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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* Taylor Long 912-790-6938 or email** [**taylor@mycbhomes.com**](mailto:taylor@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 9, 2021 | | Orientation/ Property | |
| 2 | | 7.0 | Tuesday | September 14, 2021 | | Rights | |
| 3 | | 10.5 | Thursday | September 16, 2021 | | Ownership | |
| 4 | | 14.0 | Tuesday | September 21, 2021 | | Transfer | |
| 5 | | 17.5 | Thursday | September 23, 2021 | | Transfer/Government | |
| 6 | | 21.0 | Tuesday | September 28, 2021 | | Government | |
| 7 | | 24.5 | Thursday | September 30, 2021 | | Agency | |
| 8 | | 28.0 | Tuesday | October 5, 2021 | | Agency / Contracts | |
| 9 | | 31.5 | Thursday | October 7, 2021 | | **Contracts / Leases** | |
| 10 | | 35.0 | Tuesday | October 12, 2021 | | Leases / Forms | |
| 11 | | 38.5 | Thursday | October 14, 2021 | | Practical Forms / Review | |
| **12** | | **42.0** | **Tuesday** | **October 19, 2021** | | **MIDTERM EXAM** | |
| 13 | | 45.5 | Thursday | October 21, 2021 | | Value | |
| 14 | | 49.0 | Tuesday | October 26, 2021 | | Value / Value Practical | |
| 15 | | 52.5 | Thursday | October 28, 2021 | | Finance | |
| 16 | | 56.0 | Tuesday | November 2, 2021 | | Finance | |
| 17 | | 59.5 | Thursday | November 4, 2021 | | Finance Practical | |
| 18 | | 63.0 | Tuesday | November 9, 2021 | | Sellers Cost | |
| 19 | | 66.5 | Thursday | November 11, 2021 | | Buyers Cost | |
| 20 | | 70.0 | Tuesday | November 16, 2021 | | License Law | |
| 21 | | 73.5 | Thursday | November 18, 2021 | | Rules and Regulations | |
| 22 | | 77.0 | Tuesday | November 23, 2021 | | Rules & Regs / R.E. Math | |
| 23 | | 80.5 | Tuesday | November 30, 2021 | | NAR Code of Ethics | |
| **24** | | **0** | **Thursday** | **December 2, 2021** | | **Optional CRAM Course** | |
| ***25*** | | ***84.5*** | ***Thursday*** | **December 9*, 2021*** | | ***FINAL EXAM*** | |
| ***26*** | | ***0*** | ***Tuesday*** | **December *13, 2021*** | | ***FINAL RETAKE*** | |
| **Class Times: Evening classes 6:00 PM to 9:30 PM,**  ***Optional Cram Course is December 2nd* */ 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**](http://www.areec.com)

**School Administrator** – **Taylor Long 912-790-6938 or email** [**taylor@mycbhomes.com**](mailto:taylor@mycbhomes.com)

**Website:** [**www.AREEC.com**](http://www.AREEC.com)

**Cost**

$475 – Includes Book, Tuition, handouts and materials, Cram Course Book, 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 August 25, 2021.**

**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 August 25, 2021**