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|  | *No recruiting for employment for any real estate brokerage is allowed in this class or on the school* *premises by any students. Report promptly any efforts to recruit by anyone to the Director for* *AREEC or to the Georgia Real Estate Commission by calling 404.656.3916. (Commission Rule 520-2.15)*  |  |
|  | ***TO SIGN UP CALL* Leigha Lowery 912-790-6938 or email** **leigha@mycbhomes.com*****Instructor* – Dean Estridge 912-658-9000 Email: dean@mycbhomes.com** |  |
| **Class #** | **Total Hrs.** | **Day of Week** | **Date** | **Topic** |
| 1 | 3.5 | Thursday | September 17, 2020 | Orientation/ Property |
| 2 | 7.0 | Tuesday | September 22, 2020  | Rights |
| 3 | 10.5 | Thursday | September 24, 2020 | Ownership |
| 4 | 14.0 | Tuesday | September 29, 2020 | Transfer |
| 5 | 17.5 | Thursday | October 1, 2020 | Transfer/Government |
| 6 | 21.0 | Tuesday | October 6, 2020 | Government |
| 7 | 24.5 | Thursday | October 8, 2020 | Agency |
| 8 | 28.0 | Tuesday | October 13, 2020 | Agency / Contracts |
| 9 | 31.5 | Thursday | October 15, 2020 | **Contracts / Leases** |
| 10 | 35.0 | Tuesday | October 20, 2020 | Leases / Forms |
| 11 | 38.5 | Thursday | October 22, 2020 | Practical Forms / Review |
| **12** | **42.0** | **Tuesday** | **October 27, 2020** | **MIDTERM EXAM** |
| 13 | 45.5 | Thursday | October 29, 2020 | Value |
| 14 | 49.0 | Tuesday | November 3, 2020 | Value / Value Practical |
| 15 | 52.5 | Thursday | November 5, 2020 | Finance |
| 16 | 56.0 | Tuesday | November 10, 2020 | Finance  |
| 17 | 59.5 | Thursday | November 12, 2020 | Finance Practical |
| 18 | 63.0 | Tuesday | November 17, 2020 | Sellers Cost |
| 19 | 66.5 | Thursday | November 19, 2020 | Buyers Cost |
|  20 | 70.0 | Tuesday | November 24, 2020 | License Law |
| 21 | 73.5 | Tuesday | December 1, 2020 | Rules and Regulations |
| 22 | 77.0 | Thursday | December 3**,** 2020 | Rules & Regs / R.E. Math |
| 23 | 80.5 | Tuesday | December 8, 2020 | NAR Code of Ethics |
| ***24*** | ***0*** | ***Thursday*** | ***December 10, 2020*** | ***Optional CRAM Course*** |
| ***25*** | ***84.5*** | ***Tuesday*** | ***December 15, 2020*** | ***FINAL EXAM*** |
| ***26*** | ***0*** | ***Thursday***  | ***December 17, 2020*** | ***FINAL RETAKE***  |
| **Class Times: Evening classes 6:00 PM to 9:30 PM,*****Optional Cram Course is December 10 / 6:00 PM – 9:30 PM*****CRAM Course cannot be used as make up for missed classes.****Class Dates and Topics are subject to change.*****If a class date change is necessary, a 2-day notice will be provided.*** |

**Notice to Students – Please Read – Important Information**

*This class is a 75 hour, Sales-person Pre-license class approved by the Georgia Real Estate Commission. With successful completion, students will be certified to take the state Salesperson exam administered by Applied Measurement Professionals (*[*www.goAMP.com*](http://www.goAMP.com)*). AMP has a testing facility in Savannah.*

**Location of Class**

Classroom is located on the second floor of the Coldwell Banker building at 6349 Abercorn Street, Savannah, GA 31405.

**Instructor** – Dean Estridge Cell: 912-658-9000 Blog: <http://www.areec.com> Website: [www.AREEC.com](http://www.AREEC.com)

**School Administrator** – Melissa Bowles/Savannah 912-790-6938 Email: Melissa@mycbhomes.com

**School Coordinator** – Tracey MacDonald/Brunswick/SSI/Kingsland Email: Tracey@mycbhomes.com

**Cost**

$450 – Includes book, tuition, handouts and materials, and Cram course prior to exam. Can be paid by cash, check, or charge card. You must pay in person. There is a $25 discount if paid in full in cash 15 days before class begins. **Final day to receive discount is September 2, 2020.**

**Books and Materials**

Books and materials are provided and there is no additional cost. These items are included in tuition.

**Grading and Attendance**

In order to successfully complete this course, you must attend 75 hours of instruction. There are 84 hours of instruction on the schedule. You may miss up to 2 classes, but it is not recommended you miss any classes.

Classwork that must be completed to be eligible to take the final exam:

* 75 Hours of attendance
* Take the Midterm Exam
* Complete Contract assignment
* Complete Valuation assignment
* **Take and pass the final exam with 72% or greater**

Books will be ordered based on the number of students who have paid 10 days prior to class beginning. If you pay later than 10 days prior to class start, you will risk not having a book for the first night of class, but you will receive a book on class night number two.

**No personal checks will be accepted after September 7, 2020**