



A. Shane Mask Class Schedule

Register At www.AmericanREU.net/classes



REALTOR® Code of Ethics

- Identify key aspirational concepts in the Preamble to the NATIONAL ASSOCIATION OF REALTORS® Code of Ethics.
- Describe “general business” ethics and compare and contrast them with the REALTORS®’ Code of Ethics.
- Describe concepts established in Articles 1, 2, 12, and 17 and possible violations of them.
- Describe the professional standards process for enforcing the Code of Ethics, including the duty to arbitrate.
- Identify critical elements of due process as they relate to Code enforcement.
- Identify factors considered by hearing panels in procuring cause disputes.



When

Thu Apr 30 01:00pm to 04:00pm



Where

Fayette County Board of REALTORS®
101 Devant St, STE 706 - Fayetteville, GA



REALTOR® SAFETY

PUTTING REALTOR® SAFETY FIRST: SAFETY STRATEGIES FOR THE MODERN REALTOR®

Motivate real estate professionals to realize their exposure to risks.

Follow safety best practices when showing property, conducting an open house, working in the office, and driving alone or with clients or customers.

Learn how to quickly assess a potentially dangerous situation and take appropriate action.

Safeguard your own and your clients' personal data, as well as practice prudent use of social media and mobile phone technology.

Encourage all agents and employees to follow safety best practices and company safety policies.



When

Mon May 18 10:00am to 01:00pm



Where

American Real Estate University LIVE -
1123 Church Street - Suite 103 - Covington, GA

Covington



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When
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Where
Zoom LIVE Meeting
- Zoom LIVE Meeting,



RENE® (Real Estate Negotiation Expert)

This new 2-day Course is an interactive experience to help negotiators elevate their game! The course examines all types of negotiation formats and methods so that today's negotiators can play the game to win. A full spectrum of tips, tools, techniques, and advantages will be provided so that negotiators can provide effective results for their client.

The second day of the course focuses on real-world field scenarios to help negotiators apply the power tools, techniques and tactics learned on the first day.

Understanding the tactics and techniques is one thing, but learning how to recognize them being done and using them effectively requires practice. These field scenarios provide the foundational experience and practice negotiators need to master so they can effectively advocate for their clients.



When
Wed May 20 09:00am to 05:00pm



Where
Real Estate School of Georgia
246 O'Dell Rd Suite 1 - Griffin, GA



GEORGIA LICENSE LAW

License Law....a requirement of maintaining your Real Estate License!

An adopted rule change from the Real Estate Commission states that Effective July 1, 2016, any licensee who renews an active license on or after this date must have completed at least (3) hours of continuing education on the topic of license law in order to renew.

Course topics include:

1. THE EFFECTS ON LICENSE STATUS BY A LICENSEE OF PROHIBITED CONDUCT
2. REQUIREMENTS OF A QUALIFYING BROKER AND LICENSEE UPON TRANSFER
3. REQUIREMENTS CONCERNING TRUST OR ESCROW ACCOUNTS
4. UNFAIR TRADE PRACTICES
5. BROKERAGE RELATIONSHIPS
6. MANAGEMENT RESPONSIBILITIES OF REAL ESTATE FIRMS
7. ADVERTISING
8. HANDLING REAL ESTATE TRANSACTIONS
9. LICENSEES ACTING AS PRINCIPALS ... Read more at AmericanREU.net



When
Thu Jun 11 10:00am to 01:00pm



Where
Fayette County Board of REALTORS®
101 Devant St, STE 706 - Fayetteville, GA



2026 GAR Contracts

A lot has changed for 2026!

Go in-depth with the 2026 GAR Forms packages and learn how to construct legally binding agreements to best represent your client, as well as develop progressive methods of completing the contract within the realm of ethical considerations and legal requirements.



When
Thu Jun 18 11:00am to 02:00pm



Where
Cresswind at Spring Haven
24 Catalina Court - Newnan, GA



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When

Thu Aug 13 01:00pm to 04:00pm



Where

Fayette County Board of REALTORS®
101 Devant St, STE 706 - Fayetteville, GA



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When

Mon Aug 24 06:00pm to 09:00pm



Where

Zoom LIVE Meeting
- Zoom LIVE Meeting,



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When

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Where

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Covington



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5. BROKERAGE RELATIONSHIPS
6. MANAGEMENT RESPONSIBILITIES OF REAL ESTATE FIRMS
7. ADVERTISING

8. HANDLING REAL ESTATE TRANSACTIONS

9. LICENSEES ACTING AS PRINCIPALS ... Read more at AmericanREU.net



When

Tue Oct 6 10:00am to 01:00pm



Where

Fayette County Board of REALTORS®
101 Devant St, STE 706 - Fayetteville, GA



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When

Thu Nov 12 01:00pm to 04:00pm



Where

Fayette County Board of REALTORS®
101 Devant St, STE 706 - Fayetteville, GA



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When

Thu Nov 19 11:00am to 02:00pm



Where

Cresswind at Spring Haven
24 Catalina Court - Newnan, GA



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When

Mon Nov 30 10:00am to 01:00pm



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- Zoom LIVE Meeting,



ABR® The Accredited Buyer's Representative

The Accredited Buyer's Representative (ABR®) designation is designed for real estate buyer agents who focus on working directly with buyer-clients. When you decide to earn your ABR®, you gain:

Valuable real estate education that elevates your skills and knowledge in the eyes of home buyers.

Ongoing specialized information, programs and updates that help you stay on top of the issues and trends associated with buyer representation.

Access to members-only benefits such as marketing tools and resources, which provide an additional competitive edge for ABR® designees.

ABR® Member Benefits

The ABR® designation provides many membership benefits to help your business and network grow. Here are just a few:

Customizable Marketing Tools - including postcards, ads, logos, and consumer handouts

The Home Buyer's Toolkit - a handy guide to walk consumers through the home-buying process

ABR® Print Shop - allows members to customize marketing materials conveniently online

Consumer One-Sheets - free, printable handouts on topics to address in a buyer-counseling session or while working with buyer-clients

Online Referral Database - helps you pinpoint additional referral opportunities

ABR® Network - members-only online networking community

ABR® App - access members-only benefits on-the-go

A Home Buyer's Seminar Guide - gives instructions on how to plan and present your own home buyer's seminar

ABR® keeps you up-to-date with information. Today's Buyer's Rep, monthly print newsletter keeps members informed about events, legislation and education.

TBR Hotsheet, an e-newsletter with briefs and links to stories pertaining to buyer's representatives

REBAC Connection Webinars, a series of complimentary Webinars, featuring timely topics of special interest to buyer's representatives

RISMedia's Real Estate Magazine, available to members for FREE online



When

Thu Dec 3 09:00am to 04:00pm



Where

Fayette County Board of REALTORS®
101 Devant St, STE 706 - Fayetteville, GA

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