



Class Schedule

Register At www.AmericanREU.net/classes



REAL SOCIAL- Intro to Social Media

Every Second:.....

48 Hours of Video uploaded to Youtube

571 Websites Created

3,600 Instagram Images Shared

47,000 Apps Downloaded from App Store

100,000 tweets

600,000+ items shared on Facebook

2,000,000 Google Search Queries

"It's Not the Strongest of the Species That Survive, Nor the Most Intelligent, But the Most Responsive to Change"
-Charles Darwin

One of our most popular classes - an introduction to Social Media for Real Estate professionals. This class is designed to teach agents the "Why?" real estate agents need to be active in Social Media. Packed with lots of statistics - tips and tools to get agents on the right path to growing their business with Social Media.



When

Wed Jul 29 11:00am to 02:00pm



Where

102 Regester Way Peachtree City, GA 30269
102 Regester Way Peachtree City, GA 30269 - ,



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 Jul 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 Jul 30 10:00am to 01:00pm



Where

Zoom LIVE Meeting
- Zoom LIVE Meeting,



Introduction to Connect MLS

Agents will learn about the Georgia's public records, CRS, certified residential specialists. We will teach you how to use the valuable information found in statewide public property record data to research ownership, sales data and property tax information. Find out more about obtaining comparable property information and evaluating three pricing models when preparing a listing presentation or sales offer.



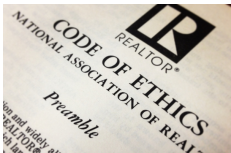
When

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



Where

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



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 Aug 13 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 Aug 24 06:00pm to 09:00pm



Where

Zoom LIVE Meeting
- Zoom LIVE Meeting,



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When

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



Where

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

Covington



Millennial Movement Into Homebuying

Millennials are now the largest group of homebuyers in our market. Millennials are the most tech savvy and socially connected generation ever. As real estate professionals, we need to know what they want and what makes them tick. This class uncovers the facts and myths of this diverse group of homebuyers and prepares real estate professionals to grow their business in the new millennium.

This course shows you how Millennials, also known as the Generation Y, are starting to shape the way real estate business is done. Learn how they are using technology to transform the home buying process.



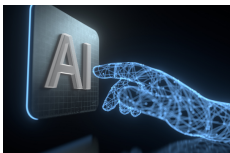
When

Wed Aug 26 11:00am to 02:00pm



Where

1799 Klondike Rd SW, Conyers, GA 30094
1799 Klondike Rd SW, Conyers, GA 30094 - ,



The AI Advantage: Real Estate Technology

The AI Advantage: Real Estate Technology course is designed to equip real estate professionals with the knowledge and practical skills needed to leverage artificial intelligence in today's fast-evolving market. This course provides a comprehensive introduction to AI tools and technologies that are transforming how agents generate leads, market properties, analyze data, and serve clients.

Participants will explore how AI enhances property valuation, predictive analytics, and market trend forecasting, allowing agents to make more informed decisions and deliver higher-value insights to clients.

Through hands-on examples and guided exercises, students will learn how to:

Utilize AI tools for lead generation and prospecting

Create compelling listing descriptions and marketing materials using AI

Analyze market data and pricing trends more efficiently

Automate repetitive tasks while maintaining a personalized client experience

Implement ethical and compliant AI practices, including data privacy and bias awareness

By the end of this course, participants will have a clear understanding of how to integrate AI into their daily business operations, positioning themselves as forward-thinking professionals with a competitive advantage in the real estate industry.



When

Thu Sep 10 11:00am to 02:00pm



Where

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



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

Thu Sep 17 11:00am to 02:00pm



Where

Cresswind at Spring Haven
24 Catalina Court - Newnan, GA



GA Real Estate Broker Pre-License Course

Are you ready to move on to the next level in your real estate career?

Broker Prelicense introduces the fundamentals of real estate from the salesperson's pre-license course.

Also addresses brokerage management with additional lessons on office operations, broker responsibilities, financial management and government regulations.

Georgia Real Estate Commission requirements for licensure. ([CLICK HERE](#))



When

Mon Sep 21 09:00am to 04:00pm



Where

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



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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 Sep 22 11:00am to 02:00pm



Where

Cresswind Twin Lakes Clubhouse
218 Cresswind Way - Hoschton, GA



Fair Housing for the Real Estate Professional

Don't be fooled by a smile & a handshake. Learn to recognize the signs of discrimination in various real estate services. Focus on the Fair Housing Act will help real estate professionals understand their rights and obligations under the law.



When

Thu Sep 24 10:00am to 01:00pm



Where

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



Broker Shall Be Deemed Responsible Unless...

According to GA License Law & the GREC Rules & Regs, the Broker is deemed responsible for any & all actions (including violations) of all of their affiliated licensees.

That's a lot of pressure. The question is oftentimes asked – “why would anyone want to be a broker or qualifying broker?” Well, the answer is found by taking a deep dive into a very important section of the GA Real Estate License Law, OGGA 43-40-18 - Firm Management - which outlines the necessary steps, requirements & practices for a broker/qualifying broker to protect themselves & to ensure that their affiliated licensees are maintaining those license-law-described attributes of “honesty, trustworthiness, integrity & competence” that are expected of all real estate licensees in Georgia. This course will also delve into firm management as referenced in the GREC Rules & Regs.



When

Tue Sep 29 10:00am to 01:00pm



Where

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



GA Real Estate Salesperson Evening Course in Griffin, GA

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

Mon Oct 5 06:00pm to 10:00pm



Where

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



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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



Probate Property Specialist

This six (6) hour Certification course is designed to provide real estate professionals with a comprehensive understanding of the probate process and how to successfully navigate working with probate properties and grieving families. This course will discuss what probate is and how real estate professionals can be an integral part of helping families through a sometimes difficult process.

Students will learn how to explain the probate process and how it impacts real estate professionals, identify and apply the relevant laws and regulations regarding probate sales, successfully market and list probate properties, work effectively with lawyers, executors, and other professionals, navigate the ethical and emotional challenges of working with grieving families, better understand the paperwork that is required during the probate process and how to avoid common pitfalls of the probate process.

Additionally, a real estate professional with this training can help a grieving family to sell their loved one's home quickly and for a fair price. This can help the family to alleviate financial stress and move on with their lives; A real estate professional with this training can help a probate executor to navigate the complex legal process of selling an estate property. This can save the executor time and money, and help to ensure that the estate is settled in a timely manner; and a real estate professional with this training can help to protect the interests of minor or incapacitated beneficiaries of a probate estate. This can help to ensure that the beneficiaries receive the assets that they are entitled to.

Overall, the Probate Property Specialist course helps to make the probate process more efficient and compassionate for everyone involved. This benefits the community by reducing stress for grieving families, protecting the interests of beneficiaries, and supporting the local economy.



When

Wed Nov 4 09:00am to 04:00pm



Where

Fayette County Board of REALTORS®

101 Devant St, STE 706 - Fayetteville, GA



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When

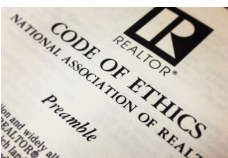
Thu Nov 12 11:00am to 02:00pm



Where

Cresswind Twin Lakes Clubhouse

218 Cresswind Way - Hoschton, GA



REALTOR® Code of Ethics

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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



REALTOR® SAFETY

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Motivate real estate professionals to realize their exposure to risks.

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



When

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



Where

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

Covington



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



Where

Zoom LIVE Meeting
- 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

Register At www.AmericanREU.net/classes