of the tuition will be refunded after class day begins.



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