



2020 Real Estate Sales Pre-License Course August 3, 2020 – October 26, 2020 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@myc bhomes.com

Class #	Total Hrs	Day of Week	Date	Topic
1	3.5	Monday	Aug 3, 2020	Orientation/ Property
2	7.0	Wednesday	Aug 5, 2020	Rights
3	10.5	Monday	Aug 10, 2020	Ownership
4	14.0	Wednesday	Aug 12, 2020	Transfer
5	17.5	Saturday	Aug 15, 2020	Transfer/Government
6	21.0	Monday	Aug 17, 2020	Government
7	24.5	Wednesday	Aug 19, 2020	Agency
8	28.0	Monday	Aug 24, 2020	Agency / Contracts
9	31.5	Wednesday	Aug 26, 2020	Contracts / Leases
10	35.0	Monday	Aug 31, 2020	Leases / Forms
11	38.5	Wednesday	Sep 2, 2020	Practical Forms / Review
12	42.0	<u>Monday</u>	<u>Sep 14, 2020</u>	<u>MID-TERM</u>
13	45.5	Wednesday	Sep 16, 2020	Value
14	49.0	Saturday	Sep 19, 2020	Value / Value Practical
15	52.5	Monday	Sep 21, 2020	Finance
16	56.0	Wednesday	Sep 23, 2020	Finance
17	59.5	Monday	Oct 5, 2020	Finance Practical
18	63.0	Wednesday	Oct 7, 2020	Sellers Cost
19	66.5	Saturday	Oct 10, 2020	Buyers Cost
20	70.0	Monday	Oct 12, 2020	License Law
21	73.5	Wednesday	Oct 14, 2020	Rules and Regulations
22	77.0	Monday	Oct 19, 2020	Rules & Regs / Real Estate math
23	80.5	Wednesday	Oct 21, 2020	NAR Code of Ethics
24	0	<u>Saturday</u>	<u>Oct 24, 2020</u>	<u>9:00 – 12:00 OPTIONAL CRAM</u>
25	84.0	<u>Monday</u>	<u>Oct 26, 2020</u>	<u>FINAL EXAM</u>
26	0	<u>Monday</u>	<u>Nov 2, 2020</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 Saturday October 24, 2020 – 9:00 AM to 12:00 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

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