



## 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)

Web Page at [www.loutulga.com](http://www.loutulga.com) 505-889-4569



**SPECIAL NOTICE: Lou is teaching the BROKER BASICS course required toward obtaining a New Mexico real estate brokers license. Held Friday, Saturday, Sunday and Monday, January 26-29th 8am-5pm **BROKER BASICS** 30 classroom hours. Must attend each day. Instructed by Lou Tulga \$230.00 total cost. Limited class size— so register early!**

### 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 1pm-5pm **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 **UNDERSTANDING and USING RANM FORMS. \$79.00.** 8 Education CE Credit Hours AND **THIS COURSE IS ONE OF THE NEW REQUIREMENTS FOR RENEWAL of a QB license.** The best opportunity to have a close look at the very latest RANM forms—reflecting the changes that went into effect January 1, 2018. Detailed understanding of the Listing Agreement and Purchase Agreement along with understanding of the many supporting RANM forms. Instructed by Lou Tulga
- ◆ Thursday, January 25th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion \$69.00. Instructed by Lou Tulga
- ◆ Friday, Saturday, Sunday, Monday January 26,27,28 and 29th 8am-5pm **BROKER BASICS** 30 pre-licensing hours as a requirement for a New Mexico real estate broker's license. \$230.00. Must attend each day. Instructed by Lou Tulga. Limited seating so register early!
- ◆ 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

***REGISTER BY EMAIL—WWW. loutulga@gmail.com and Pay at the Door***