



Course List

Marketing Classes

- GET CONNECTED NEW!!! 3 hrs
You need to have a presence on the internet!
- Agent Survival 3 hrs
Discover a good plan to deal with this market.
- The Pareto Principle 3 hrs
How can the 80/20 rule work for you?
- Farm and Reap Rewards 3 hrs
Create and develop a farm area.
- Advertising Within Fair Housing Laws 3 hrs
Learn what NOT to say in your ads!
- Contracting and Consulting with Buyers 3 hrs
Focuses on relationships with buyers
- Why Should a seller List? 3 hrs
Discover reasons sellers should list.
- Pay Attention to your customers 3 hrs
AND.. still stay sane and reap future business!
- But, I have a few Objections 3 hrs
How do you handle all those objections?
- Time Management 3 hrs
You can't manage time.. it is an oxymoron!
- Are you a Secret Agent? 3 hrs
Do your friends ask if you are still in the business?
- Make the Phone Ring with Referrals 3 hrs
Are you actively working on referral business?
- Signing Listing Agreements 5 hrs
Taking and marketing residential listings
- The Key to Buyers 7.5 hrs
Learn motivation, qualifying, disclosure & contracts
- Listings that Sell 7.5 hrs
Get your listings to successfully sell!.

Finance classes

- A Menu of Mortgages 3 hrs
Learn about different loan programs available.
- Today's Rates 3 hrs
Learn how to evaluate mortgage rates and fees
- Reach Out and Take this ARM 3 hrs
Discover different adjustable rate programs.
- Credit Reports 3 hrs
Fair Credit Reporting Act and consumer reports
- Beware of Loser Loans 3 hrs
Learn to identify predatory lending problems
- FHA 203K and other Rehab loans 3 hrs
Discover loan programs designed for fixers.
- Shedding Light on the Mortgage Industry 3 hrs
The market, credit and gov't loan programs
- Sell more Homes with Government Loans 3 hrs
There are fantastic FHA and VA programs.
- The Mortgage Maze 5 hrs
A fascinating look at the steps to the loan process
- Qualifying for a Mortgage Loan 5 hrs
Learn qualifying techniques for mortgage loans!
- Financing First Time Buyers 5 hrs
Discover loan programs that target first time buyers

Pricing Property

- The Danger of Overpricing 3 hrs
Don't take overpriced listings... they won't sell!
- What is a Home Worth? 5 hrs
Discover concepts and practices of estimating value.

CORE COURSE required for license renewal

2008-2009 Current Issues Core class 3 hrs

Current Trends and Legal Issues Classes

- They Got Caught 3 hrs
How did the agents lose their license last year?
- Is that a Real Estate Law 3 hrs
Learn the NEW laws that guide your business
- Watch What You Say 3 hrs
Over 2/3 of lawsuits are due to misrepresentation
- Real Estate and Foreclosure Scams 3 hrs
From infomercials to ads.... Stay away from scams
- Safety and Security 3 hrs
People, Paper and Property.... Keep them all safe
- White Collar Crime 3 hrs
Here are 10 examples of fraud in our industry
- The Dangerous Dozen 5 hrs
Avoid the most common errors on real estate contracts
- When are you an Agent 5 hrs
Understand the importance of agency relationships
- Consumer Rights 5 hrs
Learn the rights of the consumer in transactions
- Fair Housing 7.5 hrs
Learn conduct that violates the law
- Keep Your License 7.5 hrs
Learn the difference between ethics, laws and rules

Title/Escrow/Closing Classes

- Who Owns this House? 3 hrs
Have you checked to see who the seller is?
- Escrow Essentials 3 hrs
Learn about getting a transaction closed.
- Closing Challenges 3 hrs
Discover the kinds of things that can delay closing
- The Inside View 3 hrs
Learn about title insurance and its role in sales.
- Reading and Understanding Prelim Title 3 hrs
Know what to look for on the preliminary report
- Understanding Title Insurance 5 hrs
What the informed real estate agent needs to know.
- Earnest Money and Escrow 5 hrs
From the first check to the last

Home Inspection Classes

- Indoor Air Quality 3 hrs
Learn about air quality from a professional.
- Water is the Enemy 3 hrs
Learn how water can be destructive to housing

Internet/computer interest classes

- Connected Consumers 3 hrs
In a click they can be gone... how can we keep them?

Condominium Classes

- Conveying Condos 3 hrs
Look at the differences and ways to get condos sold.

Property Management classes

- Rental Rights 3 hrs
Do you know the rights of the tenants and landlords?
- Residential Rental Reality 5 hrs
Basic principles of residential property management.

Instructor Development Workshop 15 hrs

This class is required to be certified to teach clockhours.

For more information contact:

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