



## 2018 - 2019 Credentialing Classroom Course Tuition Rates

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### **IREM courses available for classroom and on line**

Students who register more than 30 days prior to the start of a course/track will pay the early member or nonmember rate – saving \$100.

Students who register less than 30 days prior to the start of a course/track will pay the member or nonmember rate.

Tuition Rate	Applies to:
<b>Member rate</b>	CPM® CPM® Candidate ARM® ACoM AMO® Firm Employee Associate Member Student Member Academic Member
<b>Regular rate</b>	<b>Nonmember</b>

**IREM GA IS HOSTING THE FOLLOWING CLASSROOM COURSES BEFORE THE END OF THE YEAR :**

**October 18 MARKETING AND LEASING STRATEGIES FOR MULTIFAMILY PROPERTIES - MKL405** Get the most bang for your buck. Complete this course to learn how to position your rental property to succeed in your market. Approved for 12 Continuing Education Credits through the Georgia Real Estate Commission. Taught by our very own International REME CPM Award Winner, Dr. Debbie Phillips, Ph.D., CPM.

**October 22 – 26 MANAGING RESIDENTIAL ASSETS, ATTEND THE ARM TRACK (Ethics, RES 201, Exam)** The A-R-M Certification is regarded as the most recognized credential for residential real estate managers, and the ARM Track experience will get you one step closer to earning it. Approved for 20 Continuing Education Credits through the Georgia Real Estate Commission.

**Oct 22 ETHICS FOR THE REAL ESTATE MANAGER ETH800** Taught by the 2018 IREM GA President and published Author Paul Mendel. Approved for 6 Continuing Education Credits through the Georgia Real Estate Commission.

**Dec 10 – 14 Let us get you on the "Asset" Track (Asset Management Track)** The Asset Management Track is comprised of skill-based courses that, when taken in sequence, progressively build your knowledge of financing and valuation of real estate assets. Approved for 30 Continued Education Credits through the Georgia Real Estate Commission.

**COURSES HIGHLIGHTED BELOW ARE OFFERED IN GA EVERY YEAR OR EVERY OTHER YEAR!**

<b>ASM603 (2 days)</b>	<b>Financing and Loan Analysis for Investment Real Estate</b>	<b>Early Member</b>	<b>\$599</b>
		<b>Member</b>	<b>\$699</b>
		<b>Early Nonmember</b>	<b>\$745</b>
		<b>Nonmember</b>	<b>\$845</b>
<b>ASM604 (2 days)</b>	<b>Performance and Valuation of Investment Real Estate</b>	<b>Early Member</b>	<b>\$599</b>
		<b>Member</b>	<b>\$699</b>
		<b>Early Nonmember</b>	<b>\$745</b>
		<b>Nonmember</b>	<b>\$845</b>
<b>ASM605 (1 day)</b>	<b>Asset Analysis of Investment Real Estate</b>	<b>Early Member</b>	<b>\$330</b>
		<b>Member</b>	<b>\$430</b>
		<b>Early Nonmember</b>	<b>\$410</b>
		<b>Nonmember</b>	<b>\$510</b>
<b>BDM603 (2.5 days)</b>	<b>Leading a Successful Property Management Company</b>	<b>Early Member</b>	<b>\$750</b>
		<b>Member</b>	<b>\$850</b>
		<b>Early Nonmember</b>	<b>\$940</b>
		<b>Nonmember</b>	<b>\$1,040</b>

CID201 (4 days)	Managing Condominium and Homeowners Associations (Does NOT include ARM® Certification Exam)	Early Member \$615 Member \$715 Early Nonmember \$770 Nonmember \$870
<b>ETH800</b> (1 day)	<b>Ethics for the Real Estate Manager</b> (No Early Bird Pricing)	<b>Member \$185</b> <b>Nonmember \$230</b>
<b>FIN402</b> (2 days)	<b>Budgeting, Cash Flow, and Reporting for Investment Real Estate</b>	<b>Early Member \$599</b> <b>Member \$699</b> <b>Early Nonmember \$745</b> <b>Nonmember \$845</b>
HRS402 (2 days)	Leading a Winning Property Management Team	Early Member \$599 Member \$699 Early Nonmember \$745 Nonmember \$845
MKL404 (2 days)	Marketing and Leasing Strategies for Retail Properties	Early Member \$599 Member \$699 Early Nonmember \$745 Nonmember \$845
<b>MKL405</b> (2 days)	<b>Marketing and Leasing Strategies for Multifamily Properties</b>	<b>Early Member \$599</b> <b>Member \$699</b> <b>Early Nonmember \$745</b> <b>Nonmember \$845</b>
MKL406 (2 days)	Marketing and Leasing Strategies for Office Buildings	Early Member \$599 Member \$699 Early Nonmember \$745 Nonmember \$845
<b>MNT402</b> (2 days)	<b>Managing Maintenance Operations and Property Risk</b>	<b>Early Member \$599</b> <b>Member \$699</b> <b>Early Nonmember \$745</b> <b>Nonmember \$845</b>
<b>RES201</b> (4 days)	<b>Managing Residential Properties (Does NOT include ARM® Certification Exam)</b>	<b>Early Member \$615</b> <b>Member \$715</b> <b>Early Nonmember \$770</b> <b>Nonmember \$870</b>

## IREM® Track Offerings

Managing People & Marketing/Multifamily Track	Managing People & Marketing/Multifamily Track (MKL405, HRS402) - MULTRK	Early Member \$1,198 Member \$1,298 Early Nonmember \$1,490 Nonmember \$1,590
Managing People & Marketing/Office Track	Managing People & Marketing/Office Track (MKL406, HRS402) – OFFTRK	Early Member \$1,198 Member \$1,298 Early Nonmember \$1,490 Nonmember \$1,590
Managing People & Marketing/Retail Track	Managing People & Marketing/Retail Track (MKL404, HRS402) - RETTRK	Early Member \$1,198 Member \$1,298 Early Nonmember \$1,490 Nonmember \$1,590
<b>Managing Maintenance &amp; Budgeting Track</b>	<b>Managing Maintenance &amp; Budgeting Track (FIN402, MNT402) – MMBTRK</b>	<b>Early Member \$1,198 Member \$1,298 Early Nonmember \$1,490 Nonmember \$1,590</b>
<b>CPM® Capstone Track</b>	<b>CPM® Capstone Track (MPSAXM, CPMEXM) – CAPTRK</b>	<b>Early Member \$1,565 Member \$1,665 Early Nonmember \$1,960 Nonmember \$2,060</b>
<b>Asset Management Track</b>	<b>Asset Management Track (ASM603, ASM604, ASM605) – ASMTRK</b>	<b>Early Member \$1,528 Member \$1,628 Early Nonmember \$1,900 Nonmember \$2,000</b>

<b>ARM® Track</b>	<b>ARM Track (ETH800, RES201, ARMEXM) - ARMTRK</b>	<b>Early Member \$860</b> <b>Member \$960</b> <b>Early Nonmember \$1,075</b> <b>Nonmember \$1,175</b>
ARM® Track (with CID201)	ARM Track (ETH800, CID201, ARMEXM) - CIDTRK	Early Member \$860 Member \$960 Early Nonmember \$1,075 Nonmember \$1,175