

VST REAL ESTATE PROGRAM SYLLABUS

Instructor Name: Jonathan Bergman
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Instructor Name	Education – Degrees, Licenses or Certifications held. Courses taught	Work Experience – position held
Jonathan Bergman	BA in Business Administration. Real Estate License in California and Florida	Decades of commercial and residential experience. CEO and owner of several real estate companies.

VST Program Code & Title Number: VST-RE-1051
 Title: Introduction to Real Estate

Time & Location TBD
 Location: Los Angeles

Instructional Contact Hours 8 Clock hours
 1 Days

Learning Objectives

- Introduce students to the real estate industry and what a career as a professional agent entail.
- Give students the tools & preparation to immediately launch a career in real estate.

Instructional Materials and References

Required textbook:

- *Textbook: Modern Real Estate Practice (or equivalent) California Study Guide*

Instructional Methods

The class sessions will be divided between lecture by the instructor discussing the topics, completion of assignments, and class participation.

Class Participation

Assignment

Project

Midterm / Final Exam

**Assessment
Criteria and
Methods of
Evaluating
Students**

Projects are assessed according to the following criteria:
presentation, composition, concept, overall impact, how well
it solves the problem, innovation, degree of challenge or risk,
appropriate use of media and effort.
Percentage value: A=90-100% B=80-89% C=70-79% D=60-69%
F=0-59%

Academic Policies

Attendance/Participation; Students are required to be present for each
Day lecture. Students are responsible to get their lecture information and
complete and submit their required assignments for each day.

A student who has been absent due to illness or medical appointment
must explain the absence directly to the instructor. VST requires that any
student, who cannot fulfill the attendance requirement, be dropped unless
the student has made prior arrangements.

Scholastic Dishonesty (Plagiarism); Cheating constitutes academic
dishonesty, and in general, will be handled as part of the course grading
process. Cheating includes plagiarism. Penalty may be range from no
credit for the assignment up to and including exclusion and/or "F" grade
for the course.

**Outline &
Schedule**

Day	Class Description	Hours
Day 1	One day program covers the basics of the real estate world specifically for Veterans. The program includes basic real estate principles, real estate law and the practice of real estate.	8

Name of Program	Real Estate
Special Admission Requirements	<ul style="list-style-type: none"> • Must be 18 or older • High School Diploma, GED or equivalent
Graduation Requirements	To graduate, a student must complete cumulative grade of 70.0% or higher and be in good financial standing with VST.
Certification and Licenses	VST Certificate of Completion
Total Clock Hours	This program is 8 hours in length
Final Tests or Exams	None
Maximum Enrollment per cohort	40

Program Name	Tuition	Supplies & Materials	Other Fees	Total Program Charges	Estimate Schedule of Charges
Real Estate	\$300	\$50	\$85	\$435	Due on the first day of class