



Class Schedule

Register At www.AmericanREU.net/classes



Your Mobile Toolbox: How to Use Internet in Your Real Estate Business

Join us in our new Mobile Toolbox where we will take a deep dive on the "how to's" in a hands-on workshop style class. You will learn about & learn how to use some of the most popular apps for your real estate business. These apps will make your work life more efficient, manageable, and effective. Yes, you can use your phone during class. We highly encourage it! Just make sure it is charged and ready to go.



When

Mon Sep 28 11:00am to 02:00pm



Where

Habersham EMC

6135 GA-115 - Clarksville, 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

Zoom LIVE Meeting

- Zoom LIVE Meeting,



G.R.E.A.T. Training



When

Thu Oct 1 06:00pm to 09:00pm



Where

Real Estate School of Georgia

246 O'Dell Rd Suite 1 - Griffin, 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



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

Tue Oct 6 10:00am to 01:00pm



Where

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



GA Real Estate Salesperson Evening Course

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Anti-trust Law
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When
Tue Oct 6 06:00pm to 09:15pm



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

Covington



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When
Wed Oct 7 10:00am to 01:00pm



Where
Watkins Real Estate Associates - Woodstock
665 Molly Lane, Ste 100 - Woodstock, GA



Mortgage Fundamentals



When
Thu Oct 8 10:00am to 01:00pm



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



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
Mon Oct 12 06:00pm to 09:00pm



Where
Zoom LIVE Meeting
- Zoom LIVE Meeting,



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Mon Oct 12 06:00pm to 09:00pm



Where

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

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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

Tue Oct 13 11:00am to 02:00pm



Where

1876 Kingsmere Run Dr, Loganville, GA 30052
1876 Kingsmere Run Dr - Loganville, GA



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

Thu Oct 22 10:00am to 01:00pm



Where

Zoom LIVE Meeting
- Zoom LIVE Meeting,



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When

Thu Oct 22 10:00am to 01:00pm



Where

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

Covington



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



When

Thu Oct 29 10:00am to 01:00pm



Where

Zoom LIVE Meeting

- Zoom LIVE Meeting,



GEORGIA LICENSE LAW

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When

Thu Oct 29 10:00am to 01:00pm



Where

American Real Estate University LIVE -

1123 Church Street - Suite 103 - Covington, GA

Covington



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



GEORGIA LICENSE LAW

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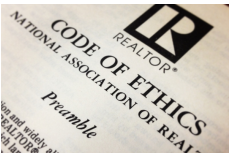
When

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



Where

Cresswind Twin Lakes Clubhouse
218 Cresswind Way - Hoschton, GA



REALTOR® Code of Ethics

- 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 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

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 Nov 30 10:00am to 01:00pm



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

Covington



REALTOR® SAFETY

PUTTING REALTOR® SAFETY FIRST: SAFETY STRATEGIES FOR THE MODERN REALTOR®

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When
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