



## Class Schedule

Register At [www.AmericanREU.net/classes](http://www.AmericanREU.net/classes)

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### SRS® - Seller Representative Specialist

The SRS® Designation is the premier credential in seller representation!

Whether you are new to the industry or a seasoned veteran, the SRS Course will redefine your "normal" and reinvent the way you represent sellers. Come learn tips and tools that will equip you to list in today's marketplace.

- \* Increase listings and grow your business.
- \* Demonstrate and communicate your value package.
- \* Understand and apply the Code of Ethics & Standards of Practice.
- \* Understand and comply with all state license laws.
- \* Understand and apply methods, tools, and techniques to provide support and services that sellers want and need.

Agents, brokers and managers from all over the US and Canada say this course exceeded expectations and provided cutting edge tools to outperform the competition.

CE APPROVED:

GA - 12 HR CE

FL - 8 HR CE



*When*

Tue Oct 14 10:00am to 05:00pm



*Where*

Coastal Carolinas Association of REALTORS®  
951 Shine Ave - Myrtle Beach, SC

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Zoom LIVE Meeting  
- Zoom LIVE Meeting,

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## Introduction to connectMLS

This 3 Hour CE Course covers is A Full-Featured and Completely Customizable MLS Solution. Created with the end user in mind, connectMLS's intuitive, feature-rich, and mobile-friendly solution delivers real estate data via a modern online experience. Built using responsive design technology, the connectMLS platform automatically acclimates to any screen size, or resolution, to seamlessly adapt across all devices.



*When*

Thu Oct 16 10:00am to 01:00pm



*Where*

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



## Mortgage 101

Getting a home loan doesn't have to be intimidating to your buyer...Especially when you understand the basics of the different types of mortgage loans available to home buyers. By completing this course you will have a better understanding and knowledge of the basic options of home financing, the features and costs of a home loan. In depth, you will understand the following loan process involved with each of the following loan options: USDA, FHA, VA, VA-Jumbo and Conventional.



*When*

Wed Oct 22 11:00am to 02:00pm



*Where*

Sandtown Falls by Rockhaven Homes  
6377 Rosetta Drive - South Fulton, GA



## Disclosure Is Not The Exception, It's The Rule

"If You Know It, You Gotta Disclose It!" Covering disclosure requirements related to agency, brokerage relationships, material facts & property defects, advertising, licensees acting as principals, federal law considerations; fees, rebates, referral fees & compensation. In addition to learning about the various aspects of BRRETA, GA License Law & GREC Rules & Regulations that oversee these requirements, this course will also be analyzing case law & case studies. Once done with this 3-hr Commission-approved CE class you will remember why DISCLOSE, DISCLOSE, DISCLOSE! is one of the mantras of Real Estate Practice in Georgia. \*This is a CE credit given class, but does NOT count for License Law credit.\*



*When*

Thu Oct 23 10:00am to 01:00pm



*Where*

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

Covington



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*When*

Thu Oct 23 10:00am to 01:00pm



*Where*

Zoom LIVE Meeting  
- Zoom LIVE Meeting,



## 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
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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](http://AmericanREU.net)



When

Thu Oct 30 10:00am to 01:00pm



Where

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

Covington



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When

Thu Oct 30 10:00am to 01:00pm



Where

Zoom LIVE Meeting  
- Zoom LIVE Meeting,



## Real Estate Pre-license CRAM Session

Join us for an ongoing study session to prepare you for the Real Estate Licensee Qualifying Examination.

To qualify for a salesperson's real estate license in Georgia an applicant must:  
Georgia Real Estate Commission requirements for licensure. ([CLICK HERE](#))



When

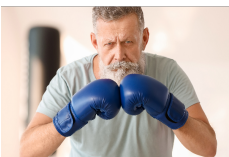
Wed Nov 5 09:00am to 02:30pm



Where

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

Covington



## Here Comes the BOOM!®

Ready or not, the Boomers are coming! Every 7 seconds a boomer retires. Baby boomers represent the wealthiest segment of the population and real estate professionals need to be aware. We will discuss the size, wealth and the online habits of the boomers.



When

Tue Nov 11 10:00am to 01:00pm



Where

Cresswind at Spring Haven  
24 Catalina Court - Newnan, GA



## MRP® Military Relocation Professional

When military staff and their families relocate, the services of a real estate professional who understands their needs and timetables makes the transfer easier, faster, and less stressful. This certification focuses on educating real estate professionals about working with current and former military service members to find the housing solutions that best suit their needs and take full advantage of military benefits and support.

Learn how to provide the real estate services—at any stage in the service member's military career—that meet the needs of this niche market and win future referrals. Hone in your knowledge and skills for working with active duty military buyers and sellers, as well as veterans with the NAR's Military Relocation Professional Certification.

REALTORS®



When

Mon Nov 17 10:00am to 05:00pm



Where

Charleston Trident Association of

5006 Wetland Crossing Drive - North Charleston, SC



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Covington



When

Thu Nov 20 10:00am to 01:00pm



Where

American Real Estate University LIVE -

1123 Church Street - Suite 103 - Covington, GA



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When

Thu Nov 20 10:00am to 01:00pm



Where

Zoom LIVE Meeting

- Zoom LIVE Meeting,



## SMOOTH CLOSINGS Get your deals to the table!

Stalled closings got you frazzled? Ditch the frantic scramble and step into "Smooth Closings," a workshop designed to equip you with the skills to navigate even the trickiest real estate transactions. Whether you're a seasoned pro or a fresh face, this immersive program empowers you to anticipate and navigate common pitfalls in areas like wills, trusts, liens, tax issues, and loan processing.

This course will be your roadmap to mastering the twists and turns that can derail deals. Learn to identify potential roadblocks, strategize solutions, and confidently guide your clients to a seamless closing.

Don't let paperwork pandemonium hold you back. Emerge equipped to close deals with confidence and finesse. Enroll today and watch your confidence soar as you transform into a closing champion!

### Course Objectives:

- \* Equip agents with the knowledge and skills to navigate common pitfalls in real estate closings.
- \* Build confidence in handling complex title issues, estate matters, liens, taxes, and loan processing challenges.
- \* Develop effective communication strategies for negotiation and problem-solving during the closing process.
- \* Enhance understanding of key closing documents and legal procedures.



*When*

Tue Dec 2 09:30am to 12:30pm



*Where*

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



## Basic Understanding of FHA's 203 Streamline and Energy Efficient Mortgage

Attract more buyers and solve inspection items for your older homes!

Millennials now make up the largest proportion of home buyers, and they have made one thing abundantly clear—they want energy-efficient homes! In fact, many young buyers are willing to pay more for an energy-efficient home over a lower-priced home that's not energy efficient.

With an Energy Efficient Mortgage, homebuyers can roll up the cost of certain energy-saving improvements into their mortgage.

This strategy can save the home buyer substantial money in utilities. In addition, it can help you present viable options to the buyer for repairs that show up on the home inspection. Energy-efficient loan strategies are definitely a tool you want to have in your tool belt, but you must know how to build your team so you can talk about them! This class will help you!



*When*

Thu Dec 11 01:00pm to 04:00pm



*Where*

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



## Real Estate Pre-license CRAM Session

Join us for an ongoing study session to prepare you for the Real Estate Licensee Qualifying Examination.

To qualify for a salesperson's real estate license in Georgia an applicant must:  
Georgia Real Estate Commission requirements for licensure. ([CLICK HERE](#))



*When*

Sat Dec 13 09:00am to 04:15pm



*Where*

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

Covington



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When

Thu Dec 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

Thu Dec 18 10:00am to 01:00pm



Where

Zoom LIVE Meeting  
- Zoom LIVE Meeting,



## GA Real Estate Salesperson Evening Course

Georgia Salesperson Real Estate Fundamentals is a 75-hour course required by the Georgia Real Estate Commission for anyone who wishes to become a licensed real estate salesperson in Georgia.

The course provides a comprehensive overview of the fundamentals of real estate. An in-depth course covering the following:

Georgia Real Estate License Law  
Real Estate Math  
Pricing Real Property  
Real Estate Contracts  
Closing and Settlement Costs  
Fair Housing  
City and Urban Development  
Community Association Management

Real Estate Finance  
Real Estate Instruments  
Environmental Law  
Anti-trust Law  
Agency Law and Disclosure Requirements  
Property Management Activities

To qualify for a salesperson's real estate license in Georgia an applicant must:  
Georgia Real Estate Commission requirements for licensure. ([CLICK HERE](#))



*When*  
Tue Jan 6 06:00pm to 09:15pm



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

Covington



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City and Urban Development  
Community Association Management  
Real Estate Finance  
Real Estate Instruments  
Environmental Law  
Anti-trust Law  
Agency Law and Disclosure Requirements  
Property Management Activities

To qualify for a salesperson's real estate license in Georgia an applicant must:  
Georgia Real Estate Commission requirements for licensure. ([CLICK HERE](#))



*When*  
Tue Apr 7 06:00pm to 09:15pm



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

Covington

Register At [www.AmericanREU.net/classes](http://www.AmericanREU.net/classes)