

*Georgia REALTORS® partners with the Local Boards and REALTOR® Firms to provide quality, affordable continuing education courses.*



## **PARTNERS IN EDUCATION**

### **Secret Agents Make No Money #66252**

**Sponsored by:**

**Georgia Association of REALTORS®, GREC School #271  
Partners in Education Program**

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## STUDENT NOTICE

The Georgia Association of REALTORS®, Inc. is approved by the Georgia Real Estate Commission (GREC) to offer continuing education, sales postlicense, and broker prelicense courses. The GREC school code number is 271 with a renewal date of December 31, 2019.

The Georgia Real Estate Commission has approved this course for three (3) hours of continuing education credit. GAR school policy defines an instructional hour as 50 minutes.

To receive continuing education (CE) credit for this in-classroom course, the student must:

- ✓ be on time
- ✓ sign in with the course facilitator before the course begins
- ✓ be present in the course during all instruction periods
- ✓ return a completed evaluation to facilitator at the end of course
- ✓ not have taken this course for continuing education credit within the past 366 days.

There is no make-up session for this course.

Cell phones and other electronic devices can be distracting. Use of communication methods such as text messaging, E-mailing, web surfing, etc. is prohibited while class is in session if it poses a distraction to other attendees and shall be grounds for dismissal. Taking pictures of PowerPoint slides requires the permission of the instructor.

Entrance qualifications and standards of completion will not be based on race, color, sex, religion, national origin, familial status, handicap, sexual orientation, or gender identity.

No recruiting for employment opportunities for any real estate brokerage firm is allowed during this course or on the premises while this course is in session. Any effort to recruit by anyone should be promptly reported to the Director of Professional Development; Georgia Association of REALTORS®; 770-451-1831; 6065 Barfield Road; Sandy Springs, GA 30328; or to the Georgia Real Estate Commission; 404-656-3916; International Tower; 229 Peachtree Street, NW; Suite 1000; Atlanta, GA 30303-1605.

# **SECRET AGENTS MAKE NO MONEY!!!!!!**

**What do people judge about you?**

_____	_____
_____	_____
_____	_____

**What should you do when customers & clients complain about their agent?**

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**Examples of denigrating language.**

_____	_____
_____	_____

**What is meant by effective communication?**

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**What are some times that you can turn off your phone?**

\_\_\_\_\_

\_\_\_\_\_

**Be aware of what you \_\_\_\_\_, online or in social media .**

**What are the two types of open house?**

\_\_\_\_\_

**Name a reason to invite the neighbors to an open house.**

\_\_\_\_\_

**Why do you need to network?**

\_\_\_\_\_

**Never promise what you \_\_\_\_\_, only what you \_\_\_\_\_.**

**When showing vacant property, always leave your \_\_\_\_\_ and if you can make you showing appointment what should you do\_\_\_\_\_.**

**Encourage you customers and clients to talk about the property where\_\_\_\_\_.**

# Georgia Association REALTORS® - Partners in Education

## Student Course / Instructor Evaluation

Course Name \_\_\_\_\_

Instructor \_\_\_\_\_

Date \_\_\_\_\_

**PLEASE FILL IN THE BUBBLES COMPLETELY SO ANSWERS ARE SCANABLE.**

**Please do NOT use check marks, x's or any other type of mark.**

**The instructor encouraged my participation through questions and answers or exercises.**

- Strongly Disagree
- Disagree
- Neutral
- Agree
- Strongly Agree

**The instructor presented ideas clearly and made the subject matter interesting.**

- Strongly Disagree
- Disagree
- Neutral
- Agree
- Strongly Agree

**The use of the outline / handouts for study and / or reference was helpful.**

- Strongly Disagree
- Disagree
- Neutral
- Agree
- Strongly Agree

**The topic is relevant / helpful to my real estate activities.**

- Strongly Disagree
- Disagree
- Neutral
- Agree
- Strongly Agree

**I would want this instructor back.**

- Strongly Disagree
- Disagree
- Neutral
- Agree
- Strongly Agree

**Additional Comments:**

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Thank you for your input. (Revised 5-2017)