



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



SEPTEMBER

- ◆ Wednesday, September 6th 9am-4pm DISCLOSURE IN REAL ESTATE 6 Education CE Credit Hours **\$69.00** Learn disclosure responsibilities and strategies that support truly professional real estate services to customers and clients. Instructed by Lou Tulga
- ◆ Tuesday, September 19th 9am-4pm QUALIFYING BROKER REFRESHER COURSE Certificate of Completion **\$69.00**. Instructed by Lou Tulga
- ◆ Wednesday, September 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
- ◆ Thursday, September 21st 1pm-5pm UNDERSTANDING MEDIATION: A WIN/WIN STRATEGY 4 Education CE Credit Hours. **Take charge of your practice!** This course provides a clear understanding of early dispute resolution as alternative to what can follow. Clear discussion of use of the voluntary, confidential, and free Realtor provided **OMBUDS PROGRAM**. **\$59.00** Instructed by Lou Tulga
- ◆ Tuesday, September 26th 9am-4pm QUALIFYING BROKER REFRESHER COURSE Certificate of Completion **\$69.00**. Instructed by Lou Tulga
- ◆ Wednesday, September 27th 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
- ◆ **NOTE: Friday, Saturday, Sunday and Monday, September 29th, 30th October 1st and October 2nd 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

OCTOBER

- ◆ Wednesday, October 4th 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, October 5th 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, October 10th 9am-4pm QUALIFYING BROKER REFRESHER COURSE Certificate of Completion **\$69.00**. Instructed by Lou Tulga
- ◆ Wednesday, October 11th 8am-5pm REAL ESTATE INVESTMENT 8 Education CE Credit Hours. **\$79.00** Learn how to use the provided HP10B financial calculator and the Annual Property Operating Disclosure (APOD) as essential tools for investment real estate. Instructed by Lou Tulga
- ◆ Thursday, October 12th 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
- ◆ Tuesday, October 17th 9am-4pm RISK REDUCTION ISSUES 6 Education CE Credit Hours. Review and become aware of the ever-expanding catalog of broker risks when providing real estate services. Pick up where the old Mandatory Course left off with updates. **\$69.00**. Instructed by Lou Tulga
- ◆ Wednesday, October 18th 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
- ◆ 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
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