



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

**2012 - Continuing Education Course Schedule**

**Location – 2000 Corporate Drive, Wexford, PA 15090**

**January 24, 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 24, 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**