

In-Class Continuing Education

24 Hours of Real Estate Continuing Education Required Each Four-Year Renewal Period

- All active licensees (with license number above 100,000) must complete at least 24 hours of approved continuing education coursework during each four year renewal period.
- Any licensee who seeks to activate a license which has been on inactive status for two (2) years or longer shall be required to attend a Commission approved course or courses of study totaling at least six (6) hours for each year the license was on inactive status.

Georgia MLS Training Institute offers a variety of in-class continuing education courses to meet these requirements. Classes are taught at our Metro Atlanta training centers by approved, qualified instructors in a professional classroom environment. Fulfilling your requirement is easy! Choose the number of classes you attend based on the number of hours you need. (See schedule on the following pages.)

Whether you are a new or seasoned agent, these courses includes up-to-date and relevant topics to help you in your real estate business!

Courses Include:

Real Estate Basics

The Nuts and Bolts of Real Estate

Up and Away, The Superstar Way

You can fax, mail or bring the attached enrollment form to any of our Metro Atlanta locations.

The Georgia MLS Training Institute is approved by the Georgia Real Estate Commission to offer real estate continuing education, sales postlicense and prelicense courses. The school's approval code is 228 and the renewal date is December 31, 2015. In order to receive credit for the in-class courses you must:

- Be on time and in class for all instruction.
- Sign class roster before each session.

GAMLS Corporate
1414 Montreal Road
Tucker, Georgia 30084
770-493-9000
770-621-2211 Fax

**GAMLS Training Institute
@ Metro South Association
of REALTORS®(MSAR)**
1671 Adamson Parkway
Morrow, Georgia 30260
770-961-2203

**GAMLS Training Institute
@ Northeast Atlanta Metro
Association of
REALTORS®(NAMAR)**
2145 Duluth Hwy.
Duluth, Georgia 30097
770-493-9000

**GAMLS Training Institute
@ Cherokee Association of
REALTORS®(CAOR)**
1600 River Park Blvd.
Suite 104
Woodstock, Georgia 30188
770-493-9000

Toll Free 1-800-289-1214

www.GeorgiaRealEstateSchool.com

REAL ESTATE BASICS

It's real estate boot camp time! Learn the basics necessary to start a successful real estate career. This is an excellent course for both new and experienced agents.

Topics include:

- Prospecting and Marketing – listing and selling
- Seller Agency – representing the seller
- Truth or Consequences – disclosures
- CMA vs. Appraisal – what is it worth?
- Buyer Agency – representing the buyer
- Handling Earnest Money – whose money is this?
- GAR Contracts – using revised forms
- Exhibits and Amendments – adding & changing

The 24-hour class meets from 9:00 AM to 4:00 PM.

The 3-hour classes meet from 9:00 AM to 12:00 PM or 1:00 PM to 4:00 PM.

THE NUTS AND BOLTS OF REAL ESTATE

Learn about the basic, essential elements to start a successful real estate career.

Topics include:

- Business planning
- Listing presentation
- Advertising
- Prospecting
- Buyer counseling

This 24-hour class meets during the day from 9:00 AM to 4:30 PM.

UP AND AWAY, THE SUPERSTAR WAY



Boost your business using successful prospecting, a realistic business plan, an effective listing presentation and a solid understanding of the GAR forms.

Topics include:

- On Your Mark, Get Set, GO(als)
- Getting Lucky with Leads
- Prospecting for Gold
- A Clinical Look at Listings
- The Listing Presentation with Pizzazz
- A GAR Forms Review

This 24-hour class meets from 6:00 PM to 9:30 PM.

GAMLS Corporate
1414 Montreal Road
Tucker, Georgia 30084
770-493-9000
770-621-2211 Fax

GAMLS Training Institute
@ Metro South Association
of REALTORS®(MSAR)
1671 Adamson Parkway
Morrow, Georgia 30260
770-961-2203

GAMLS Training Institute
@ Northeast Atlanta Metro
Association of
REALTORS®(NAMAR)
2145 Duluth Hwy.
Duluth, Georgia 30097
770-493-9000

GAMLS Training Institute
@ Cherokee Association of
REALTORS®(CAOR)
1600 River Park Blvd.
Suite 104
Woodstock, Georgia 30188
770-493-9000

2012 SCHEDULE OF IN-CLASS CONTINUING EDUCATION

Georgia MLS Corporate Center • 1414 Montreal Road • Tucker, GA 30084 • 770-493-9000

CLASS TITLE	DATE	TIME	CREDIT	COST
Real Estate Basics	Feb 21, 23 and Feb 28, Mar 1 (Tu/Th)	9:00 AM – 4:00 PM	24 hours	\$145
Prospecting and Marketing	Feb 21	9:00 AM – 12:00 PM	3 hours	\$40
Seller Agency	Feb 21	1:00 PM – 4:00 PM	3 hours	\$40
Truth or Consequences	Feb 23	9:00 AM – 12:00 PM	3 hours	\$40
CMA vs. Appraisal	Feb 23	1:00 PM – 4:00 PM	3 hours	\$40
Buyer Agency	Feb 28	9:00 AM – 12:00 PM	3 hours	\$40
Handling Earnest Money	Feb 28	1:00 PM – 4:00 PM	3 hours	\$40
GAR Contracts Course	Mar 1	9:00 AM – 12:00 PM	3 hours	\$40
Exhibits and Amendments	Mar 1	1:00 PM – 4:00 PM	3 hours	\$40

Metro South Association of REALTORS® (MSAR) • 1671 Adamson Parkway • Morrow, GA 30260

CLASS TITLE	DATE	TIME	CREDIT	COST
Real Estate Basics	Mar 20, 22 and Mar 27, 29 (Tu/Th)	9:00 AM – 4:00 PM	24 hours	\$145
Prospecting and Marketing	Mar 20	9:00 AM – 12:00 PM	3 hours	\$40
Seller Agency	Mar 20	1:00 PM – 4:00 PM	3 hours	\$40
Truth or Consequences	Mar 22	9:00 AM – 12:00 PM	3 hours	\$40
CMA vs. Appraisal	Mar 22	1:00 PM – 4:00 PM	3 hours	\$40
Buyer Agency	Mar 27	9:00 AM – 12:00 PM	3 hours	\$40
Handling Earnest Money	Mar 27	1:00 PM – 4:00 PM	3 hours	\$40
GAR Contracts Course	Mar 29	9:00 AM – 12:00 PM	3 hours	\$40
Exhibits and Amendments	Mar 29	1:00 PM – 4:00 PM	3 hours	\$40

Cherokee Association of REALTORS® (CAOR) • 1600 River Park Blvd., Ste. 104 • Woodstock, GA 30188

CLASS TITLE	DATE	TIME	CREDIT	COST
Real Estate Basics	Apr 10, 12 and Apr 17, 19 (Tu/Th)	9:00 AM – 4:00 PM	24 hours	\$145
Prospecting and Marketing	Apr 10	9:00 AM – 12:00 PM	3 hours	\$40
Seller Agency	Apr 10	1:00 PM – 4:00 PM	3 hours	\$40
Truth or Consequences	Apr 12	9:00 AM – 12:00 PM	3 hours	\$40
CMA vs. Appraisal	Apr 12	1:00 PM – 4:00 PM	3 hours	\$40
Buyer Agency	Apr 17	9:00 AM – 12:00 PM	3 hours	\$40
Handling Earnest Money	Apr 17	1:00 PM – 4:00 PM	3 hours	\$40
GAR Contracts Course	Apr 19	9:00 AM – 12:00 PM	3 hours	\$40
Exhibits and Amendments	Apr 19	1:00 PM – 4:00 PM	3 hours	\$40

Northeast Atlanta Metro Association of REALTORS® (NAMAR) • 2145 Duluth Hwy. • Duluth, GA 30097

CLASS TITLE	DATE	TIME	CREDIT	COST
Real Estate Basics	May 1, 3 and May 8, 10 (Tu/Th)	9:00 AM – 4:00 PM	24 hours	\$145
Prospecting and Marketing	May 1	9:00 AM – 12:00 PM	3 hours	\$40
Seller Agency	May 1	1:00 PM – 4:00 PM	3 hours	\$40
Truth or Consequences	May 3	9:00 AM – 12:00 PM	3 hours	\$40
CMA vs. Appraisal	May 3	1:00 PM – 4:00 PM	3 hours	\$40
Buyer Agency	May 8	9:00 AM – 12:00 PM	3 hours	\$40
Handling Earnest Money	May 8	1:00 PM – 4:00 PM	3 hours	\$40
GAR Contracts Course	May 10	9:00 AM – 12:00 PM	3 hours	\$40
Exhibits and Amendments	May 10	1:00 PM – 4:00 PM	3 hours	\$40



2012 SCHEDULE OF IN-CLASS CONTINUING EDUCATION

Georgia MLS Corporate Center • 1414 Montreal Road • Tucker, GA 30084 • 770-493-9000

CLASS TITLE	DATE	TIME	CREDIT	COST
The Nuts and Bolts of Real Estate	Jun 4, 5, 6, 7	9:00 AM – 4:30 PM	24 hours	\$145

CLASS TITLE	DATE	TIME	CREDIT	COST
Up and Away, the Superstar Way	Oct 2, 4 / 9, 11 / 16, 18 / 23, 25	6:00 PM – 9:30 PM	24 hours	\$145
GAR Forms Review	Oct 25	6:00 PM – 9:30 PM	3 hours	\$40

Georgia MLS Training Institute offers a wide variety of continuing education to keep your real estate license current.

See additional flyers for in-class BPO, REO, Short Sales, Property Management, Leasing and Commercial Real Estate course schedules.

We also offer online courses for those who prefer to learn at their own pace.

Visit us online at www.GeorgiaRealEstateSchool.com for a complete list of in-class and online continuing education courses.



GAMLS Corporate
1414 Montreal Road
Tucker, Georgia 30084
770-493-9000
770-621-2211 Fax

GAMLS Training Institute
@ Metro South Association
of REALTORS®(MSAR)
1671 Adamson Parkway
Morrow, Georgia 30260
770-961-2203

GAMLS Training Institute
@ Northeast Atlanta Metro
Association of
REALTORS®(NAMAR)
2145 Duluth Hwy.
Duluth, Georgia 30097
770-493-9000

GAMLS Training Institute
@ Cherokee Association of
REALTORS®(CAOR)
1600 River Park Blvd.
Suite 104
Woodstock, Georgia 30188
770-493-9000

Toll Free 1-800-289-1214

www.GeorgiaRealEstateSchool.com

In-Class Continuing Education Enrollment Form



Class schedules vary. See attached for start dates and locations.

DAY COURSES	START DATE	LOCATION	TIME	CREDIT	COST
The Nuts & Bolts of Real Estate	_____	_____	9:00 AM – 4:30 PM	24 Hours	\$145
Real Estate Basics	_____	_____	9:00 AM – 4:00 PM	24 Hours	\$145
Prospecting and Marketing	_____	_____	9:00 AM – 12:00 PM	3 Hours	\$40
Seller Agency	_____	_____	1:00 PM – 4:00 PM	3 Hours	\$40
Truth or Consequences	_____	_____	9:00 AM – 12:00 PM	3 Hours	\$40
CMA vs. Appraisal	_____	_____	1:00 PM – 4:00 PM	3 Hours	\$40
Buyer Agency	_____	_____	9:00 AM – 12:00 PM	3 Hours	\$40
Handling Earnest Money	_____	_____	1:00 PM – 4:00 PM	3 Hours	\$40
2011 GAR Contracts Course	_____	_____	9:00 AM – 12:00 PM	3 Hours	\$40
Exhibits and Amendments	_____	_____	1:00 PM – 4:00 PM	3 Hours	\$40

NIGHT COURSES	START DATE	LOCATION	TIME	CREDIT	COST
The Nuts & Bolts of Real Estate	_____	_____	6:00 PM – 10:00 PM	24 Hours	\$145
Up and Away, the Superstar Way	_____	_____	6:00 PM – 9:30 PM	24 Hours	\$145
GAR Forms Review	_____	_____	6:00 PM – 9:30 PM	3 Hours	\$40

ADVANCE REGISTRATION REQUIRED.

Please Note: In order to receive continuing education credit, you must be ON TIME, SIGN THE ROSTER and REMAIN IN CLASS for the entire session.

REGISTRATION INFORMATION • INCOMPLETE FORMS WILL NOT BE ACCEPTED.

Date of Birth _____ Last Four of S.S.N. _____ Email Address _____

Name _____ R.E. License # _____

Address _____ City _____ State _____ Zip _____

County _____ Home Phone _____ Work Phone _____

PAYMENT INFORMATION

Please Make a Selection • Payment must accompany application

Cash _____ Check _____ MasterCard _____ Visa _____

Cardholder Name _____

Card Number _____ Exp. Date _____

Signature Required _____ Date _____

REFUND POLICY

24-hour course fees are non-refundable. Tuition is good for one (1) year from enrollment date. A transfer fee applies to students who need to reschedule. 3-hour course fees are non-refundable and non-transferable.

PAYMENT TOTAL:

FAX, MAIL OR BRING YOUR COMPLETED APPLICATION TO THE FOLLOWING LOCATION:

GAMLS Corporate
 1414 Montreal Road
 Tucker, Georgia 30084
770-493-9000
770-621-2211 Fax

Toll Free 1-800-289-1214

www.GeorgiaRealEstateSchool.com