

Education & Events 2019 Schedule

Register online at www.BonitaEsteroRealtors.com

March 2019

EDUCATION

March 5 • 9 – 12pm: Morals/Ethics of the FHA HECM for Home Purchase *3CE

Learn how to increase sales and commissions, identify homes that qualify for seniors, learn how to market FHA program.

March 7 • 9 – 10:30am: Matrix Training, External Links

Form Simplicity, MLS Advantage, Agent Analytics, Homesnap, Go MLS

March 7 • 12:30 – 3:30pm: Code of Ethics *3CE

March 12 • 9 – 12pm: Code of Ethics *3CE

March 13 • 12 – 2pm: Lunch & Learn - Working with Buyers *2CE

Join Danielle Damianov with Guaranteed Rate, for a monthly lunch and learn business building series. This class will teach you how to create an impressive Buyers Presentation, Rules on working with buyers, the Best Way to Show Properties, Tools and Techniques when making the offer and how to get your offers accepted

March 14 • 1 – 3pm: Pass the Popcorn, Intro to the Cloud webinar *2CE

Understand the benefits of Cloud Computing, determine which Google resources will be useful in your real estate business, develop the skill set to design your own graphic elements for flyers, social media and branding.

March 19 • 9 – 12pm: FR/BAR vs. NABOR *3CE

Michael Michetti, Esq., will teach a 3 CE course comparing the FR/BAR vs. NABOR contracts. This is a must-take class for agents representing buyers and sellers in Lee and Collier counties

March 19 • 12:30 – 2:30pm: Intro to International Real Estate *2CE

Over the last 3 years, foreign buyers consistently purchased over \$100 billion of residential property. How many of those sales were you a part of? Take this class and learn if participating more in the global market is for you.

March 20 • 12 – 1pm: Using Drones to Sell

This class will cover: Flying for fun vs flying for hire, FAA Regulations, FAA part 107 basics, Pilot safety checklist, Hands-on fly time with photo & video! See the drone in action.

March 21 • 9 – 12pm: Games Houses Play *3CE

Understanding how homes that appear to be sound can have hidden issues and/or damage. Presented by Audra Snyder, Hughes Exterminators

March 21 • 9 – 10:30am: Matrix Training, Make MLS Work

Creating mailing labels, Using agent analytics in presentations/branding, Drip campaigns, Supra User Log In, A Maximized MLS Profile

March 22 • 9am – 11am: MLS Advantage *2CE

MLS Advantage allows participating boards and members to share available MLS listings across the state of Florida.

March 22 • 12pm – 2pm: Foundations of Form Simplicity *2CE

This class will cover the basics of Form Simplicity.

March 22 • 2:30pm – 4:30pm: Advanced Form Simplicity *2CE

Objectives: Sign in to the blank forms library, create a transaction, use auto fill tools for any static fields, import data, insert forms, share data with customers and use the digital signature feature to seal the deal.

March 27 • 9am – 10:30am: Saving Taxes for Realtors

Best tax practices for REALTORS. Presented by Allure International Tax Consulting

March 28 • 9am – 11am: 2019 NABOR Contract Dates

The Naples Area Board of Realtors (NABOR) residential sales contract has been significantly revised. Get an edge on your competition by learning about the changes in this informative class.

EVENTS

March 15 • 8:30 – 10:30am: Membership Breakfast

Join us for our General Membership Breakfast at Grandezza. Hear board, committee, and community updates while enjoying a delicious breakfast and networking with fellow Bonita Springs-Estero REALTORS® members.



BONITA SPRINGS-ESTERO
REALTORS®

Required Classes For New Agents

New Member Orientation

March 7: 9am - 12:15pm

Code of Ethics *3CE

March 7: 12:30 - 3:30pm

Mandatory Matrix Training

March 14: 9am - 12pm

March 28: 9am - 12pm

You can register for all
classes and events by
visiting our website

BonitaEsteroRealtors.com

or by calling our office

at (239) 992-6771.