

Calendar

GREC Brokerage Course & Trust Accounts Class

Dates:

- July 14 & 15, 2010
Tift Area Board
(229) 388-1111
- August 25 & 26, 2010
Gordon Association
(404) 845-4082

Common Violations Class

Dates:

- June 15, 2010 @
Rabun County Board
- June 16, 2010 @
400 North Board
- June 17, 2010 @
Greater Rome Board
- June, 25, 2010 @
NE Georgia Board

Georgia Instructor Training Workshop Dates:

- July 22-23, 2010
GIT – Macon
<http://www.grec-git.com/>

[Click here to see GREC Disciplinary Sanctions](#)

Georgia Real Estate Commission

Suite 1000
International Tower
229 Peachtree Street NE
Atlanta, GA 30303-1605
Phone 404-656-3916



This Issue:

Scholarship Money **P.1-2**

Focus on Terminology **P. 2**

Scholarship Money for Real Estate Education

For several years, the Georgia Real Estate Commission has contracted with the Georgia Association of REALTORS® to provide funds for a scholarship program for active licensees in Georgia. There is no membership, experience or specific course or school requirements. Sound too good to be true? ***The only bad part is that very few real estate licensees know about this program.*** Here are the basics:

- The Applicant must hold an active real estate license. There is no requirement to be a member of any organization.
- The scholarship provides for partial

reimbursement of fees paid for real estate related courses taken towards a professional designation.

- The specific designations allowed must be real estate related. You can contact the Georgia Association of Realtors® before you sign up for a course to determine if the designation course would qualify. Their phone number is 678-597-4121.
- The designation does not have to be affiliated with any specific organization or association.

...continued on page 2

Broker's Box: Practice in Action

[Send in your comments to the GREC RENews Editor](#)

What do you think are the most difficult aspects of managing licensees? Send us your list of the 2 most difficult issues of broker management. We'll compile a list and give you the results and provide a link to GREC resources that could help you in your brokerage management.

[Click Here to Send Your Comments](#)

Scholarship Money...

... continued from page 1

- Georgia licensees are allowed to select the subject of the courses they take for required education provided the course and school are authorized by GREC. This scholarship program provides an opportunity for the licensee to advance his/her career by taking designation courses in their chosen field of expertise.
- After enrollment, payment of fees, and completion of the course, the licensee must submit an application showing proof of completion, etc.
- The amount of money awarded depends upon the availability of funds, the number of applications submitted, and the amount of money allotted for each year.
- Money is awarded without knowing the identity of the specific applicant
- Funds are distributed quarterly on a regional basis throughout the State.
- An applicant can submit a request only one time per calendar year.

The funds for the program are provided from the following sources:

1. Interest earned on funds invested. The amount of funds available varies by earnings on the investments. The principle balance was originally provided by the Georgia Real Estate Commission, Real Estate Education Research and Recovery Fund.
2. Additional funding from the Georgia Real Estate Commission Real Estate Education Research and Recovery Fund.
3. Donations from Members of the Georgia Association of REALTORS® (GAR) and Local Boards and Associations.

The scholarship program is administered and managed by the Georgia Association of Realtors®.

[Click here for more details and the online application for scholarship money.](#)



This money is set aside and there for the asking. Now is a great time to take advantage of this opportunity to

earn a real estate designation of your choice and meet continuing education requirements at the same time.

Enroll Now
For Free
GREC Online
CE Course
“Practicing
Real Estate &
Staying Out of
Trouble”
[Click Here](#)

[To sign up to receive the GREC RENEWSletter](#)
[Click Here](#)

[Comments or Suggestions](#)
[Click Here](#)



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Focus on Terminology: “Build-to-Suit”

In a market where traditional financing is scarce, the owner could still be a good source. The owner may be willing to build out a development to the specifications of a buyer or tenant in return for a lease where the amortized portion of the build out is factored into the lease payments. This build-to-suit arrangement is common for building out space for a tenant in a building, but also works well to develop land to the tenant's requirements in return for a ground lease.

A build-to-suit is really another form of seller financing and is a useful strategy in a market where money is tight and the owner of the property wants a better return on his/her money than he/she can find elsewhere.