



Course List

Internet/computer interest classes

- ___ GET CONNECTED on the internet 3 hrs
You must have online presence to connect with clients
- ___ Twenty Questions on Twitter 3 hrs X
Are you tweeting to build your business?
- ___ Blogging Basics 3 hrs
Blogging replaces your bus card, newsletter, and ads!!!!

Marketing Classes

- ___ Agent Survival 3 hrs
Discover a good plan to deal with this market.
- ___ Advertising Within Fair Housing Laws 3 hrs
Learn what NOT to say in your ads!
- ___ Why Should a seller List? 3 hrs X
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 X
Taking and marketing residential listings
- ___ The Key to Buyers 7.5 hrs X
Learn motivation, qualifying, disclosure & contracts
- ___ Listings that Sell 7.5 hrs X
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.
- ___ Good Faith Estimate... 3 hrs
Understand what is different on the form

Pricing Property

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

Condominium Classes

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

Current Trends

- ___ **CORE COURSE** required for each license renewal
Core Curriculum 2010-2011 3 hrs X
- ___ **TRANSITION COURSE** required for all licensees
required for all licensees before next renewal 3 hrs X

Legal Issues

- ___ 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 X
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 X
Here are 10 examples of fraud in our industry
- ___ The Dangerous Dozen 5 hrs X
Avoid the most common errors on real estate contracts
- ___ When are you an Agent 5 hrs X
Understand the importance of agency relationships
- ___ Consumer Rights 5 hrs X
Learn the rights of the consumer in transactions
- ___ Fair Housing 7.5 hrs X
Learn conduct that violates the law
- ___ Keep Your License 7.5 hrs X
Learn the difference between ethics, laws and rules

Title/Escrow/Closing Classes

- ___ Who Owns this House? 3 hrs X
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 X
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

Property Management classes

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

Instructor Development Workshop 15 hrs

This class is required to be certified to teach clockhours.

X Class can ALSO be taken online ...see website.

For more information contact: **Natalie Danielson, Professional Direction, Inc.**

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