

## Marshall McCart Class Schedule

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

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### 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*

Wed Jan 21 06:00pm to 09:00pm



*Where*

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

Covington

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*When*

Wed Jan 21 06:00pm to 09:00pm



*Where*

Zoom LIVE Meeting  
- Zoom LIVE Meeting,



### RE Forms 101

There are thousands of real estate agents in Georgia who are not members of their local Board of Realtors & therefore do not have license to use GAR Forms so it is imperative for ALL real estate practitioners in our state to have at least a basic familiarity with the RE Forms that these non-Board professionals use as we must always remember the GA License Law, GREC 520 & BRRETA mandate of:

"Present ALL Offers!"

Specifically, this course will cover the RE Forms Purchase & Sale Agreement, Exclusive Right to Sell & Exclusive Buyer's Brokerage Agreement as well as several other forms including but not limited to Amendment to Agreement, Seller's Property Disclosure, Commission Acknowledgement (Instructions to Closing Attorney) & Lease Agreement.

No matter whether a Board or non-Board member, this class will be very informative for all those who take it.



*When*

Tue Jan 27 10:00am to 01:30pm

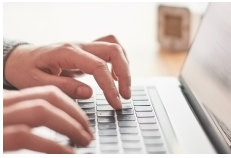


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## GEORGIA LICENSE LAW

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](http://AmericanREU.net)



*When*

Thu Jan 29 10:00am to 01:30pm



*Where*

Zoom LIVE Meeting

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*When*  
Thu Feb 12 10:00am to 01:30pm



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

Covington



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*When*  
Thu Feb 12 10:00am to 01:30pm



*Where*  
Zoom LIVE Meeting  
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## 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 Feb 19 10:00am to 01:30pm



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

Covington



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*When*

Thu Feb 26 10:00am to 01:30pm



*Where*

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

Covington



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*When*

Thu Feb 26 10:00am to 01:30pm



*Where*

Zoom LIVE Meeting  
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## Contract Writing 101 - GA

Mastering the Art of the Residential Real Estate Contract

Whether you're a new agent looking to build a strong foundation or a seasoned professional ready for a refresher, this course is designed to take your contract-writing skills to the next level. In this in-depth, hands-on course, we will do a line-by-line breakdown of the primary GAR (Georgia Association of REALTORS®) residential contract forms used in real estate transactions across Georgia. Our goal is to help you not just complete a contract—but to understand it inside and out. Through detailed discussions, real-world examples, and expert guidance, you'll gain a deeper understanding of:

- The structure and intent of key GAR contract forms
- How to write technically accurate and legally compliant contracts
- Common mistakes that lead to legal issues—and how to avoid them
- Best practices for protecting your clients and your business
- How to explain contract terms clearly to buyers and sellers

By the end of this course, you'll walk away with the confidence to write contracts that are not only correct, but also

effective in representing your clients' interests. Everyone is welcome—whether you're brand new to the business or just looking to sharpen your skills. Laptops are NOT required. Just bring your curiosity and a willingness to dive deep into the forms that form the foundation of every successful transaction.



*When*

**Tue Mar 24 10:00am to 01:00pm**



*Where*

**Newnan-Coweta Board of REALTORS®**  
75 Jackson Street, Suite 400 - Newnan, GA



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*When*

**Thu Mar 26 10:00am to 01:30pm**



*Where*

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

Covington



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*When*

**Thu Mar 26 10:00am to 01:30pm**



*Where*

**Zoom LIVE Meeting**  
- Zoom LIVE Meeting,



## GA Broker Responsibilities & Compliance - BROKER CE -

Course Description:

This course provides a practical overview of the responsibilities and legal obligations of real estate brokers in Georgia. Designed for current and aspiring brokers, the class focuses on compliance with Georgia License Law, Brokerage

Relationships in Real Estate Transactions Act (BRRETA), and the Georgia Real Estate Commission's rules and regulations.

Key topics include:

- Broker supervision requirements
- Handling trust accounts and earnest money
- Advertising rules and team guidelines
- Managing licensees and independent contractor agreements
- Risk management and complaint resolution
- Office policy development and enforcement

The course includes real-world scenarios, case studies, and recent disciplinary cases to help participants understand how to maintain a compliant and ethical brokerage operation. By the end of the course, brokers will have a clearer understanding of their duties and how to reduce legal and regulatory risk in their daily business.

Who Should Attend:

This course is ideal for Georgia licensed brokers, associate brokers, and broker candidates preparing for leadership in real estate.



*When*

Thu Apr 2 10:00am to 01:00pm



*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](#))



*When*

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



*Where*

American Real Estate University LIVE -

1123 Church Street - Suite 103 - Covington, GA

Covington





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*When*

Thu Apr 23 10:00am to 01:30pm



*Where*

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

Covington



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*When*

Thu Apr 23 10:00am to 01:30pm



*Where*

Zoom LIVE Meeting  
- Zoom LIVE Meeting,



## 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



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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:  
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*When*

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



*Where*

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1123 Church Street - Suite 103 - Covington, GA

Covington



## 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

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