

# RECD C

REAL ESTATE CAREER DEVELOPMENT CENTER OF GEORGIA

## IGNITE Spring 2020

**Start Date: Monday March 23<sup>rd</sup>**

**Completion Date: Tuesday April 7<sup>th</sup>**

**Time: 12:00 pm – 3:00 pm (with a 15 minute break at 1:30)**

<b>Date</b>	<b>Description</b>	<b>Hours</b>
Mon March 23	Session 1: IGNITE Your Business	3
Tues March 24	Session 2: Build Your Business	3
Wed March 25	Session 3: Find Your Business	3
Thurs March 26	Session 4: Win The Seller	3
Fri March 27	Session 5: Price To Sell	3
Mon March 30	Session 6: Sell Your Listing	3
Tues March 31	Session 7: Find And Win Buyers	3
Wed April 1	NO CLASS	0
Thurs April 2	Session 8: Find And Show Homes	3
Fri April 3	Session 9: Make And Receive Offers	3
Mon April 6	Session 10: Negotiate The Deal	3
Tues April 7	Session 11: Close The Deal	3
Wed April 8	Session 12: IGNITION- Blast Off/Exam	3

The total hours of all sessions equal 36. Each student is REQUIRED to be in the classroom, as mandated by the Georgia Real Estate Commission, complete all required assignments and pass the school exit exam with a 75% or higher to qualify for the 25 Post License Hours.

**Any missed portion of a session will result in lost hours.**

\*\*This syllabus is subject to change.