



## 2025 Real Estate Sales Pre-License Course January 27, 2025 – April 23, 2025 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@mycbbhomes.com](mailto:robert@mycbbhomes.com)**

Class #	Total Hrs	Day of Week	Date	Topic
1	3.5	Monday	Jan 27, 2025	Orientation/ Property
2	7.0	Wednesday	Jan 29, 2024	Rights
3	10.5	Monday	Feb 3, , 2024	Ownership
4	14.0	Wednesday	Feb 5, 2025	Transfer
5	17.5	Monday	Feb 10, 2025	Transfer/Government
6	21.0	Wednesday	Feb 12, 2025	Government
7	24.5	Wednesday	Feb 26, 2025	Agency
8	28.0	<b>Saturday</b>	<b>Mar 1, 2025</b>	Agency / Contracts
9	31.5	Monday	Mar 3, 20235	Contracts / Leases
10	35.0	<b>Saturday</b>	<b>Mar 8, 2025</b>	Leases / Forms
11	38.5	Monday	Mar 10, 2025	Practical Forms / Review
12	42.0	<b>Wednesday</b>	<b>Mar 12, 2025</b>	<b>MID-TERM</b>
13	45.5	Monday	Mar 17, 2025	Value
14	49.0	Wednesday	Mar 19, 2025	Value / Value Practical
15	52.5	Monday	Mar 24, 2025	Finance
16	56.0	Wednesday	Mar 26, 2025	Finance
17	59.5	<b>Saturday</b>	<b>Mar 29, 2025</b>	Finance Practical
18	63.0	Monday	Mar 31, 2025	Sellers Cost
19	66.5	Wednesday	Apr 2, 2025	Buyers Cost
20	70.0	Monday	Apr 7, 2025	License Law
21	73.5	Wednesday	Apr 9, 2025	Rules and Regulations
22	77.0	Monday	Apr 14, 2025	Rules & Regs / Real Estate math
23	80.5	Wednesday	Apr 16, 2025	NAR Code of Ethics
24	0	<b>Monday</b>	<b>Apr 21, 2025</b>	<b>OPTIONAL CRAM CLASS</b>
25	84.0	<b>Wednesday</b>	<b>Apr 23, 2025</b>	<b>FINAL EXAM</b>
26	0	<b>Wednesday</b>	<b>Apr 30, 2025</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,**

**SATURDAY CLASSES 10:00 AM to 1:30 PM**

**Optional Cram Course is Monday April 21, 2025 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.

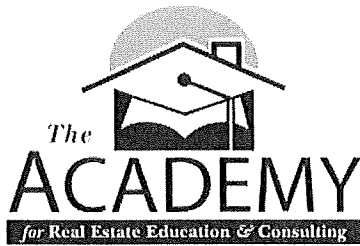
If a class date change is necessary, a 2-day notice will be provided.

**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@mycbbhomes.com](mailto:robert@mycbbhomes.com)

128 Habersham Street...Savannah, GA...31401...Phone: 912.790.6902... Email: [Teacher@areec.com](mailto:Teacher@areec.com)



# 2025 Real Estate Sales Brunswick Pre-License Course January 27, 2025 – April 23, 2025 Notice to Students

## 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.qoAMP.com](http://www.qoAMP.com)). AMP has a testing facility in Savannah.*

### Location of Class

1965 Glynn Avenue, Brunswick, GA 31520.

**Instructor** – Robert Kozlowski Cell: 912-441-2835 Blog: <http://www.areec.com> Website: [www.AREEC.com](http://www.AREEC.com)

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

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

### **Cost**

\$500 if paid by November 30, 2024, \$525 if paid between December 1, 2024 and December 31, 2024, \$550 if paid on or after January 1, 2025 – Includes book, tuition, handouts & materials, and Cram course prior to exam. Can be paid by cash, check, or charge card. You may pay in person at our Brunswick location, or by calling Tracey MacDonald at 912-790-6905.

### **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 10 days prior to class start date.**

**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)**

### The Academy for Real Estate Education and Consulting

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

128 Habersham Street...Savannah, GA...31401...Phone: 912.790.6902... Email: [Teacher@areec.com](mailto:Teacher@areec.com)