



**ALAN KELLS SCHOOLS OF REAL ESTATE
119 GAMMA DRIVE
PITTSBURGH, PA 15238**

2012 - Continuing Education Course Schedule

Location – 5235 Clairton Blvd., Pittsburgh, PA 15236

January 25, 2012

The Art of Negotiation

10:00am – 12:00pm – Fee - \$25.00 - 2 hours CE

January 31, 2012

Home Staging to Sell

10:00am – 12:00pm – Fee - \$25.00 - 2 hours CE

February 16, 2012

Interviewing Customers for Results

10:00am – 12:00pm - Fee - \$25.00 - 2 hours CE

February 28, 2012

Working with Buyers and Sellers in Changing Markets

10:00am – 1:00pm - Fee - \$36.00 - 3 hours CE

March 8, 2012

Servicing People’s Differences

10:00pm – 12:00pm - Fee - \$25.00 - 2 hours CE

April 10, 2012

Handling Misconceptions about Online Consumers

10:00pm – 12:00pm - Fee - \$25.00 - 2 hours CE

May 22, 2012

Residential Module (Mandatory for New Agents)

9:00am – 5:00pm - Fee - \$70.00 – 7 hours CE

January 25, 2012

Keeping It Simple for the Client

1:00am – 3:00pm - Fee - \$25.00 - 2 hours CE

January 31, 2012

Psychographics

1:00am – 3:00pm - Fee - \$25.00 - 2 hours CE

February 16, 2012

Working with the Noncommittal Buyer

1:00am – 3:00pm - Fee - \$25.00 - 2 hours CE

March 8, 2012

Time Management

1:00pm – 3:00pm - Fee - \$25.00 - 2 hours CE

April 10, 2012

Getting to Wow

1:00pm – 3:00pm - Fee - \$25.00 - 2 hours CE

May 29, 2012

General Module (Mandatory for New Agents)

9:00am – 5:00pm - Fee - \$70.00 – 7 hours CE

Name: _____

Last

First

MI

Home Address: _____

*(Required if paying by Credit Card)

Street

City,

State

Zip Code

R E License # _____ **Office:** _____ **Telephone No:** _____

Check _____ **M/C** _____ **Visa** _____ **Exp. Date:** _____

Please circle one

Account Number

Checks are payable to: Alan Kells Schools of Real Estate
119 Gamma Drive
Pittsburgh, PA 15238