



A. Shane Mask Class Schedule

Register At www.AmericanREU.net/classes



Official Certification



e-PRO® NAR'S Certification

Learn how getting liked and followed will connect you to more business with NAR's e-PRO® Certification.

e-PRO® shows you how to use cutting-edge technologies and digital initiatives to connect with today's savvy real estate consumer and build your business. Learn how to manage your online reputation, generate leads, gain referrals, and more. The e-PRO® program is broken into 2 parts.

Take Day 1 at this location and Day 2 online (for an additional fee) at your convenience. Students that are current members of the National Association of REALTORS® and have completed both days of coursework are then awarded the coveted e-PRO® Certification. **SIGN UP FOR DAY 1 TODAY!**

Bonus! NAR's e-PRO® Certification counts as elective credit for the ABR®, CIPS and CRS designations.



When

Tue Jul 9 09:30am to 05:00pm



Where

American Real Estate University - Covington
1123 Church Street - Suite 103 - Covington, GA



Here Comes the BOOM!® Working with the Baby Boomer Client

Ready or not, the Boomers are coming! Every 7 seconds a boomer retires. Baby boomers represent the wealthiest segment of the population and real estate professionals need to be aware. We will discuss the size, wealth and the online habits of the boomers.



When

Thu Aug 15 10:00am to 01:00pm



Where

The Webster Firm, P.C. Old Peachtree
1140 Old Peachtree Rd - Suite C - Duluth, GA



List That House

If you list - you last!

In a highest and best offer situation, the LISTING agent always gets paid!

Learn the prospecting strategies and listing business building techniques from a 100+ listing per year specialist.

Overcoming appointment objections

Overcoming commission objections

Overcoming listing term objections

And much more!

Take this course and explode your real estate business!



When

Wed Sep 11 10:00am to 01:00pm



Where

The Webster Firm, P.C. Old Peachtree
1140 Old Peachtree Rd - Suite C - Duluth, GA



List That House

If you list - you last!

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Overcoming appointment objections

Overcoming commission objections

Overcoming listing term objections

And much more!

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When

Wed Sep 18 10:00am to 01:00pm



Where

The Webster Firm, P.C. Old Peachtree
1140 Old Peachtree Rd - Suite C - Duluth, GA



List That House

If you list - you last!

In a highest and best offer situation, the LISTING agent always gets paid!

Learn the prospecting strategies and listing business building techniques from a 100+ listing per year specialist.

Overcoming appointment objections

Overcoming commission objections

Overcoming listing term objections

And much more!

Take this course and explode your real estate business!



When

Tue Oct 1 10:00am to 01:00pm



Where

Newnan-Coweta Board of Realtors®
8 Bullsboro Drive - Newnan, GA



List That House

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Learn the prospecting strategies and listing business building techniques from a 100+ listing per year specialist.

Overcoming appointment objections

Overcoming commission objections

Overcoming listing term objections

And much more!

Take this course and explode your real estate business!



When

Tue Oct 22 10:00am to 01:00pm



Where

Newnan-Coweta Board of Realtors®
8 Bullsboro Drive - Newnan, GA



Here Comes the BOOM!® Working with the Baby Boomer Client

Ready or not, the Boomers are coming! Every 7 seconds a boomer retires. Baby boomers represent the wealthiest segment of the population and real estate professionals need to be aware. We will discuss the size, wealth and the online habits of the boomers.



When

Fri Oct 25 10:00am to 01:00pm



Where

American Real Estate University - Covington
1123 Church Street - Suite 103 - Covington, GA



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.

This is a 2-day Course and provided 12 hour CE credit!



When

Tue Nov 5 09:30am to 05:30pm



Where

Newnan-Coweta Board of Realtors®
8 Bullsboro Drive - Newnan, GA

Register At www.AmericanREU.net/classes