

# Postlicense Education

Salespersons must complete a 25-hour postlicense course in their first year of licensure.

The course will conclude with a final examination administered by an approved school such as Georgia MLS Training Institute. All licensees on active or inactive, resident or nonresident status must meet this education requirement.

**IN-CLASS COURSES** Georgia MLS Training Institute offers day and night classes to accommodate your busy schedule. Our classes are taught by qualified and experienced instructors in a professional classroom environment. Choose between three in-class options:


## THE NUTS AND BOLTS OF REAL ESTATE

**25 Hours** **\$145**  
Learn about the essential elements to start a successful real estate career. Topics include: business planning, listing presentation, advertising, prospecting, and buyer counseling. Class meets from 9:00 AM to 4:30 PM.

## REAL ESTATE BASICS

**25 Hours** **\$145**  
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, seller agency, property disclosure, buyer agency, handling earnest money, GAR sales contracts and amendments. Class meets from 9:00 AM to 4:00 PM.

## UP AND AWAY, THE SUPERSTAR WAY

**25 Hours** **\$145**  
 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 and a GAR Forms Review. Class meets from 6:00 PM to 9:30 PM.

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, 2011. Each of these courses is approved for 25 hours of postlicense education credit. In order to receive credit for the in-class courses you must:


- Be on time and in class for the entire 25 hours of instruction.
- Sign class roster before each session.
- Maintain average and pass final exam with a 75 or higher.

**COMPUTER-BASED COURSES** Georgia MLS Training Institute offers online education via the Internet. Our courses allow you to learn at your own pace from the comfort of your home or office IBM compatible computer. Choose between four online options:

## ADVANCED TOPICS FOR NEW AGENTS

**25 Hours** **\$125**  
Topics include: property management, BRRETA (Agency Disclosure Law), consensual dual agency, tax benefits of home ownership, and tax-free exchanges of real estate.

## BUILD A SUCCESSFUL GEORGIA REAL ESTATE CAREER

**25 Hours** **Only \$99**  
 Topics include: prospecting and marketing, seller and buyer agency, CMA vs. appraisal, handling earnest money, mortgage fraud, and the Georgia contracts and amendments including the GAR Purchase and Sale Agreement F20. Course includes references and real-world examples authored by Greg Dunn who is a longtime member of the GAR Forms Committee and holds both the GRI and ABR designations.

## FINANCE AND SETTLEMENT PROCEDURES

**25 Hours** **\$125**  
Topics include: security instruments, primary and secondary mortgage markets, source of funds and the process of qualifying for and obtaining real estate loans. Procedures involved in settlement and practical exercises in real estate math are also covered.

## STARTING YOUR CAREER IN REAL ESTATE

**25 Hours** **\$125**  
Topics include: listing agreements, pricing property, property disclosure, home inspection, marketing, writing contracts, and sellers' costs.

### Minimum System Requirements:

- IBM PC Compatible Computer (450 MHz Intel Pentium II processor, or equivalent, and later)
- 128 megabytes (MB) of RAM
- Super VGA (800 x 600) or higher-resolution video adapter and monitor
- Internet connection (minimum 56Kbps required, high speed recommended)
- Printer (for course documentation and Student Affidavit)
- Microsoft Internet Explorer 5.5 or greater\*, Adobe Acrobat Reader 5.0 or greater\*, Flash Player plug-in\* (\*Free download available with course)

[www.GeorgiaRealEstateSchool.com](http://www.GeorgiaRealEstateSchool.com)

Toll Free 1-800-289-1214

postedu

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# Postlicense Education Course Enrollment Form



## IN-CLASS COURSES – ADVANCE REGISTRATION REQUIRED

**PLEASE NOTE:** In order to receive credit, you must be ON TIME, SIGN THE ROSTER and REMAIN IN CLASS for the entire session.

### The Nuts & Bolts of Real Estate – \$145

Day classes meet Monday – Thursday from 9:00 AM to 4:30 PM unless otherwise noted. Proctored exam required.

Corporate Day Class

\_\_\_\_\_ TBA

Center North Day Class

\_\_\_\_\_ Aug 30, 31, Sep 1, 2

### Real Estate Basics – \$145

Day classes meet Tu,Th/Tu,Th,F from 9:00 AM to 4:00 PM unless otherwise noted. Proctored exam required.

Corporate Day Class

\_\_\_\_\_ Aug 10, 12 / 17, 19, 20

\_\_\_\_\_ Nov 9, 11 / 16, 18, 19

Center South Day Class

\_\_\_\_\_ Oct 5, 7 / 12, 14, 15

### Up and Away, the Superstar Way – \$145

Night classes meet on Tuesday and Thursday from 6:00 PM to 9:30 PM unless otherwise noted. Proctored exam required.

Corporate Night Class

\_\_\_\_\_ Oct 12, 14 / 19, 21 / 26, 28 / Nov 2, 4

South Night Class

\_\_\_\_\_ TBA

## COMPUTER-BASED COURSES – PROCTORED EXAM REQUIRED

**PLEASE NOTE:** Internet access required for course completion. • If required, your password will default to the last four digits of your S.S.N.

| SELECT: | COURSE TITLE:                                 | VENDOR:             | COST:             |
|---------|---|---------------------|-------------------|
| _____   | Advanced Topics for New Agents                | Cengage CompuTaught | \$125             |
| _____   | Build a Successful Georgia Real Estate Career | Americas Best       | <b>Sale!</b> \$99 |
| _____   | Finance and Settlement Procedures             | Cengage CompuTaught | \$125             |
| _____   | Starting Your Career in Real Estate           | Cengage CompuTaught | \$125             |

## 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

In-class 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.

Postlicense computer-based courses are non-refundable and non-transferable. Course must be completed within 180 days from the date of purchase.

## FAX, MAIL OR BRING YOUR COMPLETED APPLICATION TO ONE OF THE FOLLOWING LOCATIONS:

**GAMLS Corporate**

1414 Montreal Road  
Tucker, Georgia 30084  
**770-493-9000**  
**770-621-2211 Fax**  
**Toll Free 1-800-289-1214**

**GAMLS Center South**

1540 Southlake Pkwy., Ste. 8A  
Morrow, Georgia 30260  
**770-961-2203**  
**770-961-4227 Fax**

**GAMLS Center North**

4450 Nelson Brogdon Blvd.  
Sugar Hill, Georgia 30518  
**770-945-2886**  
**770-945-0020 Fax**  
**www.GeorgiaRealEstateSchool.com**