

## Marshall McCart Class Schedule

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

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### 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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### 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 Jun 25 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 Jun 25 10:00am to 01:00pm



*Where*

Zoom LIVE Meeting  
- Zoom LIVE Meeting,



## 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*

Tue Jul 7 06:00pm to 09:00pm



*Where*

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

Covington



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*When*

Tue Jul 7 06:00pm to 09:00pm



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



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

Covington



## 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.

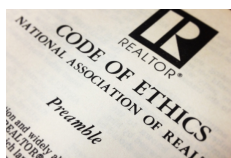


*When*  
Thu Jul 23 10:00am to 01:00pm



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

Covington



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*When*  
Thu Jul 30 10:00am to 01:00pm



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



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*When*  
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*Where*  
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## 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, OGGGA 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](http://www.AmericanREU.net/classes)