



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



Web Page at www.loutulga.com 505-889-4569



DECEMBER

- ◆ Wednesday, December 6th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **\$69.00**. Instructed by Lou Tulga
- ◆ Thursday, December 7th 1pm-5pm **TRANSACTION BROKERAGE** 4 Education CE Credit Hours **\$59.00** Learn how to explain brokerage relationship differences in a way your customer or client can understand. Instructed by Lou Tulga
- ◆ Tuesday, December 12th 1pm-5pm **BUSINESS ETHICS IN REAL ESTATE** 4 Education CE Credit Hours and meets the Realtor biennial ethics requirement and the NMREC ethics requirement under the new Commission Rules **\$59.00** Instructed by Lou Tulga
- ◆ Wednesday, December 13th 1pm-5pm **CONTRACT NEGOTIATIONS** 4 Education/Core-Elective Credit Hours. Learn how to provide customer/client services in keeping with contract provisions. **\$59.00** Instructed by Lou Tulga
- ◆ Tuesday, December 19th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **\$69.00**. Instructed by Lou Tulga
- ◆ Wednesday, December 20th 8am-5pm **UNDERSTANDING & USING RANM FORMS** 8 Education CE Credit Hours. **\$79.00** Learn to understand clauses in the various RANM forms to facilitate offering professional services to clients and customers. Instructed by Lou Tulga

JANUARY

- ◆ Thursday, January 4th 1pm-5pm **RULES and REGULATIONS OF THE NM REAL ESTATE COMMISSION**. 4 Education and Core-Elective Credit Hours. **\$59.00** Keep current with licensee compliance obligations by review of the many 2018 changes. Instructed by Lou Tulga
- ◆ Wednesday, January 10th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **\$69.00**. Instructed by Lou Tulga
- ◆ Thursday January 11th 1pm-5pm **BUSINESS ETHICS IN REAL ESTATE** 4 Education CE Credit Hours and meets the Realtor biennial ethics requirement and the NMREC ethics requirement under the new Commission Rules **\$59.00** Instructed by Lou Tulga
- ◆ Tuesday, January 16th 1pm-5pm **CONTRACT NEGOTIATIONS** 4 Education CE Credit Hours and Core-Elective credit **\$59.00** Learn how to increase your ability to understand your customer and client needs for transaction success. Instructed by Lou Tul
- ◆ Wednesday, January 17th 9am-1pm **CONTRACT STRATEGIES** 4 Education CE Credit Hours. **\$59.00**. Time for a close-up look at the clauses in the 2018 RANM Listing and Purchase Agreements. Instructed by Lou Tulga
- ◆ Tuesday, January 23rd 8am-5pm **REAL ESTATE INVESTMENT** 8 Education CE Credit Hours **\$79.00**. Learn from Lou Tulga how to use the APOD sheet to determine the income approach to value for investments of any size along with the 3 basic evaluation techniques the "pro's" use. Instruction in use of the HP10B financial calculator and looking at market values and trends.
- ◆ Thursday, January 25th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **\$69.00**. Instructed by Lou Tulga
- ◆ Tuesday, January 30th 1pm-5pm **UNDERSTANDING MEDIATION: A WIN/WIN STRATEGY** 4 Education CE Credit Hours. **\$59.00** Learn to understand nip resolve disputes early on before they fester into complaints-----and, includes information about **the OMBUDS** program. Instructed by Lou Tulga