

<b>Tony Macaluso Real Estate School</b>		
<b>Florida - Approved Courses - License Renewal</b>		
<u>Course Name</u>	<u>CE Hrs</u>	
FL RE Principles, Practice & Law - Sales Assoc	63	
14 Hour Continuing Education for Brokers & Sales Associates	14	
Core Law	3	
45 Hr Post Licensing for Real Estate Associates	45	
Broker Pre Licensing	72	
Broker Post Licensing - "Real Est Management"	30	
Broker Post Licensing - "Real Est Investment"	30	
Expand Your Business Into Global Market Place	3	
Booming Business of Boomers, Second & Vacation Home Sales	3	
Cashing In on Customs Cultures	3	
<b>Tony Macaluso Seminars</b>		
<u>Course Name</u>	<u>CE Hrs</u>	<u>Other</u>
The Financial Challenge II, Scratch, Dent, Bruised Buyers	4	
The Booming Business of Boomers, Vacation & Seond Home Sales	3	
Expand Your Business Into The Global Market Place - TM Author	3	
Cashing In On Customs & Cultures	3	
The Secrets of Cross Cultural Sales - TM	3	
International Risk Reduction - NAR	3	
CIPS-Essentials of International Real Estate for Local Markets	11	
CIPS-The Americas - NAR	7	
CIPS-Europe - NAR	7	
CIPS-Middle East and Africa - NAR	7	
CIPS-Asia and The Pacific Rim - NAR	7	
Diversity - Its More Than Black or White(Cultures,Disabilities,Women Rts.)	3	
Ethics - You Talking To Me?	3	
Why Short Sales May NOT Be The Best Answer for Some Sellers!	N/A	2- Hr
Leadership - What's In It For You?	N/A	1/2 & Full day
FHA/VA Update - FAR's CE Express	3 or 4 hr version	3 Hr or 4 Hr
Business Planning		3 Hrs.
Creating An International Business Plan		3 Hrs
Broker Profitability		3 Hr.
Surviving In A Slow Market - Agent Edition		3 Hr

Surviving In A Slow Market - Broker Edition		3 Hr.
TRC-Transnational Referral Certification	3	3Hr
<b>New * SFR- NAR/REBAC's Short Sale/Foreclosure Certification</b>		Full Day
<b>Women's Council of Realtors Designation-PMN</b>		
PMN - Harnessing the Power: Skills Based Performance Managemt		Full day
PMN- The Business of Your Business: People, Planning, Money & Mgmt		Full day
PMN- Networking and Referral Systems		Full day
PMN-Effective Negotiating: for Real Est. Professionals		Full day