



GEORGIA REAL ESTATE EXAM GLOSSARY

Do-Not-Call Rule

The Do-Not-Call Rule is the federal telemarketing framework requiring covered sellers and telemarketers to scrub call lists against the National Do Not Call Registry, honor company-specific requests, keep required records, and call only when an exemption or permission applies.

OFFICIAL AREA

Practice of Real Estate

KNOWLEDGE CLUSTER

Competition and business conduct

LEARNING SYSTEM

Define, distinguish, apply, retrieve

SOURCE STANDARD

Official exam outline plus authoritative Georgia or federal references where the topic has a controlling rule. Independent educational resource, not affiliated with GREC or PSI.

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01 / COMPLETE LESSON

Build the complete exam definition

Learn the rule, separate it from the nearest distractor, then apply it to a Georgia fact pattern.

CORE DEFINITION

What does Do-Not-Call Rule mean?

The Do-Not-Call Rule is the federal telemarketing framework requiring covered sellers and telemarketers to scrub call lists against the National Do Not Call Registry, honor company-specific requests, keep required records, and call only when an exemption or permission applies.

CLOSEST DISTINCTION

How do you separate the nearest exam answer?

A past transaction, recent inquiry, or written permission can affect whether a call is allowed, but a consumer's direct do-not-call request overrides an established-business-relationship exception.

GEORGIA APPLICATION

What changes or stays the same in Georgia?

Georgia real estate prospecting calls must comply with federal and applicable state rules. Purchased leads and expired listings are not automatic permission to call.

WORKED EXAMPLE

A brokerage checks the registry before cold calling and permanently suppresses a consumer who tells the firm not to call again.

EXAM TRAP

A phone number appearing in public records or online does not equal consent.

Memory cue: A phone number appearing in public records or online does not equal consent.



02 / PRACTICE AND MASTERY

Retrieve the rule under exam conditions

Answer before reading the explanation. Then explain why every distractor belongs to a different term.

ORIGINAL PRACTICE CHECK

Which statement correctly explains Do-Not-Call Rule?

- A** An unfair practice is conduct prohibited by Georgia real estate license law or Commission rules because it is dishonest, misleading, incompetent, unsafe, or inconsistent with the duties of a licensee.
- B** An independent contractor is a worker treated as operating independently rather than as an employee under the legal test relevant to the issue.
- C** A listing agreement is a written brokerage engagement in which an owner authorizes a broker to market property and perform stated services under defined terms, duration, duties, and compensation provisions.
- D** The Do-Not-Call Rule is the federal telemarketing framework requiring covered sellers and telemarketers to scrub call lists against the National Do Not Call Registry, honor company-specific requests, keep required records, and call only when an exemption or permission applies.

CORRECT ANSWER: D

Do-Not-Call Rule is correct. The Do-Not-Call Rule is the federal telemarketing framework requiring covered sellers and telemarketers to scrub call lists against the National Do Not Call Registry, honor company-specific requests, keep required records, and call only when an exemption or permission applies. A past transaction, recent inquiry, or written permission can affect whether a call is allowed, but a consumer's direct do-not-call request overrides an established-business-relationship exception. Georgia real estate prospecting calls must comply with federal and applicable state rules. Purchased leads and expired listings are not automatic permission to call.

MASTERY TRACKER

Mark each box only when you can perform the skill without looking.

- ☐ I can define the term in one precise sentence.
- ☐ I can separate it from the closest look-alike.
- ☐ I can explain the Georgia rule or confirm that the national rule applies.
- ☐ I can answer the practice check and explain every option.



03 / CONNECTIONS AND AUTHORITY

Connect the term to the wider exam

Use these relationships to move from isolated recall to a connected exam model.

RELATED TERM

Unfair practice

An unfair practice is conduct prohibited by Georgia real estate license law or Commission rules because it is dishonest, misleading, incompetent, unsafe, or inconsistent with the duties of a licensee.

<https://www.passgeorgiarealestate.com/glossary/unfair-practice>

RELATED TERM

Independent contractor

An independent contractor is a worker treated as operating independently rather than as an employee under the legal test relevant to the issue.

<https://www.passgeorgiarealestate.com/glossary/independent-contractor>

RELATED TERM

Listing agreement

A listing agreement is a written brokerage engagement in which an owner authorizes a broker to market property and perform stated services under defined terms, duration, duties, and compensation provisions.

<https://www.passgeorgiarealestate.com/glossary/listing-agreement>

RELATED TERM

Protected class

A protected class is a group defined by a characteristic that anti-discrimination law prohibits decision-makers from using as a basis for specified housing, credit, employment, or public-accommodation conduct.

<https://www.passgeorgiarealestate.com/glossary/protected-class>

RECOMMENDED NEXT COMPLETE LESSON

Practice of Real Estate complete lesson

<https://www.passgeorgiarealestate.com/study-guide/practice-of-real-estate/marketing-compliance>

EXAM SOURCES AND AUTHORITY NOTES

1. PSI Georgia Candidate Information Bulletin, 7/1/2026

Official exam administration and content-outline source.

<https://test-takers.psiexams.com/api/content/bulletin/4672>

2. Federal Trade Commission, Complying with the Telemarketing Sales Rule

Federal source for National Do Not Call Registry and telemarketing compliance.

<https://www.ftc.gov/business-guidance/resources/complying-telemarketing-sales-rule>

3. Georgia Real Estate License Law, O.C.G.A. Title 43, Chapter 40

GREC's official portal to Title 43, Chapter 40 and related real estate laws.

<https://grec.state.ga.us/information-research/license-law/>