

COURSE: REAL ESTATE THE RITE WAY

COURSE DESCRIPTION: This 60-hour course and subsequent 25-hour coaching series, designed for newly licensed agents, provides an extensive introduction to real estate as practiced in the Midlands of South Carolina. Students will gain an understanding of local real estate practices and procedures as they apply to agency, contracts, the closing process, finance, marketing, working with buyers and sellers and business development.

The first 30 hours of the course meet the State of South Carolina's mandatory continuing education requirements for first year licensees with a Provisional license. As such, South Carolina Law requires attendance of the entire 30 hours in order to receive credit for the course and enable the licensee to upgrade their license.

INSTRUCTOR: Ruth Marcus

COST: \$395

LOCATION: Russell & Jeffcoat Training Center at 5219 N. Trenholm Road

SCHEDULE: 8:30am-4:30pm, Monday through Friday for 2 weeks
8:30am-12:00pm Monday for the subsequent 6 weeks
(See your manager for details)

REGISTRATION: See New Associates Training Registration Form on the Intranet