



A. Shane Mask

Class Schedule

Register At www.AmericanREU.net/classes



PSA® Pricing Strategy Advisor

Why earn Pricing Strategy Advisor?

Determining property values depends more than ever on professional expertise and competence, the best use of technology, and approaching the pricing assignment from various perspectives.

Enhance your skills in pricing properties, creating CMAs, working with appraisers, and guiding clients through the anxieties and misperceptions they often have about home values with the PSA certification.

About PSA®

Designed for real estate professionals at all experience levels and those working with either buyers or sellers, the National Association of REALTORS® PSA (Pricing Strategy Advisor) certification provides a framework for understanding:

The purpose and benefits of CMAs

Terminology of pricing and valuation... Read more at AmericanREU.net



When

Thu May 8 10:00am to 05:00pm



Where

Emerald Coast Association of REALTORS®
10 Hollywood Blvd SE - Fort Walton Beach, FL



SRS® - Seller Representative Specialist

The SRS® Designation is the premier credential in seller representation!

Whether you are new to the industry or a seasoned veteran, the SRS Course will redefine your "normal" and reinvent the way you represent sellers. Come learn tips and tools that will equip you to list in today's marketplace.

- * Increase listings and grow your business.
- * Demonstrate and communicate your value package.
- * Understand and apply the Code of Ethics & Standards of Practice.
- * Understand and comply with all state license laws.
- * Understand and apply methods, tools, and techniques to provide support and services that sellers want and need.

Agents, brokers and managers from all over the US and Canada say this course exceeded expectations and provided cutting edge tools to outperform the competition.

CE APPROVED:

GA - 12 HR CE

FL - 8 HR CE



When

Tue May 20 10:00am to 05:00pm



Where

Coastal Carolinas Association of REALTORS®
951 Shine Ave - Myrtle Beach, SC



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When

Wed Jun 4 10:00am to 05:00pm



Where

Emerald Coast Association of REALTORS®

3652 US-98, Santa Rosa Beach, FL 32459 - Santa

Rosa Beach, FL



Buying A Home After Bankruptcy! Course

Many Americans have struggled in recent years. Unemployment, predatory lending practices and the collapse of the housing market have left millions with no option but to file for bankruptcy protection. Cut through the red tape and avoid the road blocks to help your client navigate the process to a successful closing.



When

Thu Jun 12 10:00am to 01:00pm



Where

Fayette County Board of REALTORS®

101 Devant St, STE 706 - Fayetteville, GA



ABR® The Accredited Buyer's Representative

The Accredited Buyer's Representative (ABR®) designation is designed for real estate buyer agents who focus on working directly with buyer-clients. When you decide to earn your ABR®, you gain:

Valuable real estate education that elevates your skills and knowledge in the eyes of home buyers.

Ongoing specialized information, programs and updates that help you stay on top of the issues and trends associated with buyer representation.

Access to members-only benefits such as marketing tools and resources, which provide an additional competitive edge for ABR® designees.

ABR® Member Benefits

The ABR® designation provides many membership benefits to help your business and network grow. Here are just a few:

Customizable Marketing Tools - including postcards, ads, logos, and consumer handouts

The Home Buyer's Toolkit - a handy guide to walk consumers through the home-buying process

ABR® Print Shop - allows members to customize marketing materials conveniently online

Consumer One-Sheets - free, printable handouts on topics to address in a buyer-counseling session or while working with buyer-clients

Online Referral Database - helps you pinpoint additional referral opportunities

ABR® Network - members-only online networking community

ABR® App - access members-only benefits on-the-go

A Home Buyer's Seminar Guide - gives instructions on how to plan and present your own home buyer's seminar

ABR® keeps you up-to-date with information. Today's Buyer's Rep, monthly print newsletter keeps members informed about events, legislation and education.

TBR Hotsheet, an e-newsletter with briefs and links to stories pertaining to buyer's representatives

REBAC Connection Webinars, a series of complimentary Webinars, featuring timely topics of special interest to buyer's representatives

RISMedia's Real Estate Magazine, available to members for FREE online



When

Tue Jun 17 10:00am to 05:00pm



Where

Coastal Carolinas Association of REALTORS®
951 Shine Ave - Myrtle Beach, SC



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CE APPROVED:

GA - 12 HR CE

FL - 8 HR CE



When

Mon Jun 23 10:00am to 05:00pm



Where

Charleston Trident Association of
5006 Wetland Crossing Drive - North Charleston, SC



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CE APPROVED:

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FL - 8 HR CE



When

Thu Jul 10 09:00am to 04:30pm



Where

Fayette County Board of REALTORS®
101 Devant St, STE 706 - Fayetteville, GA

REALTORS®



RENE® (Real Estate Negotiation Expert)

This new 2-day Course is an interactive experience to help negotiators elevate their game! The course examines all types of negotiation formats and methods so that today's negotiators can play the game to win. A full spectrum of tips, tools, techniques, and advantages will be provided so that negotiators can provide effective results for their client.

The second day of the course focuses on real-world field scenarios to help negotiators apply the power tools, techniques and tactics learned on the first day.

Understanding the tactics and techniques is one thing, but learning how to recognize them being done and using them effectively requires practice. These field scenarios provide the foundational experience and practice negotiators need to master so they can effectively advocate for their clients.



When

Wed Aug 13 10:00am to 05:00pm



Where

Coastal Carolinas Association of REALTORS®
951 Shine Ave - Myrtle Beach, SC



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When

Tue Aug 19 10:00am to 05:00pm



Where

Coastal Carolinas Association of REALTORS®
951 Shine Ave - Myrtle Beach, SC



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When

Wed Oct 1 10:00am to 05:00pm



Where

Emerald Coast Association of REALTORS®
3652 US-98, Santa Rosa Beach, FL 32459 - Santa

Rosa Beach, FL



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CE APPROVED:

GA - 12 HR CE

FL - 8 HR CE



When

Tue Oct 14 10:00am to 05:00pm



Where

Coastal Carolinas Association of REALTORS®
951 Shine Ave - Myrtle Beach, SC



SMOOTH CLOSINGS Get your deals to the table!

Stalled closings got you frazzled? Ditch the frantic scramble and step into "Smooth Closings," a workshop designed to equip you with the skills to navigate even the trickiest real estate transactions. Whether you're a seasoned pro or a fresh face, this immersive program empowers you to anticipate and navigate common pitfalls in areas like wills, trusts, liens, tax issues, and loan processing.

This course will be your roadmap to mastering the twists and turns that can derail deals. Learn to identify potential roadblocks, strategize solutions, and confidently guide your clients to a seamless closing.

Don't let paperwork pandemonium hold you back. Emerge equipped to close deals with confidence and finesse. Enroll today and watch your confidence soar as you transform into a closing champion!

Course Objectives:

- * Equip agents with the knowledge and skills to navigate common pitfalls in real estate closings.
- * Build confidence in handling complex title issues, estate matters, liens, taxes, and loan processing challenges.
- * Develop effective communication strategies for negotiation and problem-solving during the closing process.
- * Enhance understanding of key closing documents and legal procedures.



When

Tue Dec 2 09:30am to 12:30pm



Where

Fayette County Board of REALTORS®
101 Devant St, STE 706 - Fayetteville, GA

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