



## 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](mailto:loutulga@gmail.com)  
or FAX 505-212-0148 and visit [www.loutulga.com](http://www.loutulga.com)  
505-889-4569**



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You may pay by check or by credit card at the door

### **JANUARY 2015**

- ◆ Wednesday January 7th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **\$69.00**. Instructed by Lou Tulga CCIM CRB
- ◆ Thursday, January 8th 8am-5pm **NMREC MANDATORY COURSE** 8 Education CE Credit Hours **\$79.00** Instructed by Lou Tulga CCIM CRB

**BROKERAGE OFFICE ADMINISTRATION** 30 Post-Licensing Credit Hours —Friday-Saturday—Sunday and Monday *January 9,10,11 and 12, 2015 8m-5pm*. Attendance each day is required. **\$250.00** This is **The Required Course** to become eligible to become a QB. This class also provides 10 Education CE Credit Hours. Instructed by Lou Tulga CCIM CRB

- ◆ Tuesday, January 13th 1pm-5pm **BUSINESS ETHICS IN REAL ESTATE** 4 Education CE Credit Hours PLUS meets Realtor Quadrennial Ethics requirement. **\$59.00** Learn from a past chairman of the GAAR and RANM Professional Standards Committees. Instructed by Lou Tulga CCIM CRB
- ◆ Wednesday, January 14th 9am-4pm **DISCLOSURE IN REAL ESTATE** 6 Education CE Credit Hours **\$69.00** Learn the latest disclosure issues—real estate contracts security instruments, condition and repair, PIDs and HOAs and the list goes on! Instructed by Lou Tulga CCIM CRB
- ◆ Thursday, January 15th 8am-5pm **UNDERSTANDING AND USING RANM FORMS** 8 Education CE Credit Hours **\$79.00** Learn everything you want to know and more about the 2015 “**Brand New**” **RANM Purchase Agreement** and other RANM forms. Instructed by Lou Tulga CCIM CRB
- ◆ Tuesday, January 20th 1pm-5pm **CONTRACT NEGOTIATIONS** 4 Education CE Credit Hours **\$59.00**. Learn or brush up on how to assist clients and customers to negotiate their real estate transactions. Plenty of classroom discussion and exercises. Instructed by Lou Tulga CCIM CRB
- ◆ Wednesday, January 21st 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **\$69.00**. Instructed by Lou Tulga CCIM CRB
- ◆ Wednesday, January 22nd 8am-5pm **NMREC MANDATORY COURSE** 8 Education CE Credit Hours **\$79.00** Instructed by Lou Tulga CCIM CRB
- ◆ Wednesday January 28th 8am-5pm **REAL ESTATE INVESTMENT** 8 Education CE Credit Hours **\$79.00**—review of latest market developments, use valuation technique for listing and selling income properties with APOD worksheets, and use of the HP10B financial calculator (limited supply furnished as “loaners” for classroom use). Your customers and clients are counting on your expertise. Instructed by Lou Tulga CCIM CRB

### **FEBRUARY 2015**

- ◆ Tuesday, February 10th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **\$69.00**. Instructed by Lou Tulga CCIM CRB
- ◆ Wednesday, February 11th 8am-5pm **NMREC MANDATORY COURSE** 8 Education CE Credit Hours **\$79.00** Instructed by Lou Tulga CCIM CRB
- ◆ Wednesday, February 18th 8am-5pm **UNDERSTANDING AND USING RANM FORMS** 8 Education CE Credit Hours **\$79.00** Learn everything you want to know and more about the 2015 “**Brand New**” **RANM Purchase Agreement** and other RANM forms. Instructed by Lou Tulga CCIM CRB
- ◆ Thursday, February 19th 1pm-5pm **BUSINESS ETHICS IN REAL ESTATE** 4 Education CE Credit Hours PLUS meets Realtor Quadrennial Ethics requirement. **\$59.00** Learn from a past chairman of the GAAR and RANM Professional Standards Committees. Instructed by Lou Tulga CCIM CRB
- ◆ Tuesday, February 24th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **\$69.00**. Instructed by Lou Tulga CCIM CRB
- ◆ Wednesday, February 25th 8am-5pm **NMREC MANDATORY COURSE** 8 Education CE Credit Hours **\$79.00** Instructed by Lou Tulga CCIM CRB

### **MARCH 2015**

- ◆ Tuesday, March 10th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **\$69.00**. Instructed by Lou Tulga CCIM CRB
- ◆ Wednesday, March 11th 8am-5pm **NMREC MANDATORY COURSE** 8 Education CE Credit Hours **\$79.00** Instructed by Lou Tulga CCIM CRB
- ◆ Tuesday, March 17th 1pm-5pm **TRANSACTION BROKERAGE** 4 Education CE Credit Hours **\$59.00** Instructed by Lou Tulga CCIM CRB—cut through the confusion of “urban legends” by a clear understanding of professional practice without an “agency relationship”. Instructed by Lou Tulga CCIM CRB
- ◆ Wednesday, March 18th 8am-5pm **UNDERSTANDING AND USING RANM FORMS** 8 Education CE Credit Hours **\$79.00** Learn everything you want to know and more about ALL the brand new RANM Forms and how to avoid pitfalls. Instructed by Lou Tulga CCIM CRB
- ◆ Tuesday, March 24th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **\$69.00**. Instructed by Lou Tulga CCIM CRB
- ◆ Wednesday, March 25th 8am-5pm **NMREC MANDATORY COURSE** 8 Education CE Credit Hours **\$79.00** Instructed by Lou Tulga CCIM CRB