



Marshall McCart Class Schedule

Register At www.AmericanREU.net/classes



Historic Property Specialist

Properties that possess architectural and/or cultural significance related to their community's past can present unique challenges and opportunities when being bought and sold. An Historic Property Specialist is able to educate clients on their stewardship responsibilities and the resources available to help them as a means of successfully positioning these irreplaceable treasures to be passed down to future generations.

Real Estate Professionals should inherently have a moral obligation to care about the beauty and quality of the built environment, and historic properties should be the beating heart of this effort.

A Real Estate Practitioner is only as good as the information & knowledge they possess, and this is particularly true when it comes to the concept of Historic Properties. This course will cover concepts such as construction terms and component features; architecture & design styles; Historic property preservation and government Entities; navigating the process of listing & marketing as well as Real Estate best practices and the legalities involved.

Upon completion of the course, participants will receive a Completion Certificate to display in their office as well as the Historic Properties logo to use in e-mail signatures and marketing and will have the opportunity to have assistance from our Historic Property Experts.

Topics for Discussion:

- Design Features
- Roof Types
- Siding Types & Components
- Door Types & Definitions
- Window Types & Definitions
- Siding Types & Components
- Foundation Types
- Architectural Styles
- Design Types

This course is approved for CE credit in Georgia & South Carolina.



When

Wed May 13 10:00am to 02:00pm



Where

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

Covington



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

Mon May 18 06:00pm to 09:00pm



Where

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

Covington



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Mon May 18 06:00pm to 09:00pm



Where

Zoom LIVE Meeting
- Zoom LIVE Meeting,



Pricing Property to Sell

3-Hour Continuing Education Course

Pricing a property correctly is one of the most important skills a real estate agent can develop.

Price it right, and you create momentum. Price it wrong, and you risk longer days on market, price reductions, and frustrated sellers.

This course gives you a practical framework for pricing residential property in today's market. You'll learn how to build a solid CMA, understand supply and demand, recognize common pricing mistakes, and communicate pricing strategy with confidence during listing appointments.

You'll also explore how pricing shifts in seller's, buyer's, and balanced markets—and how small adjustments can make a major difference in results.

Whether you are a newer agent who wants more confidence or an experienced agent looking to sharpen your strategy, this course will strengthen your pricing skills and prepare you for deeper pricing education, including the PSA (Pricing Strategy Advisor) certification.

Walk away with tools you can use immediately on your next listing.



When

Thu May 21 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 May 21 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
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 May 28 10:00am to 01:00pm



Where

American Real Estate University LIVE -

1123 Church Street - Suite 103 - Covington, GA

Covington



GEORGIA LICENSE LAW

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When

Thu May 28 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

Sat Jun 6 09:00am to 04:15pm



Where

American Real Estate University LIVE -

1123 Church Street - Suite 103 - Covington, GA

Covington



Operating a Real Estate Brokerage in GA Broker CE

This 3 hour Broker CE class is built to meet Georgia Real Estate Commission's updated requirements effective July 1, 2025. Designed for associate brokers, brokers, and qualifying brokers, it covers key aspects of managing a real estate business and qualifies as Broker CE credit.

Key Topics Covered:

-Training & Supervising Licensees: Best practices for onboarding, mentoring, and supervising sales associates. Includes compliance strategies to maintain accountability and ethical standards.

-Reviewing Brokerage Agreements: In-depth guidance on drafting and evaluating brokerage agreements. Covers essential clauses and legal considerations to protect both the firm and clients.

-Managing a Firm Efficiently: Covers day to day operations like office policies, risk management, compliance systems, and staff oversight to run a profitable brokerage.



When

Tue Jun 23 01:00pm to 04:00pm



Where

Fayette County Board of REALTORS®

101 Devant St, STE 706 - Fayetteville, GA



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)

Covington



When
Tue Jul 21 06:00pm to 09:15pm



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



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

Register At www.AmericanREU.net/classes