



Lou Tulga's Professional Education Services

3200 Carlisle NE Albuquerque, NM 87110
(1/2 block north of Candelaria on east side of Carlisle)



Register for classes by email at loutulga@gmail.com
or FAX 505-212-0148 and visit www.loutulga.com
505-889-4569



REGISTER by Sending an Email to loutulga@gmail.com

You may pay by check or by credit card through PayPal our secure payment processor accepts payments from major credit cards. Simply respond to the PayPal email request. A PayPal account is NOT Required

BROKERAGE OFFICE ADMINISTRATION—30 Post-Licensing Credits to become a New Mexico **Qualifying Broker** and get 10 Education CE Credit Hours! **Discount Price is \$195.00!** **Thursday, June 20th, Friday, June 21st, Saturday, June 22nd, and Sunday June 23rd 8am-5pm** . Instructed by Lou Tulga CCIM CRB ----- **Pre-Enrollment Commitment is Required!**

MAY 2013

- ◆ Wednesday, May 15th 8am-5pm **FINANCIAL PLANNING THROUGH REAL ESTATE** 8 Education CE Credit Hours. **\$69.00** Learn basic “financial planning” techniques and strategies and how various investment real estate opportunities can be a vital part of a financial planning portfolio. Instructed by Lou Tulga CCIM CRB
- ◆ Thursday, May 16th 1pm-5pm **UNDERSTANDING MEDIATION: A WIN-WIN STRATEGY** 4 Education CE Credit Hours **\$39.00** Learn how to use this most important risk reduction method along with putting to use the GAAR “Ombuds Program” in addressing real estate practice disputes. Instructed by Lou Tulga CCIM CRB
- ◆ Wednesday, May 22nd 9th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **\$49.00.** Instructed by Lou Tulga CCIM CRB
- ◆ Thursday, May 23rd 8am-5pm **NMREC MANDATORY COURSE** 8 Education CE Credit Hours **\$69.00** Instructed by Lou Tulga CCIM CRB
- ◆ Wednesday, May 29th 9am-4pm **RISK REDUCTION ISSUES** 6 Education CE Credit Hours **\$49.00** Instructed by Lou Tulga CCIM CRB

JUNE 2013

- ◆ Wednesday, June 5th 1pm-5pm **UNDERSTANDING & USING LEASE WITH OPTION TO PURCHASE** 4 Education CE Credit Hours **\$39.00** Learn what this is all about and whether and how to use it. Instructed by Lou Tulga CCIM CRB
- ◆ Thursday, June 6th 8am-5pm **REAL ESTATE INVESTMENT** 8 Education CE Credit Hours. **\$69.00** Learn how to understand and evaluate income properties both large and small by informed interpretation and use of **APODs** and the **HPBII** financial calculator for problem solving (provided as a classroom loaner upon request) Instructed by Lou Tulga CCIM CRB
- ◆ Tuesday, June 11th 1pm-5pm **CONTRACT STRATEGIES** 4 Education CE Credit Hours. **\$39.00** A short course update on how to use the the ever-changing RANM Forms. Instructed by Lou Tulga CCIM CRB
- ◆ Wednesday, June 12th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **\$49.00.** Instructed by Lou Tulga CCIM CRB
- ◆ Thursday, June 13th 8am-5pm **NMREC MANDATORY COURSE** 8 Education CE Credit Hours **\$69.00** Instructed by Lou Tulga CCIM CRB
- ◆ Wednesday, June 19th 9am-4pm **DISCLOSURE IN REAL ESTATE** 6 Education CE Credit Hours **\$49.00** Learn the latest disclosure issues and the forms that support them. Instructed by Lou Tulga CCIM CRB
- ◆ **Thursday June 20th, Friday June 21st, Saturday June 22nd and Sunday June 23rd 8am-5pm** **BROKERAGE OFFICE ADMINISTRATION** 30 Classroom Hours and 30 Broker Post-Licensing Credit Hours plus 10 Education CE Credit Hours. **Must attend all days to receive credit. \$195.00** Instructed by Lou Tulga CCIM CRB
- ◆ Wednesday, June 26th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **\$49.00.** Instructed by Lou Tulga CCIM CRB
- ◆ Thursday, June 27th 8am-5pm **NMREC MANDATORY COURSE** 8 Education CE Credit Hours **\$69.00** Instructed by Lou Tulga CCIM CRB

JULY 2013

- ◆ Tuesday, July 9th 1pm-5pm **UNDERSTANDING & USING LEASE WITH OPTION TO PURCHASE** 4 Education CE Credit Hours **\$39.00** Learn what this is all about and whether and how to use it. Instructed by Lou Tulga CCIM CRB
- ◆ Wednesday, July 10th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **\$49.00.** Instructed by Lou Tulga CCIM CRB
- ◆ Thursday, July 11th 8am-5pm **NMREC MANDATORY COURSE** 8 Education CE Credit Hours **\$69.00** Instructed by Lou Tulga CCIM CRB
- ◆ Tuesday, July 16th 1pm-5pm **CONTRACT NEGOTIATION** 4 Education CE Credit Hours **\$39.00** Instructed by Lou Tulga CCIM CRB
- ◆ Thursday, July 18th 8:30am-4:30pm **BROKER SHORT SALE 101** 7 Education CE Credit Hours **\$69.00** Learn the very latest issues and success methods in this still ever-changing process. Instructed by Lou Tulga CCIM CRB
- ◆ Friday, July 19th 8am-5pm **REAL ESTATE INVESTMENT** 8 Education CE Credit Hours **\$69.00** Learn how to “talk the talk” and make sense of real estate investments. Instruction on **HP10B** and **APOD**. Instructed by Lou Tulga CCIM CRB
- ◆ Tuesday, July 23rd 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **\$49.00.** Instructed by Lou Tulga CCIM CRB
- ◆ Wednesday, July 24th 8am-5pm **NMREC MANDATORY COURSE** 8 Education CE Credit Hours **\$69.00** Instructed by Lou Tulga CCIM CRB
- ◆ Tuesday, July 30th 8am-5pm **UNDERSTANDING & USING RANM FORMS** 8 CE Credit Hours **\$69.00** A comprehensive “look-see” of all the RANM forms and how to best put them to good use. Instructed by Lou Tulga CCIM CRB

Finger-Printing Available on Site at Qualifying Broker Refresher and Mandatory Classes