



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

You may pay at the door by Check, Cash or Credit Card



MARCH 2017

- ◆ Tuesday, March 21st 1pm-5pm **BROKERAGE RELATIONSHIPS** 4 Education CE Credit Hours INCLUDING Core-Elective. **\$69.00**. Instructed by Lou Tulga
- ◆ Wednesday, March 22nd 9am-4pm **RISK REDUCTION ISSUES** 6 Education CE Credit Hours—with the current emphasis on risk management strategies. **\$69.00** Instructed by Lou Tulga
- ◆ Thursday, March 23rd 8am-5pm **UNDERSTANDING & USING RANM FORMS** 8 Education CE Credit Hours **\$79.00** Using the latest RANM forms and changes. Instructed by Lou Tulga
- ◆ Tuesday, March 28th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE**. Certificate of completion only. **\$69.00** Instructed by Lou Tulga
- ◆ Wednesday, March 29th 1pm-5pm **BUSINESS ETHICS IN REAL ESTATE** 4 Education CE Credit Hours INCLUDING NMREC Ethics and Realtor biennial ethics requirement **\$59.00** Instructed by Lou Tulga

APRIL 2017

- ◆ Tuesday, April 4th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE**. Certificate of completion only. **\$69.00** Instructed by Lou Tulga
- ◆ Wednesday, April 5th 1pm-5pm **RULES AND REGULATIONS OF THE NMREC** 4 Education CE Credit Hours INCLUDING Core-Elective. **\$69.00** Instructed by Lou Tulga
- ◆ Tuesday, April 11th 1pm-5pm **UNDERSTANDING MEDIATION: A WIN/WIN STRATEGY** 4 Education CE Credits including integration along with the Realtor provided OMBUDS program. **\$59.00** Instructed by Lou Tulga
- ◆ Wednesday, April 12th 1pm-5pm **BUSINESS ETHICS IN REAL ESTATE** 4 Education CE Credit Hours INCLUDING NMREC Ethics and Realtor biennial ethics requirement **\$59.00** Instructed by Lou Tulga
- ◆ Thursday April 13th 1pm-5pm **CONTRACT NEGOTIATIONS** 4 Education CE Credit Hours INCLUDING NMREC Core-Elective **\$59.00** Instructed by Lou Tulga
- ◆ Tuesday, April 18th 1pm-5pm **CONTRACT STRATEGIES** 4 Education CE Credit Hours—a “Short Course” focusing on the latest RANM Listing Agreement and Purchase Agreement— **\$59.00** Instructed by Lou Tulga
- ◆ Wednesday, April 19th 1pm-5pm **FAIR HOUSING MADE E-Z** 4 Education CE Credit Hours **\$59.00** With emphasis on the key elements of fair housing law and current issues of enforcement. **APRIL IS FAIR HOUSING MONTH** a good time to get up-to-date. Instructed by Lou Tulga
- ◆ Tuesday, April 25th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE**. Certificate of completion only. **\$69.00** Instructed by Lou Tulga
- ◆ Wednesday, April 26th 1pm-5pm **BUSINESS ETHICS IN REAL ESTATE** 4 Education CE Credit Hours INCLUDING NMREC Ethics and Realtor biennial ethics requirement **\$59.00** Instructed by Lou Tulga

MAY 2017

- ◆ Tuesday, May 2nd 8am-5pm **REAL ESTATE INVESTMENT** 8 Education CE Credit Hours **\$79.00** Learn the HP10B financial calculator and use of the APOD sheets in the context of understanding how to select real estate investments with numbers on your side. Instructed by Lou Tulga
- ◆ Wednesday, May 3rd 9am-4pm **RISK REDUCTION ISSUES** 6 Education CE Credit Hours **\$69.00** Time to be pro-active in limiting complaints and lawsuits. Instructed by Lou Tulga
- ◆ Tuesday, May 9th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE**. Certificate of completion only. **\$69.00** Instructed by Lou Tulga
- ◆ Wednesday, May 10th 1pm-5pm **BUSINESS ETHICS IN REAL ESTATE** 4 Education CE Credit Hours INCLUDING NMREC Ethics and Realtor biennial ethics requirement **\$59.00** Instructed by Lou Tulga
- ◆ Thursday, May 11th 1pm-5pm **REDUCING VIOLATIONS: A CASE STUDY WORKSHOP** 4 Education CE Credit Hours INCLUDING NMREC Core-Elective. Understanding and effectively applying NMREC Rules in your real estate practice. **\$59.00** Instructed by Lou Tulga
- ◆ Tuesday, May 16th 1pm-5pm **TRANSACTION BROKERAGE** 4 Education CE Credit Hours—obtain a clear understanding of what this prevalent Brokerage Relationship involves in offering real estate services. **\$59.00** Instructed by Lou Tulga
- ◆ Wednesday, May 17th 8am-5pm **UNDERSTANDING & USING RANM FORMS** 8 Education CE Credit Hours **\$79.00** Using the latest RANM forms and changes. Instructed by Lou Tulga
- ◆ Thursday, May 18th 1pm-5pm **ENVIRONMENTAL LIABILITY IN REAL ESTATE** 4 Education CE Credit Hours **\$59.00** Become sensitive to the range of environmental issues affecting customer and client satisfaction. Instructed by Lou Tulga
- ◆ Tuesday, May 23rd 9am-4pm **QUALIFYING BROKER REFRESHER COURSE**. Certificate of completion only. **\$69.00** Instructed by Lou Tulga
- ◆ Wednesday, May 24th 1pm-5pm **BUSINESS ETHICS IN REAL ESTATE** 4 Education CE Credit Hours INCLUDING NMREC Ethics and Realtor biennial ethics requirement **\$59.00** Instructed by Lou Tulga
- ◆ Thursday, May 25th 8am-5pm **FINANCIAL PLANNING through REAL ESTATE** 8 Education CE Credit Hours. **\$79.00** Learn how to select real estate investments using basic financial planning tools, the HP10B financial calculator and APOD records. An excellent first level course. Instructed by Lou Tulga
- ◆ Tuesday, May 30th 1pm-5pm **UNDERSTANDING MEDIATION: A WIN/WIN STRATEGY** 4 Education CE Credits including integration along with the Realtor provided OMBUDS program. **\$59.00** Instructed by Lou Tulga
- ◆ Wednesday, May 31st 9am-4pm **DISCLOSURE IN REAL ESTATE** 6 Education CE Credit Hours **\$69.00** Learn disclosure strategies that can be applied to the many challenges in your real estate practice. Substantial misrepresentation is a major cause of NMREC complaints and legal disputes. This course attempts to provide awareness and response for the ever-increasing areas of potential liability. Instructed by Lou Tulga