

# 2012 CONTINUING EDUCATION COURSES

Requirements: Licensees must complete 24 hours of CE every 4 years.

## CLASSROOM COURSES

*Galleria 75 Location*

3200 Cobb Galleria Parkway - Suite 275 - Atlanta,  
Georgia 30339

### Your Real Estate Career: A Blueprint for Success (24 Credit Hours) \$180.00

April 9, 10, 12 (8:30am-4:30pm) 13 (8:30am-10:30am)

June 4, 6, 7 (8:30am-4:30pm) 8 (8:30am-10:30am)

### Short Sales in Today's Real Estate Market (6 Credit Hours) \$75.00

March 15 (8:30am 4:30pm)

May 2 (8:30am 4:30pm)

### Solving the Mystery of Real Estate (3 Credit Hours) \$40.00

April 9 (8:30am-12:00pm)

June 4 (8:30am-12:00pm)

### Where is Everyone? Finding Clients & Customers (3 Credit Hours) \$40.00

April 9 (1:00pm-4:30pm)

June 4 (1:00pm-4:30pm)

### Contracts: Presentation & Negotiation (3 Credit Hours) \$40.00

April 12 (8:30am-12:00pm)

June 7 (8:30am-12:00pm)

### Referrals & the Psychology of Selling (3 Credit Hours) \$40.00

April 12 (1:00pm-4:30pm)

June 7 (1:00pm-4:30pm)

## ONLINE COURSES

### Contemporary Real Estate Topics (24 Credit Hours) \$120

### Understanding Short Sales (4 Credit Hours) \$39

### Cultural Diversity & Real Estate Brokerage (3 Credit Hours) \$26

### Environmental Hazards: What Every Professional Should Know (6 Credit Hours) \$49

### Commercial Real Estate- Acquiring and Selling the Investment (8 Credit Hours) \$59

### Commercial Real Estate- Economics, Marketing, Contracts, and Investment Risks (8 Credit Hours) \$59

### Commercial Real Estate- Developing, Building and Management of the Investment (8 Credit Hours) \$59

### Real Estate Fraud Investigations (6 Credit Hours) \$49

#### **\*\*Additional Online Courses\*\***

Interested in other topics? Barney Fletcher Schools offers additional courses from the following vendor. Note: no refunds or exchanges are allowed with these courses; courses must be completed within 180 days of purchase. Please read the vendor's policies before purchasing a course at <http://www.barneyfletcher.com/courses/online/ctpolicies.htm>

#### Cengage- Computaught Courses

Understanding Closing Statements	9 hours
GA License Law and Rules	6 hours
Writing Contracts	6 hours
ADA and Fair Housing	3 hours
Check it Out: Home inspection in RE Practice	3 hours
Real Estate Math	3 hours
Using the Internet in your RE Practice: An Introduction	3 hours
Current Developments in Agency	6 hours
Maximize Your Buyers Borrowing Power	3 hours



**Please read the following Barney Fletcher School's Policies carefully prior to registration:**

**Registrations:** To register and guarantee a seat in a class, registration must be paid in full prior to the start date of class. You may register online, by phone, or by visiting our office. Barney Fletcher Schools will email you a confirmation of registration if time permits.

**Walk-in Registrations:** (space available only). Walk-in registrants are permitted when space is available. Tuition must be paid in full before the start of class with a credit card, money order, cash or check. Please arrive 15 minutes early if you are attempting to obtain a seat in class without pre-registering.

**Barney Fletcher Schools reserves the right to cancel class(es) due to circumstances beyond our control.**

**Attendance:** Classes start on time! The state of Georgia requires 100% attendance in order for you to receive credit for your course. If you have any questions regarding attendance, please call Barney Fletcher Schools at 770-850-9090

**Refunds:** There are **NO REFUNDS** on or after the start date of your class, however, students have ONE YEAR to transfer monies left on account from one class to another, or may place their enrollment on "hold" for one year at no additional charge. At the end of one year students must re-enroll at current tuition rates. **NO CREDIT** will be allowed for textbooks.

Written requests for refunds must be received in our office 1 business day prior to start of class. **A \$25 fee for Continuing Education courses will be held on the student's account for 1 year from the date of your original registration.**

**Service Fees:**

Replacement textbooks fee - current market price  
Returned check fee - \$30  
Transcript fee: \$10

**Online Students:**

Each distance education course requires that you complete a certain number of learning modules including instructional text, quizzes, chapter tests, matching exercises or other learning activities. No final examinations or any written assessments are required for continuing education courses.

In order for Barney Fletcher Schools to certify that you have completed a course, you must:

1. Complete all instructional lessons.
2. Complete any online or paper homework or exercise required by the course (when applicable).
3. Submit the initialed affidavit located at the end of the course.

**Credit for Duplicate Courses:** Georgia Real Estate Commission and Appraiser's Board regulations state that a real estate licensee or licensed appraiser who has successfully completed an approved continuing education course to meet any part of the continuing education requirement may **NOT** repeat that course for credit unless one full year has passed since the completion of the course.

# Enrollment Application

Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Phone (w): \_\_\_\_\_ (h): \_\_\_\_\_  
 Date of birth \_\_\_\_\_  
 Social Security #: \_\_\_\_\_

PAYMENT: \_\_\_\_\_ Check Enclosed \_\_\_\_\_ Credit Card  
 MasterCard  Visa  Discover  American Express  
 Credit Card #: \_\_\_\_\_  
 Exp. Date: \_\_\_\_\_  
 CCID (three digit # on back) \_\_\_\_\_  
 Real Estate License #: \_\_\_\_\_

Start Date	Courses	Credits	Price	Former Student Price	Your Total
	<b>Classroom Courses</b>			<i>Former Students save an additional 10%</i>	
	Your Real Estate Career: A Blueprint for Success	24	\$180.00	\$162.00	
	Short Sales in Today's Real Estate	6	\$75.00	\$67.00	
	Solving the Mystery of Real Estate	3	\$40.00	\$36.00	
	Contracts: Presentation & Negotiation	3	\$40.00	\$36.00	
	Where is Everyone: Finding Clients & Customers	3	\$40.00	\$36.00	
	Referral and Psychology of Selling	3	\$40.00	\$36.00	
	<b>Online Courses</b>				
N/A	Contemporary Real Estate Topics	24	\$120.00	\$108.00	
N/A	Understanding Short Sales	4	\$39.00	35.10	
N/A	Cultural Diversity & Real Estate Brokerage	3	\$26.00	\$23.40	
N/A	Environmental Hazards: What Every Professional Should Know	6	\$49.00	\$44.10	
N/A	Commercial Real Estate- Acquiring and Selling the Investment	8	\$59.00	\$53.10	
N/A	Commercial Real Estate- Economics, Marketing, Contracts, and Investment Risks	8	\$59.00	\$53.10	
N/A	Commercial Real Estate- Developing, Building, and Management of the Investment	8	\$59.00	\$53.10	
N/A	Real Estate Fraud Investigations	6	\$49.00	\$44.10	
	<b>Cengage-Computaught Courses</b> <i>(Former student discounts do not apply to the courses below)</i>				
N/A	Understanding Closing Statements	9	\$80.00		
N/A	Current Developments in Agency	6	\$55.00		
N/A	GA License Law and Rules	6	\$55.00		
N/A	Writing Contracts	6	\$55.00		
N/A	ADA and Fair Housing	3	\$35.00		
N/A	Check it Out: Home inspection in RE Practice	3	\$35.00		
N/A	Maximize Your Buyers Borrowing Power	3	\$35.00		
N/A	Real Estate Math	3	\$35.00		
N/A	Using the Internet in your RE Practice: An Introduction	3	\$35.00		
<b>YOUR TOTAL ⇒ ⇒ ⇒ ⇒ ⇒ ⇒</b>					

*You may register for any course (classroom or self study) online at [www.BarneyFletcher.com](http://www.BarneyFletcher.com)  
 (Ph) 770-850-9090 (Fax) 770-850-9589 (E-mail) [contact@barneyfletcher.com](mailto:contact@barneyfletcher.com)*