



## 2023 Clockhours by Email List

This is just amazing! You can go to clockhours.com and click on any of the classes. They are just PDF's. You can read the material on the screen or print it out! You must print out the quiz at the end of the class and complete with a pen! Then you fill out the Evaluation. Scan the quiz and evaluation to clockhours@gmail.com. THEN pay for the class. Click on any class. There is no tracking, password, or timing. Read and take a quiz! Just CLICK!

### Current Trends

- CORE COURSE required (OR TAKE COMMERCIAL VERSION)**
  - Core Curriculum 2022-2023 3 hrs
- COMMERCIAL CORE COURSE required class**
  - Core Curriculum 2022-2023 3 hrs
- 6 Hour WA Fair Housing required class**
  - This is required when you renew 6 hrs

### Internet/computer interest classes

- Instant results with Instagram
  - Start using this highly popular social site! 3 hrs
- GET Connected on the internet 3 hrs
  - You must have online presence to connect with clients
- Twenty Questions on Twitter 3 hrs
  - Are you tweeting to build your business?
- Blogging Basics 3 hrs
  - Blogging replaces your bus card, newsletter, and ads!!!!
- Get your Face on Facebook 3 hrs
  - Facebook is the updated white pages of this century.
- Twenty Questions on LinkedIn 3 hrs
  - This is social media for business

### Marketing Classes

- Safety and Security 3 hrs
  - People, Paper and Property.... Keep them all safe
- Agent Survival Moving toward Success 3 hrs
  - Discover a good plan to deal with this market.
- Boost Your Business 3 hrs
  - Really work on having a good sphere
- Imagine the Future 3 hrs
  - Possibilities, Predictions, Preparing for change
- Why Should a Seller List? 3 hrs
  - Discover reasons sellers should list.
- Why Should a Buyer Hire you? 3 hrs
  - This class is HOT!
- The Danger of Overpricing 3 hrs
  - Don't take overpriced listings... they won't sell!
- Conveying Condos 3 hrs
  - Look at the differences and ways to get condos sold.
- Choose Your Business 3 hrs
  - Go after the real estate business you want
- Marketing without Money 3 hrs
  - Stop spending money... use free resources to market
- 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
- What is a Home Worth? 5 hrs
  - Discover concepts and practices of estimating value.
- The Key to Buyers 7.5 hrs
  - Learn motivation, qualifying, disclosure & contracts
- Listings that Sell 7.5 hrs
  - Get your listings to successfully sell!.
- ReCharge your Real Estate Business 7.5 hrs
  - Get charged about your business! Get Going!

### Finance classes

- 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.
- Choose to Reverse Soon by email 3 hrs
  - Learn about reverse mortgages ... and for purchase.
- Qualifying for a mortgage 3 hrs
  - Basic qualifying information

### Legal Issues

- Red Hot Issues 3 hrs
  - Lets look at the hottest issues in our industry!
- Watch What You Say 3 hrs
  - Over 2/3 of lawsuits are due to misrepresentation
- Real Estate Fraud and Scams 3 hrs
  - From infomercials to ads.... Stay away from scams
- 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
- What is a Broker? 5 hrs
  - Learn about license laws that affect you daily.
- 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
- The Legal Edge 7.5 hrs
  - This class includes the core curriculum

### 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
- Earnest Money and Escrow 5 hrs
  - From the first check to the last

### 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.

### FREE CLASS FOR NEW AGENTS

- Hard to believe, but if you have been in the business for less than 2 years you can take this free 3 clockhour class. Go to the website. Just click on it!!!!
- The First 24 Months! 3 hrs
    - Find out the basics of what you need to know to succeed!!!