

SOUTHERN CHOICE REAL ESTATE ACADEMY

**4900 RANDALL PKWY, STE. A
WILMINGTON, NC 28403
910-791-9813
WWW.SOUTHERNCHOICE.COM**

Policies & Procedure Disclosure

Date of Bulletin Publication: June 2024

Legal Name of Education Provider: Southern Choice Real Estate Academy, LLC

Name of Education Director: Lee Eatmon

Names of School Officials and Faculty:

- Kerrie Landers – Assistant Director
- Jack Burnish – Instructor
- PJ Doherty – Instructor
- Kasey Kline – Instructor
- John Starling – Instructor
- Stephen Sulkey – Instructor

PURPOSE OF THE ACADEMY

Southern Choice Real Estate Academy, LLC has partnered with The CE Shop to offer an Asynchronous *Broker Prelicensing Course* required for an individual to qualify for the real estate license examination to become licensed as a “provisional” broker.

Southern Choice Real Estate Academy, LLC has partnered with RECampus/Dearborn to offer Asynchronous *Broker Postlicensing Courses*. Southern Choice has also partnered with The CE Shop offering Asynchronous Post courses. The CE Shop is the recording school.

Southern Choice Real Estate Academy, LLC conducts *Continuing Education* courses required for an individual to maintain Active Status for their NC Real Estate License. Southern Choice has also partnered with RECampus/Dearborn and The CE Shop to provide Asynchronous Continuing Education Courses.

EDUCATION PROVIDER CERTIFICATION

Southern Choice Real Estate Academy, LLC is certified by the North Carolina Real Estate Commission. Any complaints concerning the Education Provider, or its affiliated instructors, should be directed in writing (form is provided on the Commission’s homepage) to:

North Carolina Real Estate Commission
1313 Navaho Dr.
Raleigh, NC 27609

Per *Commission Rule 58H .0204*: The Education Provider must provide each prospective student with a copy of the Education Provider’s Policies & Procedures Disclosure (PPD) prior to payment of any non-refundable tuition or fee. The PPD, which is required by the NC Real Estate Commission, outlines Education Provider policies plus the rights and obligations of the Provider and the student. A signed certification that a student received a copy of the PPD must be retained by the Provider.

NO STUDENT SHALL BE DENIED ADMISSION ON THE BASIS OF AGE, SEX, RACE, COLOR, NATIONAL ORIGIN, FAMILIAL STATUS, HANDICAP STATUS, OR RELIGION.

COURSE OFFERINGS

Southern Choice Real Estate Academy offers:

- Asynchronous *Broker Prelicensing Course* with The CE Shop required to qualify to take the license examination to become licensed as a real estate provisional broker in North Carolina; and
- Asynchronous *Postlicensing Education Program* with RECampus / Dearborn needed for a provisional broker to remove the provisional status of such license; and
- The annual *Continuing Education* courses needed to maintain a real estate license on active status. The courses are available In-Person, via Zoom, or Self-Paced.

BROKER PRELICENSING COURSE

Purpose of the Course: Successful completion of the *Broker Prelicensing Course* is generally required to qualify for the North Carolina (NC) real estate license examination and to obtain a NC real estate broker license. The primary objectives of this course are (1) to provide students with the basic knowledge and skills necessary to act as licensed real estate brokers in North Carolina in a manner that protects and serves the public interest, and (2) to prepare students for the NC real estate license examination. This course may only be offered by education providers certified by the NC Real Estate Commission. Southern Choice Real Estate Academy's Asynchronous *Broker Prelicensing Course* with The CE Shop consists of a total of 75 instructional hours, including the end-of-course examination.

Course Description: Major topics addressed in the *Broker Prelicensing Course* include basic real estate concepts and law, property taxation, land use controls, environmental hazards, brokerage relationships and practices, real estate contracts, real estate financing, closing a real estate sale transaction, real property valuation, property insurance basics, fair housing laws, landlord and tenant, property management, federal income taxation of real estate, basic construction, basic real estate investment, North Carolina Real Estate License Law and Commission Rules, and Trust Account Guidelines. *Real estate mathematics is an important part of this course and calculations will be required.*

Please review The CE Shop's Terms & Conditions at www.SouthernChoice.TheCEShop.com/legal.

End-of-Course Exam will not be administered to any student who does not complete the course work within 180 days of registering. The exams will be completed with a proctor with PSI.

Failed Exams: The CE Shop does allow a *Broker Prelicensing Course* student who takes but does not pass the initial end-of-course exam to retake the end-of-course exam one (1) time; however all retakes must be taken by the course expiration date.

Eligibility Requirements for Course Completion Certificate: To successfully complete the *Broker Prelicensing Course* and receive a course completion certificate, a student must:

- Meet the seat time requirement
- Complete all part of course work, and
- Pass the end-of-course exam with a minimum score of 80%

REGISTRATION, ENROLLMENT, AND CONDUCT

Registration: To enroll in a Prelicensing course, prospective students may register on our website.

Tuition and Fees: The CE Shop accepts the following forms of payment: VISA, Mastercard, Discover, or American Express. The tuition fee for the Asynchronous Prelicensing course starts at \$675 (or varies determined by the current sale).

Refund of Tuitions & Fees: We follow The CE Shop's Refund Policy (found under their Terms & Conditions / Legal). A refund may be granted within 30 days of purchase as long as the course is less than 50% complete.

LICENSE EXAMINATION PERFORMANCE REPORT

During the July 2023-June 2024 License Year, Southern Choice Real Estate Academy did not offer any In-Person, Blended, or Synchronous Prelicensing Courses. Therefore, Southern Choice had 0 students take the 2-part state license examination for the first time within 30 days of completing one of our Broker Prelicensing Courses.

For Self-Paced, we are now offering our courses using The CE Shop who reports completions to the NC RE Commission. Southern Choice had 3 students register for The CE Shop Self-Paced Pre-Licensing Course in the last License Year.

ADDITIONAL SCHOOL POLICIES

FOR ASYNCHRONOUS (SELF-PACED) COURSE GUIDELINES

Registration: Southern Choice has partnered with The CE Shop to bring you the Asynchronous (Self-Paced) Prelicensing Courses. The courses are done on your own time, at your own pace. Once registered with The CE Shop, you will have 1800 days to complete the 75-hour course and its course exams.

Extensions are not allowed. The student will need to complete all of the coursework and proctored exams to complete the course. The CE Shop used the PSI Proctoring Service for their exams. All of the coursework must be completed before an exam may be scheduled.

If the student does not complete the course within the 180 days, they will need to repurchase another class. Please contact the school for retake options.

Refund Policy: We follow The CE Shop's Refund Policy (found under their Terms & Conditions / Legal). A refund may be granted within 30 days of purchase as long as the course is less than 50% complete.

CERTIFICATION OF TRUTH AND ACCURACY

"I certify that the information contained in this Policies & Procedures Disclosure is true and correct and that SOUTHERN CHOICE REAL ESTATE ACADEMY will abide by the policies herein."

Lee Eatmon, Education Director

CERTIFICATION OF RECEIPT

"I certify that I received a copy of Southern Choice Real Estate Academy's Policies & Procedures Disclosure prior to payment of any non-refundable course registration fee or tuition."

Full Legal Name of Prospective Student

Revised June 2024