

Class Descriptions for Realty Association Trainings

We have scheduled many new and exciting training classes! These classes typically run 1 to 2 ½ hours each and are FREE of charge. Everyone is welcome, and no pre-registration is required. All of the following classes meet in our training room. Come on down!
See www.RealtyAssociation.com ("Announcements") for schedule.

TRA SERIES (2 - 2 ½ hours each):

This is our 6 part training series covering the fundamentals of real estate. Designed for all agents, both new and experienced. Classes may be taken in any order, and a FREE audio training CD is provided at each session!. A ***"Certificate of Completion"*** is awarded for completing all 6 classes:

1. ***Introduction to the Tools of the Trade:*** intro to the MLS, your website, paperwork, and more.
2. ***Mastering the Buyer Side:*** buyer agency agreements, searching listings, showing etiquette, etc.
3. ***Mastering the Short Form:*** The 3 page Short Form Purchase & Sale Agreement.
4. ***Mastering the Listing Side:*** listing agreements, seller disclosures, entering listings in the MLS.
5. ***Mastering the TAR Purchase and Sales Agreement:*** detailed instruction on the TAR contract.
6. ***Counteroffers, Special Stipulations, Addendums & Amendments:*** counteroffer language, special stipulations contract language, miscellaneous addendum and amendment forms.

REALTY TECHNOLOGY CLASSES (1 - 2 hours each):

These classes will teach you the technical skills you will need to succeed in the real estate business. Topics include: Database Contact Management, RealTracs MLS, Comparative Market Analysis Reports, Courthouse Retrieval System, email tips, using pdf documents, editing digital photos, uploading property photos, generating property flyers, and setting up and using your personal Realty Association website. Master these money-making tools!

HUD TRAINING CLASS (2 ½ hours):

Learn how to register, bid online, and close on HUD foreclosure properties. Profitable information!

REALITY REAL ESTATE (1 - 2 hours each):

Multi-media training format featuring video and audio clips of real agents in real situations. See and hear top agents give their presentations and handle objections. Sharpen your skills!

THE MENTOR SERIES (1 - 2 hours each):

This 12 module series teaches you the critical prospecting, marketing, negotiating and selling skills necessary for a successful real estate career. A 20-40 minute training DVD is followed by live classroom discussion. Workbook and supplemental handout materials are included. These informative and entertaining modules can be taken in any order, and a FREE audio training CD is provided at each session! Increase your productivity!

THE PRO SERIES (1 ½ - 2 ½ hours each):

Advanced and relevant real estate topics will be presented, often by a guest speaker. Credit towards your GRA designation. Prior topics have included: Negotiating Strategies, Offers & Counter-offers, Selling Land, Auctions, Foreclosures, Appraisals, Home Warranties, TAR Contracts, HUD -1 Settlement Statements, Net Sheets, Pest Inspections, Multiple Offers, Good Funds Law, Income Tax Advice for Agents, and Flood Insurance. Come learn from the best!

GRA DESIGNATION REQUIREMENTS:

Agents who successfully complete a total of 12 Realty Association training classes are awarded the Graduate Realty Association (GRA) designation. This in-house certification can be used on your business cards, ads, promotional materials, and website, as well as on your professional resume!