

# Huntsville CE Schedule 2012

## Thursday February 23

9:00 Risk Management, That Delicate Balance, Melanie Brooks Instructor - A look at how to manage your risk and avoid being sued by understanding the laws of Alabama Agency and License Law. 3 hours of REQUIRED CE or use for an elective if taken more than once. \$30

12:30 Code of Ethics, NAR 4 year Requirement, - Ev Brooks instructor - Ethics vs. Law? Where does the violation fall? With 40 years experience in Real Estate plus a degree in Law, Ev teaches this class in a unique way. 3 hours elective plus NAR requirement \$30

## Thursday, March 1

9:00 Clients for Life, Melanie Brooks Instructor - Learn how to keep clients calling you. Get referrals without asking. Write a simple marketing plan that will work for years to come. 3 hours CE elective credit \$30

12:30 Enhancing Customer Service with Online Public Records, Ev Brooks Instructor- The *NEW* North Alabama Favorite! The old class Courthouse Records has gone Online! Search deeds, mortgages, property plats, get mailing lists and more. Wow and Amaze your clients with a click of a mouse!  
3 hours CE elective credit \$30

## Thursday. March 8

9:00 Using Personality Profiles to Enhance Communication, Melanie Brooks Instructor - Discover for yourself who YOU are using the DISC program then learn HOW to better interact with your clients and customers.  
3 Hours CE elective \$30

12:30 Risk Management That Delicate Balance, Ev Brooks Instructor - A look at how to manage your risk through "Case Studies". Learn from others mistakes while reviewing documented court cases and their outcomes. 3 hours REQUIRED CE or use for an elective if taken more than once!

CE Classes are at E S Brooks School of Real Estate 2312 Memorial Parkway Suite J Huntsville AL 35801  
email [melaniebrooks123@gmail.com](mailto:melaniebrooks123@gmail.com) to register

No Time for Classroom CE, do it all Online at [www.esbrooks.info](http://www.esbrooks.info) all 15 hours of 2012 CE!

Rules Regarding Continuing Education per the Alabama Real Estate Commission are as follows:

- 100 % attendance is required, therefore late entries or early exits will result in not receiving CE credit
- Your real estate number is required to receive CE credit, please have it with you
- 3 Hours of Risk Management is the REQUIRED course
- License Renewal Fees must be paid by August 31, 2012
- 15 hours of CE must be completed by September 30, 2012