

ACTIONABLE MARKETING

Does your lead generation strategy feel like you are trying to fit a square peg into a round hole? In this class we will identify strategies that will better align with your goals and personality style.

Tuesday, April 14



9:00 am - 12:30 pm



Instructor:

Jill Morrison Mixon

REGISTER NOW!

JUST \$60!
3 CE HOURS

For More Information
www.NebraskaREALTORS.com



ABOUT THE COURSE

Does your lead generation strategy feel like you are trying to fit a square peg into a round hole? In this class we will identify strategies that will better align with your goals and personality style. (Spoiler: It might not include cold calling) Social media can be daunting, especially when you focus on the algorithms, going viral and what everyone else says you should be doing. In this class I will show you how geeking out on the things you love will get you more business than freaking out about the nonsense.

LEVERAGING AI TO BECOME A GENERATION GURU

This continuing education course will help you leverage AI to enhance client service and streamline administrative tasks, freeing up time for more meaningful client interactions.



Instructor:
Jill Morrison Mixon

Tuesday, April 14



2:00 pm - 5:00 pm



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ABOUT THE COURSE

Each generation is unique (and remarkably similar). This class will provide a brief overview of the Silent Generation, Baby Boomers, Generation X, Millennials, and Generation Z, along with implementable strategies for each. It's time to put technology to work for you. Leverage AI to enhance client service and streamline administrative tasks, freeing up time for more meaningful client interactions. In this class, we outline multiple applications for AI and lay out implementation strategies for each.

NEBRASKA LANDLORD-TENANT ACT

Updates, Compliance & Enforcement

From lease language and notice requirements to deposits, possession, defaults, and enforcement, this fast-paced, practical course breaks down what the law requires and how it applies in real-world property management.



Instructor:
Paul Vojchehoske

Tuesday, April 14



2:00 pm – 5:00 pm



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ABOUT THE COURSE

The Nebraska Uniform Residential Landlord and Tenant Act is the rulebook and this course shows you how to use it with confidence. From lease language and notice requirements to deposits, possession, defaults, and enforcement, this fast-paced, practical course breaks down what the law requires and how it applies in real-world property management. Attendees will explore recent statutory updates, including LB 185 and electronic notice requirements, learn how to avoid high-risk lease provisions, and understand how everyday decisions can create liability or protect your bottom line. Built for property managers and real estate professionals, this course blends legal clarity with operational best practices to help you stay compliant, reduce risk, and enforce leases the right way.

BLOCKCHAIN TECHNOLOGY & CRYPTOCURRENCIES

in Real Estate (1455)

This interactive continuing education course provides REALTORS® with a clear understanding of how blockchain, digital currency, NFTs, and smart contracts are shaping the future of real estate transactions.

Wednesday, April 15



9:00 am - 12:00 pm



Instructor:
Cyndi Robirds

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ABOUT THE COURSE

Blockchain Technology and Cryptocurrencies in Real Estate (1455) with Cyndi Robirds! The Blockchain Technology in Real Estate course provides REALTORS® with a clear understanding of how blockchain, digital currency, NFTs, and smart contracts are shaping the future of real estate transactions. The material covers how decentralized digital ledgers increase transparency, reduce fraud, speed up closings, and expand financing options for consumers. It also explains the practical use of electronic wallets, regulatory requirements like KYC/AML, NFT-based property transfers, and emerging platforms such as Propy. The final section focuses on compliance, new state laws recognizing digital records, and the REALTOR®'s vital role in guiding clients through faster, more secure, technology-driven transactions.

THE DISCLOSURE CONVERSATION

Navigating Risk, Knowledge
& Judgement



Instructor:
Brad Fricke

This interactive continuing education course explores how agents guide sellers through disclosure decisions involving what is known, what is uncertain, and what deserves thoughtful discussion.

Wednesday, April 15



9:00 am - 12:00 pm



REGISTER NOW!

JUST \$60!
3 CE HOURS

For More Information
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ABOUT THE COURSE

Property disclosures are more than forms — they are conversations that shape risk, trust, and transaction outcomes. This interactive continuing education course explores how agents guide sellers through disclosure decisions involving what is known, what is uncertain, and what deserves thoughtful discussion. Through real-world scenarios and group discussion, participants will examine how disclosure choices impact buyer confidence, seller risk, and professional judgment. This course is not about perfect answers. It is about making defensible decisions before they matter most.

MAKING TECHNOLOGY WORK FOR YOU

This course explores practical technology tools and strategies that help real estate professionals operate efficiently while delivering a better client experience. Participants will learn how to leverage technology to build stronger relationships, increase referrals, and remain competitive in a digital-first marketplace.



Instructor:
Mike McGlynn

Wednesday, April 15



1:30 pm – 4:30 pm



REGISTER NOW!

JUST \$60!
3 CE HOURS

For More Information
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ABOUT THE COURSE

Technology has transformed the real estate transaction, shaping how agents connect with clients, market properties, and manage business operations. Topics include technology compliance and risk management under Nebraska license law, data security and privacy practices, CRM and database management, digital marketing strategies, transaction management systems, and emerging tools such as artificial intelligence. The course emphasizes the difference between using technology to save time and using it to create meaningful client value.

By the end of this course, licensees will understand how to select and implement technology that supports their business goals, improves communication and transparency, and enhances the overall real estate experience for their clients.

ROOKIE TRAINING

GRI 101



Instructor:
Josh Cadillac

This training covers essential topics like target market development, real estate advertising do's and don'ts, branding, and marketing. Designed to equip real estate professionals with the skills needed to excel..

April 14 - 15



8:30 am - 5:00 pm



REGISTER NOW!

\$200
15 CE HOURS

For More Information
www.NebraskaREALTORS.com



ABOUT THE COURSE

GRI 101 Rookie Training with Josh Cadillac! Join us for the GRI Rookie Training course, led by the dynamic Josh Cadillac. This training covers essential topics like target market development, real estate advertising do's and don'ts, branding, and marketing. With 15 CE credits available, it's designed to equip real estate professionals with the skills needed to excel. You'll be taking steps toward earning the prestigious Graduate, REALTOR® Institute (GRI) designation. This nationally recognized credential signifies professionalism and high ethical standards in real estate, offering in-depth knowledge on technical subjects and industry fundamentals. Don't miss this opportunity to learn from one of the best in the field and catapult your real estate career to new heights! (0596)