

New Program to Identify “Success Series” Agents:

In addition to the minimum requirements for new agents (New Member Code of Ethics, New Member Orientation & MLS Training) these agents also do the following:

- Tuesday, February 22, 2022 Newly Licensed? Now What?
 - The information will be divided into five sections: Corporation Entities and the Business Plan; Mortgage Financing 101; Home Construction, Architecture, and Inspections; The Art of Working with Sellers and Buyers; and Title 101
- Preparing A Listing Contract
 - This course is perfect for outlining the various types of listing agreements and the duties of each, identifying the protected classes under the Fair Housing Act, and understanding details about fees. Realtors® will also learn how to best answer seller’s questions regarding their proceeds and expenses.
- Contract for Residential Sale and Purchase
 - This is one of the two official contracts offered by the Florida Association of Realtors®. As students’ progress through the class, they will have time to transfer what they have learned to the actual preparation of the contract itself.
- Comprehensive Riders, an App for almost every sales situation
- Negotiating to Close
 - This is a no nonsense 4-hour bootcamp on how to fight for your customer and yourself. This is not a “pie in the sky” let’s sit around the campfire singing cumbia negotiating class, but it is the real tricks and tactics pros use to close the deals other people let die. Stop leaving money on the table and stop leaving yourself and your customer without the best representation you are capable of. Time to become an Ace Negotiator
- An Introduction To Real Estate Finance
 - This course will put participants on the fast track to knowing how to increase their customer’s buying power, provide necessary finance suggestions, and move those hard to sell houses. Realtors® enrolled in this workshop will find themselves engaged and intrigued by this fast paced, entertaining information session.
- Wednesday, February 23, 2022 Communication Skills For Realtors
 - This course provides students with the ability to not only learn, but to *practice* techniques that are research based and field tested. The material has been designed for fostering enhanced interpersonal relationships at all levels of the Realtor® experience. Highly relevant for agents at all stages in their career!
- Title Insurance 101: A Real Estate Professional’s Guide to Explaining Title Insurance - WTPP
 - Come learn the importance and impact of title insurance in your transactions. What does it cover, how is it priced what do closing agents do to clear title and why does it affect you? Is it worth the money? Keep your transactions on track to close by understanding more about what is going on behind the scenes.

Attend 2 committee meetings as guests.