



## Class Schedule

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

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### 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



### AI Revolution in Real Estate

Explore the exciting intersection of Artificial Intelligence (AI) and real estate in this beginner-friendly class. Whether you're a budding real estate agent or simply interested in how AI is transforming the property market, this course will provide you with a foundational understanding of AI's impact on both professionals and the public. Discover the practical applications, benefits, and potential pitfalls of AI in real estate.



*When*

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



*Where*

Kingston  
Kingston - ,



### 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

Wed Nov 12 06:00pm to 09:00pm



Where

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



## 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

Thu Nov 13 11:00am to 02:00pm



Where

Hamilton Lakes  
2650 Ozora Church Rd, Loganville, GA 30052 - ,



## 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.



When

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



Where

Charleston Trident Association of  
5006 Wetland Crossing Drive - North Charleston, SC

REALTORS®



## 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 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,



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



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



## AI Revolution in Real Estate

Explore the exciting intersection of Artificial Intelligence (AI) and real estate in this beginner-friendly class. Whether you're a budding real estate agent or simply interested in how AI is transforming the property market, this course will provide you with a foundational understanding of AI's impact on both professionals and the public. Discover the practical applications, benefits, and potential pitfalls of AI in real estate.



*When*  
Thu Dec 11 11:00am to 02:00pm



*Where*  
Kingston  
Kingston - ,



## 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



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



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

Covington



## 2026 GAR Contract Updates in Georgia

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*  
Mon Dec 15 01:00pm to 04:00pm



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



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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 Dec 18 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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9. LICENSEES ACTING AS PRINCIPALS ... Read more at AmericanREU.net



When

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



Where

Zoom LIVE Meeting  
- Zoom LIVE Meeting,



## 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 Jan 5 06:00pm to 10:00pm



Where

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



## GA Real Estate Salesperson Evening Course

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- 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



## GA Real Estate Salesperson Evening Course

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- 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

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