



# Real Estate Salesperson / 2026 Pre-License Course – Macon July 30, 2026 to October 29, 2026 Course Syllabus

*No recruiting for employment for any real estate brokerage is allowed in this class or on the school premises by any students. Report promptly any efforts to recruit by anyone to the Director for AREEC or to the Georgia Real Estate Commission by calling 404.656.3916. (Commission Rule 520-2.15)*

***Instructor*** – Dorothy Mitchell 478-731-8316

***dmitchell@fickling.com***

Class #	Total Hrs.	Day of Week	Date	Topic
1	3.15	Thursday	July 30, 2026	Orientation
2	6.30	Tuesday	August 4, 2026	Property
3	9.45	Thursday	August 6, 2026	Rights
4	12.6	Tuesday	August 11, 2026	Ownership
5	15.75	Thursday	August 13, 2026	Transfer
6	18.9	Tuesday	August 18, 2026	Review Chapter 1-4
7	22.05	Thursday	August 20, 2026	Government
8	25.2	Tuesday	August 25, 2026	Agency
9	28.35	Thursday	August 27, 2026	Contracts
10	31.5	Tuesday	September 1, 2026	Lease
11	34.65	Thursday	September 3, 2026	Forms Practical
12	37.8	Tuesday	September 8, 2026	Review Chapter 5-8
<b>13</b>	<b>40.95</b>	<b>Thursday</b>	<b>September 10, 2026</b>	<b>MIDTERM EXAM</b>
14	44.1	Tuesday	September 15, 2026	Value
15	47.25	Thursday	September 17, 2026	Value Practical
16	50.4	Tuesday	September 22, 2026	Finance
17	53.55	Thursday	September 24, 2026	Finance Practical
18	56.7	Tuesday	September 29, 2026	Sellers Cost
19	59.85	Thursday	October 1, 2026	License Law
20	63	Tuesday	October 6, 2026	Buyers Cost
21	66.15	Thursday	October 8, 2026	Rules and Regulations
22	69.3	Tuesday	October 13, 2026	R. E. Math/Review
23	72.45	Thursday	October 15, 2026	Code of Ethics/Review
24	75.6	Tuesday	October 20, 2026	Review
25	78.75	Thursday	October 22, 2026	Review
<b>26</b>	<b>Option 1</b>	<b>Friday@11:00 AM</b>	<b>October 23, 2026</b>	<b>FINAL EXAM</b>
<b>27</b>	<b>Option 1/2</b>	<b>Tuesday @ 5 PM</b>	<b>October 27, 2026</b>	<b>FINAL EXAM/RETAKE</b>
<b>28</b>	<b>Option 2</b>	<b>Thursday @ 5 PM</b>	<b>October 29, 2026</b>	<b>FINAL RETAKE</b>

Class Times: Evening classes 6:00 PM to 9:15 PM

Class Dates and Topics are subject to change

If a class date change is necessary, a 2-day notice will be provided.

**www.ficklingedu.com**

Director: Dorothy Mitchell...478-410-3518... School Code - 7900  
2960 Riverside Drive, Suite 200...Macon, GA...31204... Email: [reschool@fickling.com](mailto:reschool@fickling.com)



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## **Notice to Students – Please Read – Important Information**

*This class is a 75 hour, Sales-person Pre-license class approved by the Georgia Real Estate Commission. With successful completion, students will be certified to take the state Salesperson exam administered by PSI Services. (<https://www.psiexams.com>)*

### **Location of Class**

Classroom is located at Fickling & Company building at 2960 Riverside Drive, Macon, GA 31204.

**Instructor** – Dorothy Mitchell Cell: 478-731-8316 Email: [reschool@fickling.com](mailto:reschool@fickling.com) Website: [www.ficklingedu.com](http://www.ficklingedu.com)

**School Director** – Dorothy Mitchell

Email: [dmitchell@fickling.com](mailto:dmitchell@fickling.com)

### **Cost**

\$550 – Includes book, tuition, handouts and materials, and Cram course prior to exam. Can be paid by check, money order or charge card. You must pay in person if paying by check or money order, we do not have credit card capability in the Macon or Warner Robins office. **NO** refunds after acceptance of course book.

### **Books and Materials**

Books and materials are provided and there is no additional cost. These items are included in tuition.

### **Grading and Attendance**

In order to successfully complete this course, you must attend 75 hours of instruction. There are 91 hours of instruction on the schedule. You may miss up to 2 classes, but it is not recommended you miss any classes.

Classwork that must be completed to be eligible to take the final exam:

- 75 Hours of attendance
- Take the Midterm Exam
- Complete Contract assignment
- Complete Valuation assignment
- **Take and pass the final exam with 72% or greater**

Books will be ordered based on the number of students who have paid 10 days prior to class beginning. If you pay later than 10 days prior to class start, you will risk not having a book for the first night of class, but you will receive a book on class night number two.

**No personal checks will be accepted after July 16, 2026**

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