

## ADDITIONAL STUDENT TESTIMONIALS

I want to take the time to thank you. Your passion and exuberance for the industry shows through in your teaching and in the percentage of your students that pass the first time.

I was very grateful to pass the first time. What you taught was on the tests. If I could share anything with your current students, it would be to READ all the material you give them. PAY ATTENTION and to FOCUS on the sessions you teach. It is a great deal of information. If they do, they should end up with a passing grade and a good educational understanding of their new professional career. You go above and beyond for all your all your students and your personal care shows in each student. You gave us an introduction to the professional community we will be working with and a portfolio of their cards and brochures to get us started. You put your students a step ahead when we enter the real world. I thank you from the bottom of my heart for all you do and have done. You can't lose with Winn School of Real Estate. You are simply, THE BEST! Sincerely, D. Vyne, 8/31/2013

Everyone knows that the real estate exams are difficult and passing the first time is rare. Thanks to Betty Winn's fine teaching skills and curriculum, I passed the first time. And, so have 10 others just recently. Valarie 8/2013

Hi Betty,

Thanks for all the help getting past the real estate tests. The honest interest you show in your students was unexpected but certainly appreciated. Your class did well preparing me for those scary exams. I used nearly 4 hours of the allocated time for mine; really concentrated on the questions. Didn't want a silly mistake costing me even 1 question, figured I'd need every right answer I could get. My suggestion to your current and future classes would be to read ahead of class. Then your personal, well informed, explanations will make much more sense. Thanks again bus driver.

Sincerely, Mark

I personally want to thank you for the wonderful Contract Writing class yesterday. You made the class informative, educational and engaging with our 'practical applications' in our group scenarios. While this class was filled with an abundant amount of important information, you found a way of presenting it that was interesting, exciting & entertaining.

Thanks to you and the sponsor, we all had plenty of great eats for lunch too! I look forward to class tomorrow, D. Vyne (June 2013)

Hi Betty, As you know I passed the ADRE Test last week on my first attempt. So it is possible to teach an old dog something new. I have to say that If I hadn't had your class I would have been hard pressed to learn anything much less pass that exam ever. Like you said if you don't know the concept you won't do well and you did a great job of getting the concept through. The best part is you did it in an effective and entertaining manner. I thoroughly enjoyed both your real estate licensing and contract writing classes. You managed to make somewhat boring and confusing material interesting enough to want to study and learn, even though dropping a brick on my foot may have been more fun at times. Thanks to your enthusiasm I managed to get through and successfully pass the ADRE Exam and actually start to learn something new in the process. When I get around to activating my license with a Broker or not I'm pretty sure a good portion if not all of the continuing ed requirements will be done with you. Keep up the good work. Hope to talk with you soon. Saludos, Russell A. Michael, russmichael42@me.com, 06/19/2013

Betty taught me what I needed to know to pass the exams on the first try. Her classes are organized and on time. She does her best to vary her teaching efforts to maintain interest in what is sometimes rather dry information. I still look to Betty for guidance and thank her for her patience and persistence in getting me to "realtor".

Kae Wilner  
Realty Executives

Dear Betty Winn,

I absolutely recommend your class to anyone interested in real estate. I was going through a horrible time in my life when taking your class yet was still able to do it. I passed my exam with you and then headed for the valley for my national and state exam. Upon arriving they take all your information. A picture is taken and so on and so forth. I went in took the test and passed. YEAH! I was so excited but found out that they logged me in under a different name. Oh my gosh what now. Well after a long day I had to take the exams again. And yes, I passed it for the second time on the same day. They say that has absolutely never happened. I just want you to know you are the second instructor I had take the class with and the first one I never could pass. I believe your way of teaching and involvement is a necessity and was the best way for me to retain the information and pass my test. I have been with Keller Williams Check Realty now since Sept of 2012. Thank you for all you dedication in making sure I could pass that test!!!

Thank you,

Jennifer Gasho, Keller Williams Check Realty  
JenSellsArizona@gmail.com

Hi Betty!

Hope you're doing well. I just became a licensed sales agent in New York ... was the 1st to hand in the test and hardly studied thanks to the class I took from you at YC in Fall 2009. Glad you're still helping lay the foundation for new agents!  
Best wishes always,  
- Terri Brown

Hi Betty, Sorry it has taken me this long to send you my testimonial. Thank you so much for the way that you teach the information, I am a visual person, so I really appreciated how you taught the math, I am horrible in math, and you got me through it, and I ended up doing well with it. I highly recommend your class to anyone looking to become licensed, you make it fun and I like that we get to interact with you and our classmates. I am with Keller Williams Check Realty and loving it! Thank you again, and God Bless you, Terri Martin, 602-615-8956, terrimartinhouses.com, terri2357@gmail.com

Betty's "Winn School of Real Estate" stayed on task, on time, and covered a vast amount of information in a way which continues to lead students to success. The state and national licensing exams can be difficult to pass but Betty's pre-licensing course is professionally laid out and well mastered, helping students succeed where it counts. Having passed both exams on the first try, my sincere thanks goes out to Betty for providing this course to the Prescott area and I hope that other potential agents will consider Winn School of Real Estate for their educational needs.  
Marc Stanley, Realty Executives Northern Arizona, 928-277-6454 (cell),  
www.rebms.com

I highly recommend Betty Winn to be your AZ real estate sales licensing instructor. My mission was to regain the license I held from 2001-2008 before moving out of state to work for Keller Williams Realty International. I took the 3x per week night schedule because of my daytime working commitment, then needed to postpone my exam twice before taking it almost 6 weeks after class with Betty had ended. However, I'd learned what to focus on..where to place my time. Betty's ongoing testing and retesting during class and the many additional tools she offered both free and at cost, were priceless when it came to passing both national and AZ. Betty's commitment and encouragement are simply the best!  
Roger Higle, Assistant Team Leader, Keller Williams Check Realty, 928-776-4111

December 28, 2012

I always dreamed about a career in real estate but didn't know where to start. Thank goodness I found the Winn School of Real Estate! As an older student, finding myself in a classroom for the first time in years was a little intimidating, but I was made to feel right at home. Betty's teaching style is fun and lighthearted, but gets the facts across. Her personal experience in the field of real estate makes her especially suited to teach the curriculum. The course allows for ample time to absorb all of the information you will learn, which was especially important to me. Thanks to the excellent learning experience at the Winn School of Real Estate I was able to pass the state exam the first time! I am now living my dream as a Keller William Check Realty Realtor! Kudos to Betty and her wonderful school!

Sherry Denecker, Keller William Check Realty Realtor, 928-776-4111

Hi Betty,

Just letting you know that today I finally passed the State part of Real Estate test. As you already know that my real estate education has been nothing short of one dilemma after another since I started classes. With the death of my instructor and the course's that I took at the real estate office (computer-based) 'not good'.

The course's that I took at your school and the study material that I have got me where I needed to be.

I will always recommend your School to anybody that wants to take a real estate course. Tomorrow I am taking my paper work to the ADRE.

Thank you so much for being such a good teacher.

Your friend,

Tommy Fields

Betty, I enjoyed your Real Estate class that prepared me to sit for my license as a RE Agent. I was able to study and sit for the National and State tests and pass them both the first time, Praise the Lord!!!! You did an amazing job as instructor and I appreciated your humor and professionalism. I consider you a friend and thank you for your very thorough instruction. I am now enjoying working with my husband, Lari, at Keller Williams Check Realty.

Genia Long

I want to thank Betty Winn for making obtaining an Arizona Real Estate License seem almost painless. There is a LOT of material to cover and memorize, but this class teaches you what you need to know to face the state exams with confidence. The curriculum is broken up into sections that make sense and let you learn the material as you would actually use it.

Betty is a fun teacher and tough when she needs to be (when YOU will need it). I can't recommend her classes enough. Follow her instructions and you WILL get your license.

Thanks Betty

Bob Orona

I wanted to express my great experience with Betty Winn and her school. Betty is very detailed in her teachings. Betty tries to make the students think about themselves in the world of real estate instead of just teaching her students how to pass tests. I found her guest speakers very informative and it also gave the class a break in the book studies for a day. Betty gave us more information than the typical real estate classes. I say this as I am a licensed realtor in California as well and I have been to lots of classes. Betty's school was a Winn Winn for me. I will only recommend Winn School of Real Estate. I look forward to working with the professionals Betty will produce in the future. Thank you Betty.  
Tootie DeRose

"My decision to enroll in Winn School of Real Estate was one of the best decisions I've made. Definitely no regrets in taking this class. If you're looking to succeed in the field of Real Estate, Betty Winn is so capable in getting you in the right track. She's a very experienced woman in the field and has a lot of very knowledgeable network of people who are equally able to contribute their know-how into her classes. I highly recommend Betty Winn. ....E. Adam"

If you are serious about getting your Real Estate license then the Winn School of Real Estate is for you.

Betty Winn is an outstanding instructor with many years of experience in different areas of the real estate business. The class is very informative with outside instructors brought in to talk about their different areas of expertise.

If you follow Betty's instructions, suggestions and study hard you will be able to pass your licensing exam the first time.

I highly recommend the Winn School of Real Estate.

Patti Moore

Student – Winter 2012.

Winn School of Real Estate works! That's because Betty Winn has exceptional insights into what's really going on in the real estate world at the local, state and national levels, together with the exceptional ability to share those insights as an instructor. She not only has an engaging way of thoroughly conveying all the "book" information needed for licensure, but also has a gift for bringing it all to life with interesting first-hand examples. I was fortunate to be a student in Betty's pre-licensing course, and her teaching approach helped me pass the course exams as well as the state and national exams the first time out. A local real estate professional referred me to Betty's pre-licensing course, and as a graduate, I understand why. As an industry veteran, he was fully confident of the successful outcome of Betty's approach. I can recommend Betty Winn and Winn School of Real Estate without hesitation. C. Kafka