

# 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.)

### 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.

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

**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

Toll Free 1-800-289-1214

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

### 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.

## IN-CLASS CONTINUING EDUCATION

**GAMLS Center South • 1540 Southlake Pkwy Ste. 8A • Morrow, GA 30260 • 770-961-2203**

CLASS TITLE	DATE	TIME	CREDIT	COST
Up and Away, the Superstar Way	Jul 13, 15 / 20, 22 and Jul 27, 29 / Aug 3 (Tu/Th)	6:00 PM – 9:30 PM	24 hours	145
GAR Forms Review	Aug 3	6:00 PM – 9:30 PM	3 hours	\$40
CLASS TITLE	DATE	TIME	CREDIT	COST
Real Estate Basics	Oct 5, 7 and Oct 12, 14 (Tu/Th)	9:00 AM – 4:00 PM	24 hours	\$145
Prospecting and Marketing	Oct 5	9:00 AM – 12:00 PM	3 hours	\$40
Seller Agency	Oct 5	1:00 PM – 4:00 PM	3 hours	\$40
Truth or Consequences	Oct 7	9:00 AM – 12:00 PM	3 hours	\$40
CMA vs. Appraisal	Oct 7	1:00 PM – 4:00 PM	3 hours	\$40
Buyer Agency	Oct 12	9:00 AM – 12:00 PM	3 hours	\$40
Handling Earnest Money	Oct 12	1:00 PM – 4:00 PM	3 hours	\$40
2010 GAR Contracts Course	Oct 14	9:00 AM – 12:00 PM	3 hours	\$40
Exhibits and Amendments	Oct 14	1:00 PM – 4:00 PM	3 hours	\$40



*Georgia MLS Training Institute offers a wide variety of continuing education courses to keep your real estate license current. In addition to the classes listed above, we also offer computer-based courses for those who do not have time to attend an in-class course or prefer to learn at their own pace. Please visit us online at [www.GeorgiaRealEstateSchool.com](http://www.GeorgiaRealEstateSchool.com) for a complete list of in-class and computer-based continuing education courses.*

## IN-CLASS CONTINUING EDUCATION, CONTINUED

**GAMLS Corporate Center • 1414 Montreal Road • Tucker, GA 30084 • 770-493-9000**

CLASS TITLE	DATE	TIME	CREDIT	COST
Real Estate Basics	Aug 10, 12 and Aug 17, 19 (Tu/Th)	9:00 AM – 4:00 PM	24 hours	\$145
Prospecting and Marketing	Aug 10	9:00 AM – 12:00 PM	3 hours	\$40
Seller Agency	Aug 10	1:00 PM – 4:00 PM	3 hours	\$40
Truth or Consequences	Aug 12	9:00 AM – 12:00 PM	3 hours	\$40
CMA vs. Appraisal	Aug 12	1:00 PM – 4:00 PM	3 hours	\$40
Buyer Agency	Aug 17	9:00 AM – 12:00 PM	3 hours	\$40
Handling Earnest Money	Aug 17	1:00 PM – 4:00 PM	3 hours	\$40
2010 GAR Contracts Course	Aug 19	9:00 AM – 12:00 PM	3 hours	\$40
Exhibits and Amendments	Aug 19	1:00 PM – 4:00 PM	3 hours	\$40

CLASS TITLE	DATE	TIME	CREDIT	COST
Up and Away, the Superstar Way	Oct 12, 14 / 19, 21 and Oct 26, 28 / Nov 2 (Tu/Th)	6:00 PM – 9:30 PM	24 hours	\$145
GAR Forms Review	Nov 2	6:00 PM – 9:30 PM	3 hours	\$40

CLASS TITLE	DATE	TIME	CREDIT	COST
Real Estate Basics	Nov 9, 11 and Nov 16, 18 (Tu/Th)	9:00 AM – 4:00 PM	24 hours	\$145
Prospecting and Marketing	Nov 9	9:00 AM – 12:00 PM	3 hours	\$40
Seller Agency	Nov 9	1:00 PM – 4:00 PM	3 hours	\$40
Truth or Consequences	Nov 11	9:00 AM – 12:00 PM	3 hours	\$40
CMA vs. Appraisal	Nov 11	1:00 PM – 4:00 PM	3 hours	\$40
Buyer Agency	Nov 16	9:00 AM – 12:00 PM	3 hours	\$40
Handling Earnest Money	Nov 16	1:00 PM – 4:00 PM	3 hours	\$40
2010 GAR Contracts Course	Nov 18	9:00 AM – 12:00 PM	3 hours	\$40
Exhibits and Amendments	Nov 18	1:00 PM – 4:00 PM	3 hours	\$40



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*for a complete list of in-class and computer-based continuing education courses.*

# In-Class Continuing Education Enrollment Form



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

DAY COURSES	START DATE	LOCATION	TIME	CREDIT	COST
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
2010 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
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 \_\_\_\_\_

**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.

Cardholder Name \_\_\_\_\_

Card Number \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature Required \_\_\_\_\_ Date \_\_\_\_\_

**PAYMENT TOTAL:**  
 \_\_\_\_\_

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

**GAMLS Corporate**  
 1414 Montreal Road  
 Tucker, Georgia 30084  
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 Morrow, Georgia 30260  
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 Sugar Hill, Georgia 30518  
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