



## 2018 Real Estate Sales Pre-License Course January 22, 2018 – April 30, 2018 Course Syllabus as of Nov 2, 2017

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 Cell – 912.231.4056 Email:**

[robert@mycbhomes.com](mailto:robert@mycbhomes.com)

Class #	Total Hrs	Day of Week	Date	Topic
1	3.5	Monday	Jan 22, 2018	Orientation/ Property
2	7.0	Wednesday	Jan 24, 2018	Rights
3	10.5	Monday	Jan 29, 2018	Ownership
4	14.0	Wednesday	Jan 31, 2018	Transfer
5	17.5	Monday	Feb 12, 2018	Transfer/Government
6	21.0	Monday	Feb 19, 2018	Government
7	24.5	Wednesday	Feb 21, 2018	Agency
8	28.0	Monday	Feb 26, 2018	Agency / Contracts
9	31.5	Wednesday	Feb 28, 2018	Contracts / Leases
10	35.0	Monday	Mar 12, 2018	Leases / Forms
11	38.5	Wednesday	Mar 14, 2018	Practical Forms / Review
12	42.0	<b>Monday</b>	<b>Mar 19, 2018</b>	<b>MID-TERM</b>
13	45.5	Wednesday	Mar 21, 2018	Value
14	49.0	Monday	Mar 26, 2018	Value / Value Practical
15	52.5	Wednesday	Mar 28, 2018	Finance
16	56.0	Monday	Apr 2, 2018	Finance
17	59.5	Wednesday	Apr 4, 2018	Finance Practical
18	63.0	Monday	Apr 9, 2018	Sellers Cost
19	66.5	Wednesday	Apr 11, 2018	Buyers Cost
20	70.0	Monday	Apr 16, 2018	License Law
21	73.5	Wednesday	Apr 18, 2018	Rules and Regulations
22	77.0	Monday	Apr 23, 2018	Rules & Regs / Real Estate math
23	80.5	Wednesday	Apr 25, 2018	NAR Code of Ethics
24	0	<b>Saturday</b>	<b>Apr 28, 2018</b>	<b>1:00 – 4:00 Optional CRAM Course</b>
25	84.0	<b>Monday</b>	<b>Apr 30, 2018</b>	<b>FINAL EXAM</b>
26	0	<b>Thursday</b>	<b>May 3, 2018</b>	<b>FINAL RETAKE</b>

**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 April 28, 2018 – 1:00 PM to 4:00 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...Cell - 912.231.4056... Email: [robert@mycbpp.com](mailto:robert@mycbpp.com)

6349 Abercorn Street...Savannah, GA...31405...Phone: 912.790.6902... Email: [Teacher@areec.com](mailto:Teacher@areec.com)



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## 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 at **1965 Glynn Avenue Brunswick, GA 31520.**

**Instructor** – Robert Kozlowski Cell: 912-231-4056 Blog: <http://www.areec.com> Website: [www.AREEC.com](http://www.AREEC.com)

**School Coordinator** – Tracey MacDonald/Brunswick/SSI/Kingsland Email: [Tracey@mycbhomes.com](mailto:Tracey@mycbhomes.com)

**School Administrator** – Melissa Bowles/Savannah Email: [Melissa@mycbhomes.com](mailto:Melissa@mycbhomes.com)

### **Cost**

\$495 – 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. **Early Enrollment Discount** - \$450 if paid in full prior to Dec 31, 2017. **Final day to receive discount is December 31<sup>th</sup>, 2017.**

### **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 75% 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 2.

## **No personal checks will be accepted after Dec 31, 2017.**

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