



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



OCTOBER

- ◆ Tuesday, October 24th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **\$69.00**. Instructed by Lou Tulga
- ◆ Wednesday, October 25th 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
- ◆ Thursday, October 26th 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

NOTE: Friday, Saturday, Sunday and Monday, October 27th, 28th, 29th and 30th 8am-5pm BROKERAGE OFFICE ADMINISTRATION. This 30-hour course is required of all brokers wishing to upgrade to a QUALIFYING BROKER license before the new requirements take effect. Must attend each day. Also provides attendees with 10 Education CE credit hours as well. TOTAL COST \$230.00 Instructed by Lou Tulga

NOVEMBER

- ◆ Wednesday, November 1st 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **\$69.00**. Instructed by Lou Tulga
- ◆ Wednesday, November 8th 1pm-5pm **CONTRACT STRATEGIES** 4 Education CE Credit Hours. **\$59.00** Learn the how to use the very latest RANM Listing Agreement and Purchase Agreement to accomplish what your customers and clients **intend** when making or accepting offers. Instructed by Lou Tulga
- ◆ Thursday, November 9th 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, November 14th 1pm-5pm **RULES AND REGULATIONS of the NM Real Estate Commission** 4 Education and Core-Elective CE Credit Hours. **\$59.00** Learn the Rules and Regs and their many changes. Instructed by Lou Tulga
- ◆ Wednesday, November 15th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **\$69.00**. Instructed by Lou Tulga
- ◆ Thursday, November 16th 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, November 21st 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. Instructed by Lou Tulga
- ◆ Wednesday, November 29th 9am-4pm **DISCLOSURE IN REAL ESTATE** 6 Education CE Credit Hours. **\$69.00**. Learn the ever-expanding areas for broker disclosure to clients and customers. Instructed by Lou Tulga

NOTE: Friday, Saturday, Sunday and Monday, December 1st, 2nd, 3rd and 4th 8am-5pm BROKERAGE OFFICE ADMINISTRATION. This 30-hour course is required of all brokers wishing to upgrade to a QUALIFYING BROKER license before the new requirements take effect. Must attend each day. Also provides attendees with 10 Education CE credit hours as well. TOTAL COST \$230.00 Instructed by Lou Tulga

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