



# 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)  
or FAX 505-212-0148 and visit [www.loutulga.com](http://www.loutulga.com)  
505-889-4569**



**REGISTER by Sending an Email to [loutulga@gmail.com](mailto:loutulga@gmail.com)**

You may pay by check or by credit card at the door

## JUNE 2015

- ◆ Thursday, June 18th 9am-4pm **DISCLOSURE IN REAL ESTATE** 6 Education CE Credit Hours. **\$69.00** Take a fresh look at ever-expanding disclosure responsibilities. Seller Property Disclosure Statement, new CFBP HUD-1 replacements and much more. Instructed by Lou Tulga CCIM CRB
- ◆ Tuesday, June 23rd 1pm-5pm **BUSINESS ETHICS IN REAL ESTATE** 4 Education CE Credit Hours **PLUS** the certificate of completion to meet the Realtor® Code of Ethics Quadrennial requirement. **\$59.00** Instructed by Lou Tulga CCIM CRB
- ◆ Wednesday, June 24th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **\$69.00**. Instructed by Lou Tulga CCIM CRB
- ◆ Thursday, June 25th 8am-5pm **NMREC MANDATORY COURSE** 8 Education CE Credit Hours **\$79.00** Instructed by Lou Tulga CCIM CRB
- ◆ Monday, June 29th 1pm-5pm **CONTRACT NEGOTIATIONS** 4 Education CE Credit Hours **\$59.00** Instructed by Lou Tulga CCIM CRB

## JULY 2015

- ◆ Wednesday, July 8th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **\$69.00**. Instructed by Lou Tulga CCIM CRB
- ◆ Thursday, July 9th 8am-5pm **NMREC MANDATORY COURSE** 8 Education CE Credit Hours **\$79.00** Instructed by Lou Tulga CCIM CRB
- ◆ Wednesday, July 15th 8:30am-4:30pm **BROKER SHORT SALE 101** 7 Education CE Credit Hours **\$79.00** Learn the very latest lender requirements, issues and success methods in this still ever-changing process. Instructed by Lou Tulga CCIM CRB

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Friday, Saturday, Sunday and Monday, July 17th—20th, 2015 **BROKER BASICS \$195.00** 30 Pre-License and 10 Education CE Credit Hours —and necessary for some current licensees seeking to upgrade to QB. Instructed by Lou Tulga CCIM CRB. Must attend all sessions.  
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- ◆ Wednesday, July 22nd 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **\$69.00**. Instructed by Lou Tulga CCIM CRB
- ◆ Thursday, July 23rd 8am-5pm **NMREC MANDATORY COURSE** 8 Education CE Credit Hours **\$79.00** Instructed by Lou Tulga CCIM CRB
- ◆ Wednesday, July 29th 8am-5pm **UNDERSTANDING AND USING RANM FORMS** 8 Education CE Credit Hours **\$79.00** Learn how to read contract language with understanding, select the appropriate RANM forms for the transaction and deal with contract management issues. Instructed by Lou Tulga CCIM CRB

## AUGUST 2015

- ◆ Wednesday, August 5th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **\$69.00**. Instructed by Lou Tulga CCIM CRB
- ◆ Thursday, August 6th 8am-5pm **NMREC MANDATORY COURSE** 8 Education CE Credit Hours **\$79.00** Instructed by Lou Tulga CCIM CRB
- ◆ Tuesday, August 11th 1pm-5pm **BUSINESS ETHICS IN REAL ESTATE** 4 Education CE Credit Hours **PLUS** the certificate of completion to meet the Realtor® Code of Ethics Quadrennial requirement. **\$59.00** Instructed by Lou Tulga CCIM CRB
- ◆ Wednesday, August 12th 8am-5pm **REAL ESTATE INVESTMENT** 8 Education CE Credit Hours **\$79.00** Learn the basics of real estate market understanding and how to make profitable real estate investment decisions. Learn how to use the APOD Sheet and HP10B financial calculator in professional applications. Case Studies. Instructed by Lou Tulga CCIM CRB
- ◆ Thursday, August 13th 9am-4pm **RISK REDUCTION ISSUES** 6 Education CE Credit Hours. **\$69.00** Take a fresh look at ever-expanding disclosure responsibilities. Seller Property Disclosure Statement, new CFBP HUD-1 replacements and much more. Instructed by Lou Tulga CCIM CRB
- ◆ Wednesday, August 19th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **\$69.00**. Instructed by Lou Tulga CCIM CRB
- ◆ Thursday, August 20th 8am-5pm **NMREC MANDATORY COURSE** 8 Education CE Credit Hours **\$79.00** Instructed by Lou Tulga CCIM CRB
- ◆ Wednesday, August 26th 8am-5pm **UNDERSTANDING AND USING RANM FORMS** 8 Education CE Credit Hours. Concentration of Listing and Purchase Agreements and how to incorporate other RANM forms into your transaction. Emphasis on how to read contract language with understanding and contract management insights to avoid unnecessary defaults and much, much more! **\$79.00** Instructed by Lou Tulga CCIM CRB