



Courses

Legal Liability Series

- Conflicts of Interest in the Real Estate Transaction
- Case of Missing Disclosure
- Top 10 Risk Management Issues for Agents/Brokers
- What's in YOUR Policy Manual
- Real Estate Brokerage Social Media Policies
- Post This NOT That (advertising compliance)
- Disclose Disclose Disclose
- There's a NEW Code in Town
- Stay OUT of the Headlines!
- Implementing Transaction Brokerage

Sales Skills Series

- There Ain't No Wizard!!
- Using Absorption Rates and NAR Statistics to Counsel Clients
- You Have 3 Seconds to Make a First Impression
- Developing a Sphere of Influence
- What's YOUR Point of Difference?
- Developing Buyer Loyalty

Professional Excellence Series

- Extreme Customer Service: Real Estate Etiquette
- Exceeding the Seller's Expectations
- Exceeding the Buyer's Expectations
- Insights: Communicating with Your Multicultural Clients
- Effective Risk Management Strategies for the Residential Specialist

Speciality Programs

Commercial Brokers Summit

Customized for each board of REALTORS® including presentations on Liability, financing, legislative issues, brokerage ideas, and an inspirational message of positive thinking.

Real Estate Brokers Summit

Brokers today need all of the help they can get! This full day program will bring in outside speakers to meet your broker's needs.

Can We Talk-everything you wondered about running a brokerage but were afraid to ask

A great program with a frank conversation about the issues brokers today are facing and ideas on how to solve the problem. This can be done in a 3 or 6 hr format.

Leadership and Pro Standards

- There's a NEW Code in Town
- Lead, Follow, or Get Out of the Way...doesn't work any more
- As Professional as you can be
- Are We Teaching the Right Stuff?
- Where Have ALL the Good Times Gone
- Lead with Strength
- Whose Commission is it ANYWAY? Understanding Procuring Cause

Continuing Education

I am an approved instructor in many states and have access to MCE for my topics through my school or a partners in SD, ND, NE, IA, FL, TX, NC, SC, MN. Having continuing education for the classes often times increases attendance as well.

Webinars

When Article 12 and Web 2.0 Collide

Article 12 of the Code of Ethics covers the requirement to present a 'true picture' in all advertisements of properties and services. This one hour webinar is able to be customized for your company and agents or for your associates. Available through realestatewebinarlibrary.com

Social Media Policies and Procedures for Associations and Brokerages

From facebook to Twitter to LinkedIn to Video Sites...there is danger out there lurking around every corner. Agents posting 'their' listings, expressing their views on Blogs sites without thinking about what they are saying. 1.5 hrs in length.

These webinars and others are available for association lunch and learn programs as well as for company meetings.

Products

1. **COMPANY POLICY AND PROCEDURES MANUAL**
A Brokers complete policy manual for the company operation in a word document easily edited to fit your company
2. **Real Estate Social Media Policy and Procedures Manual** Brokers do you know where your agents are? Are they complying with the law and Code on the social sites? What policies are in place?
3. **Brokers Implementation Kit for Social Media Policy**
Complete Power Point
Presentation for your meetings

Don't see what you need? Best Real Estate Trainers is a collaborative group of trainers who are experts in their topic...let us know! We'll bring you the program you need!