



2021 Real Estate Sales Pre-License Course July 26, 2021 – October 27, 2021 Course Syllabus

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)

Instructor – Robert Kozlowski Direct (no text) – 912.231.4056

Email: robert@mycbhomes.com

Class #	Total Hrs	Day of Week	Date	Topic
1	3.5	Monday	Jul, 26, 2021	Orientation/ Property
2	7.0	Wednesday	Jul 28, 2021	Rights
3	10.5	Monday	Aug 2, 2021	Ownership
4	14.0	Wednesday	Aug 4, 2021	Transfer
5	17.5	Monday	Aug 9, 2021	Transfer/Government
6	21.0	Wednesday	Aug 11, 2021	Government
7	24.5	Monday	Aug 16, 2021	Agency
8	28.0	Wednesday	Aug 18, 2021	Agency / Contracts
9	31.5	Monday	Aug 23, 2021	Contracts / Leases
10	35.0	Wednesday	Aug 25, 2021	Leases / Forms
11	38.5	Wednesday	Sep 8, 2021	Practical Forms / Review
12	42.0	<u>Monday</u>	<u>Sep 13, 2021</u>	<u>MID-TERM</u>
13	45.5	Wednesday	Sep 15, 2021	Value
14	49.0	Monday	Sep 20, 2021	Value / Value Practical
15	52.5	Wednesday	Sep 22, 2021	Finance
16	56.0	Monday	Sep 27, 2021	Finance
17	59.5	Wednesday	Sep 29, 2021	Finance Practical
18	63.0	Monday	Oct 4, 2021	Sellers Cost
19	66.5	Wednesday	Oct 6, 2021	Buyers Cost
20	70.0	Monday	Oct 11, 2021	License Law
21	73.5	Wednesday	Oct 13, 2021	Rules and Regulations
22	77.0	Monday	Oct 18, 2021	Rules & Regs / Real Estate math
23	80.5	Wednesday	Oct 20, 2021	NAR Code of Ethics
24	0	<u>Monday</u>	<u>Oct 25, 2021</u>	<u>6:00 – 9:00 OPTIONAL CRAM CLASS</u>
25	84.0	<u>Wednesday</u>	<u>Oct 27, 2021</u>	<u>FINAL EXAM</u>
26	0	<u>Monday</u>	<u>Nov 1, 2021</u>	<u>FINAL RETAKE</u>

Class will be held at 1965 Glynn Avenue Brunswick, GA 31520

Class Times: Evening classes 6:00 PM to 9:30 PM,

Optional Cram Course is Wednesday, October 20, 2021 – 6:00 AM to 9:00 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.

The Academy for Real Estate Education and Consulting

Director: Tom Woiwode...Cell - 912.695.1581... School Code – 421

Instructor: Robert Kozlowski...Direct (no text) - 912.231.4056... Email: robert@mycbhomes.com
6349 Abercorn Street...Savannah, GA...31405...Phone: 912.790.6902... Email: Teacher@areec.com