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
or FAX 505-212-0148 and visit www.loutulga.com
505-889-4569

REGISTER by Sending an Email to loutulga@gmail.com
You may pay by check or by credit card at the door

OCTOBER 2015

- Wednesday, October 7th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **$69.00**. Instructed by Lou Tulga CCIM CRB
- Thursday, October 8th 8am-5pm **NMREC MANDATORY COURSE** 8 Education CE Credit Hours **$79.00** Instructed by Lou Tulga CCIM CRB
- Wednesday, October 14th 1pm-5pm **BUSINESS ETHICS IN REAL ESTATE** 4 Education CE Credit Hours PLUS meets Realtor Quadrennial Ethics requirement. **$59.00** Learn from a past chairman of the GAAR and RANM Professional Standards Committees. Instructed by Lou Tulga CCIM CRB
- Thursday, October 15th 8am-5pm **UNDERSTANDING AND USING RANM FORMS** 8 Education CE Credit Hours **$79.00** Learn everything you want to know and more about ALL the brand new RANM Forms and how to avoid pitfalls . Instructed by Lou Tulga CCIM CRB
- Wednesday, October 21st 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **$69.00**. Instructed by Lou Tulga CCIM CRB
- Thursday, October 22nd 8am-5pm **NMREC MANDATORY COURSE** 8 Education CE Credit Hours **$79.00** Instructed by Lou Tulga CCIM CRB
- Wednesday, October 28th 8:30am-4:30pm **BROKER SHORT SALE 101** 7 Education CE Credit Hours **$79.00** Learn from the ground up to successful closings of short sale transactions—-with the latest changing lender requirements and helpful techniques. Instructed by Lou Tulga CCIM CRB

NOVEMBER 2015

- Wednesday, November 11th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **$69.00**. Instructed by Lou Tulga CCIM CRB
- Thursday, Thursday 12th 8am-5pm **NMREC MANDATORY COURSE** 8 Education CE Credit Hours **$79.00** Instructed by Lou Tulga CCIM CRB
- Tuesday, November 17th 1pm-5pm **BUSINESS ETHICS IN REAL ESTATE** 4 Education CE Credit Hours PLUS meets Realtor Quadrennial Ethics requirement. **$59.00** Learn from a past chairman of the GAAR and RANM Professional Standards Committees. Instructed by Lou Tulga CCIM CRB
- Wednesday, November 18th 8am-5pm 8am-5pm **FINANCIAL PLANNING through REAL ESTATE** 8 Education CE Credit Hours **$79.00**—learn and review essential financial planning techniques with 5 easy steps and become aware of the type of real estate investment opportunities there are in an ever-changing global economic environment. Use of the standard APOD worksheets, and use of the HP10B financial calculator (limited supply furnished as "loaners" for classroom use). Your customers and clients looking to diversify their financial planning portfolios can benefit from your participation in the process. Instructed by Lou Tulga CCIM CRB
- Monday, November 23rd 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **$69.00**. Instructed by Lou Tulga CCIM CRB
- Tuesday, November 24th 8am-5pm **NMREC MANDATORY COURSE** 8 Education CE Credit Hours **$79.00** Instructed by Lou Tulga CCIM CRB

DECEMBER 2015

- Wednesday, December 2nd 1pm-5pm **CONTRACT NEGOTIATIONS** 4 Education CE Credit Hours **$59.00** Polish up and improve your negotiation skills in making offers turn into closed transactions. Instructed by Lou Tulga CCIM CRB
- Thursday, December 3rd 1pm-5pm **TRANSACTION BROKERAGE** 4 Education CE Credit Hours **$59.00** Instructed by Lou Tulga CCIM CRB—cut through the confusion of "urban legends" by a clear understanding of professional practice without "agency relationships". Instructed by Lou Tulga CCIM CRB
- Wednesday, December 9th 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **$69.00**. Instructed by Lou Tulga CCIM CRB
- Thursday, December 10th 8am-5pm **NMREC MANDATORY COURSE** 8 Education CE Credit Hours **$79.00** Instructed by Lou Tulga CCIM CRB
- Tuesday, December 15th1pm-5pm **NMREC RULES** 4 Education CE Credit Hours **$59.00** A comprehensive view of the Rules requirements of all licensees with up-to-date information about any changes. Instructed by Lou Tulga CCIM CRB
- Wednesday, December 16th 1pm-5pm **BUSINESS ETHICS IN REAL ESTATE** 4 Education CE Credit Hours PLUS meets Realtor Quadrennial Ethics requirement. **$59.00** Learn from a past chairman of the GAAR and RANM Professional Standards Committees. Instructed by Lou Tulga CCIM CRB
- Tuesday, December 22nd 9am-4pm **QUALIFYING BROKER REFRESHER COURSE** Certificate of Completion **$69.00**. Instructed by Lou Tulga CCIM CRB
- Wednesday, December 23rd 8am-5pm **NMREC MANDATORY COURSE** 8 Education CE Credit Hours **$79.00** Instructed by Lou Tulga CCIM CRB