Re/Max 2000 Realty Training Class Schedule

Every *Tuesday & Thursday from 10 a.m. to 12 p.m.*
at 1221 S. Hacienda Blvd, Hacienda Heights
Instructor: *James Chou*

Orientation	***Introduction to Real Estate*** ***Why only 20% of agents succeed*** ***What are we going to accomplish in the next 5 months*** ***Time management, goal setting & schedule***
Week 1 – Week 17	*Purchase Agreement* *Listing related Documents* *How to Host an Open House* *Lease related Documents* *Disclosures*
Week 18	*Prospecting (Door Knock & Cold Call) – COI, PC, FSBO, EXP, NOT* *Listing Presentation – Prequalification, CMA* *Ethics, MLS rules, DRE rules*
Week 19	*Obtaining & working with buyer* *Where do buyers come from: Open House, Classified ads & Prospect* *Pre-qualifying buyer - Loan*
Week 20	*Seller Negotiation, Servicing Listings* *Escrow & Title* *Team: Home warranty, Lender, Termite, Physical Inspection* *Closing the sale & Broker/Co. file*
Week 21	*Advertising & Marketing* *Direct Mail, Postcard or Letter, Note Pad* *Target area, price range* *Handling objections* *Why Re/Max*

******Any questions please contact James Chou @909.225.5168******