



Class Schedule

Register At www.AmericanREU.net/classes



Broker Responsibilities and Compliance in New Developments and New Construction

This course is designed to help real estate brokers understand their key responsibilities when working with new developments and new construction transactions. Topics will include broker oversight, compliance requirements, risk management, contract considerations, agent supervision, and best practices for navigating builder relationships and protecting clients throughout the construction process. This class will provide practical knowledge to help brokers stay compliant while confidently managing transactions in the evolving new construction market.



When

Wed Jun 17 10:00am to 01:00pm



Where

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



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

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



Where

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

Covington




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*
Thu Jun 18 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*
Thu Jun 18 11:00am to 02:00pm


 *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*
Tue Jun 23 11:00am to 02:00pm

 *Where*
245 Loucst Rd locust Grove
245 Loucst Rd - ,



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



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 Jun 24 11:00am to 02:00pm



Where

7632 Capps Ridge Ln 30135

7632 Capps Ridge Ln - Douglasville, 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

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



Where

American Real Estate University LIVE -

1123 Church Street - Suite 103 - Covington, GA

Covington



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 Jun 25 10:00am to 01:00pm



Where

Zoom LIVE Meeting

- Zoom LIVE Meeting,



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
Mon Jun 29 11:00am to 02:00pm



Where
311 Somerville Athens, Georgia
311 Somerville Athens, Georgia - ,



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 Jun 30 11:00am to 02:00pm



Where
e 2941 Hog Mountain Rd. NE Dacula, GA
e 2941 Hog Mountain Rd. NE Dacula, GA 30019. - ,

30019.



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



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
Zoom LIVE Meeting
- Zoom LIVE Meeting,



App-Savvy Real Estate: Optimizing Mobile Tools, Maximizing Value for All

Explore the world of real estate's digital transformation in this beginner's insightful 3-hour continuing education course. Designed for individuals, learn to wield mobile apps effectively for property search, financial calculations, communication, and data-driven decisions. Discover how to amplify value in your real estate journey through hands-on app strategies.



When
Wed Jul 8 11:00am to 02:00pm



Where
600 Marimba Pike, McDonough, GA 30253
600 Marimba Pike, McDonough, GA 30253 - ,



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 Jul 9 11:00am to 02:00pm



Where

111 Maplewood Lane Rockdale County
111 Maplewood Lane Rockdale County Conyers GA

Conyers GA 30094
30094 - ,



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 Jul 13 06:00pm to 10:00pm



Where

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



Deal Killers

Take a peek behind the scenes of the various components of the mortgage process and what can potentially kill deals. Learn how we, as real estate professionals, can prevent these issues from the beginning. Understand how to educate the consumer/buyer/seller on how to avoid and/or overcome various credit policies, regulations, and laws. You will better understand fraud identification, predatory lending, and fair housing laws as well as where to report to the authorities.

- Are you aware of the recent guideline changes as they relate to COVID-19?
- Do you know how much in closing costs the seller can pay for certain mortgage structures?
- Do you know all the mortgage structures available for "outside of the box" scenarios?
- Do you know the "Buying Personalities" of homebuyers in today's market?
- Do you know how to reach these "Buying Personalities" in your marketing efforts?

Not only do you NEED to know this information; but you must be able to communicate this information to prospective buyers/sellers. This is imperative for you to survive the upcoming market.



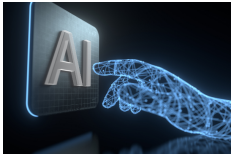
When

Tue Jul 14 10:00am to 01:00pm



Where

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



The AI Advantage: Real Estate Technology

The AI Advantage: Real Estate Technology course is designed to equip real estate professionals with the knowledge and practical skills needed to leverage artificial intelligence in today's fast-evolving market. This course provides a comprehensive introduction to AI tools and technologies that are transforming how agents generate leads, market properties, analyze data, and serve clients.

Participants will explore how AI enhances property valuation, predictive analytics, and market trend forecasting, allowing agents to make more informed decisions and deliver higher-value insights to clients.

Through hands-on examples and guided exercises, students will learn how to:

- Utilize AI tools for lead generation and prospecting
- Create compelling listing descriptions and marketing materials using AI
- Analyze market data and pricing trends more efficiently
- Automate repetitive tasks while maintaining a personalized client experience
- Implement ethical and compliant AI practices, including data privacy and bias awareness

By the end of this course, participants will have a clear understanding of how to integrate AI into their daily business operations, positioning themselves as forward-thinking professionals with a competitive advantage in the real estate industry.



When

Tue Jul 14 11:00am to 02:00pm



Where

45 Geranium Lane 30016
45 Geranium Lane 30016 - ,



App-Savvy Real Estate: Optimizing Mobile Tools, Maximizing Value for All

Explore the world of real estate's digital transformation in this beginner's insightful 3-hour continuing education course. Designed for individuals, learn to wield mobile apps effectively for property search, financial calculations, communication, and data-driven decisions. Discover how to amplify value in your real estate journey through hands-on app strategies.



When

Wed Jul 15 11:00am to 02:00pm



Where

Southern Event Center, 232 S. 10th Street,
Southern Event Center, 232 S. 10th Street, Griffin,

Griffin, GA 30224
GA 30224 - ,



Advanced connectMLS

Take your MLS skills to the next level with Advanced connectMLS™, a FREE 3-hour continuing education class designed for Georgia MLS members who are already familiar with connectMLS and want to dive deeper into its powerful features. This course will explore advanced tools, efficiencies, and best practices to help you work smarter and more effectively in today's market.



When

Thu Jul 16 10:00am to 01:00pm



Where

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

Covington



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)

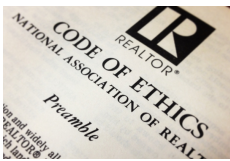


When
Tue Jul 21 06:00pm to 09:15pm



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.

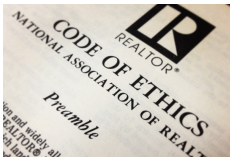


When
Thu Jul 23 10:00am to 01:00pm



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

Covington



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
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 Jul 30 10:00am to 01:00pm



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

Covington



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 Jul 30 10:00am to 01:00pm



Where
Zoom LIVE Meeting
- Zoom LIVE Meeting,



Introduction to Connect MLS

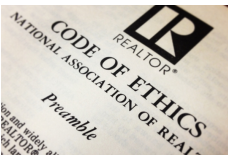
Agents will learn about the Georgia's public records, CRS, certified residential specialists. We will teach you how to use the valuable information found in statewide public property record data to research ownership, sales data and property tax information. Find out more about obtaining comparable property information and evaluating three pricing models when preparing a listing presentation or sales offer.



When
Thu Jul 30 01:00pm to 04:00pm



Where
Fayette County Board of REALTORS®
101 Devant St, STE 706 - Fayetteville, 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 Aug 13 01:00pm to 04:00pm



Where
Fayette County Board of REALTORS®
101 Devant St, STE 706 - Fayetteville, 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 Aug 24 06:00pm to 09:00pm



Where

Zoom LIVE Meeting

- Zoom LIVE Meeting,



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 Aug 24 06:00pm to 09:00pm

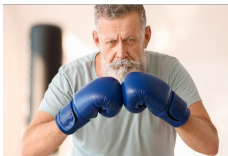


Where

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

Thu Sep 17 11:00am to 02:00pm



Where

Cresswind at Spring Haven

24 Catalina Court - Newnan, GA



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 Sep 22 11:00am to 02:00pm



Where

Cresswind Twin Lakes Clubhouse

218 Cresswind Way - Hoschton, GA



Fair Housing for the Real Estate Professional

Don't be fooled by a smile & a handshake. Learn to recognize the signs of discrimination in various real estate services. Focus on the Fair Housing Act will help real estate professionals understand their rights and obligations under the law.



When

Thu Sep 24 10:00am to 01:00pm



Where

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



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



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

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:

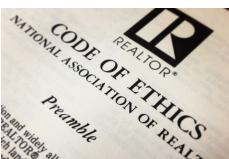
1. THE EFFECTS ON LICENSE STATUS BY A LICENSEE OF PROHIBITED CONDUCT
2. REQUIREMENTS OF A QUALIFYING BROKER AND LICENSEE UPON TRANSFER
3. REQUIREMENTS CONCERNING TRUST OR ESCROW ACCOUNTS
4. UNFAIR TRADE PRACTICES
5. BROKERAGE RELATIONSHIPS
6. MANAGEMENT RESPONSIBILITIES OF REAL ESTATE FIRMS
7. ADVERTISING
8. HANDLING REAL ESTATE TRANSACTIONS
9. LICENSEES ACTING AS PRINCIPALS ... Read more at AmericanREU.net



When
Thu 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



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 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®

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

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