



## 2023 - Brunswick Broker Course February 7, 2023 – May 4, 2023 Course Syllabus

*No recruiting for employment for any real estate brokerage is allowed in this class or on the school premises by any students. Report promptly any efforts to recruit by anyone to the Director for AREEC or to the Georgia Real Estate Commission by calling 404.656.3916. (Commission Rule 520-2.15)*

**Instructor – Robert Kozlowski... Direct (no text) – 912.231.4056**  
**Email: [robert@mycbhomes.com](mailto:robert@mycbhomes.com)**

Class #	Total Hrs	Day of Week	Date	Topic
1	3	Tuesday	Feb 7, 2023	Orientation: The Real Estate Broker
2	6	Thursday	Feb 9, 2023	Brokerage Planning/Rights
3	9	Thursday	Feb 16, 2023	Real Estate Basics/Ownership
4	12	Saturday	Feb 18, 2023	Governmental Controls/Transfer
5	15	Tuesday	Feb 21, 2023	Federal Law/Fair Housing
6	18	Thursday	Feb 23, 2023	Federal Law Continue
7	21	Tuesday	Mar 7, 2023	Agency/Disclosure, BRRETA
8	24	Thursday	Mar 9, 2023	Purchase Agreements
9	27	Saturday	Mar 11, 2023	Leasing
10	30	Tuesday	Mar 21, 2023	Community Association Management
11	33	Tuesday	Mar 28, 2023	Valuation
12	36	Thursday	Mar 30, 2023	Finance
13	39	Tuesday	Apr 4, 2023	Sellers Net, Buyers Cost
14	42	Thursday	Apr 6, 2023	Closing and HUD-1
15	45	Saturday	Apr 8, 2023	Brokerage/License Law
16	48	Tuesday	Apr 11, 2023	Rules and Regulations
17	51	Thursday	Apr 13, 2023	Brokerage Responsibilities
18	54	Tuesday	Apr 18, 2023	Transaction Management
19	57	Thursday	Apr 20, 2023	Ethics and Math Review
20	60	Tuesday	Apr 25, 2023	Brokerage Policies
21	0	<b>Tuesday</b>	<b>May 2, 2023</b>	<b>OPTIONAL CRAM</b>
22	63.5	<b>Thursday</b>	<b>May 4, 2023</b>	<b>FINAL EXAM</b>
23	0	<b>Tuesday</b>	<b>May 16, 2023</b>	<b>FINAL EXAM RETAKE</b>

**Class will be held at 1965 Glynn Avenue Brunswick, GA 31520**  
**Class Times: Morning classes 9:00 AM to 12:00 PM,**  
**Optional Cram Course is Tuesday, May 2, 2023 – 9:00 AM to 12:30 PM**  
**CRAM Course cannot be used as make up for missed classes.**  
**Class Dates and Topics are subject to change.**  
**If a class date change is necessary, a 2 day notice will be provided.**

**The Academy for Real Estate Education and Consulting**

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