

# Education Class Catalog

Provider Michelle Rene Castle, CE Provider TREC #10344 | OREC #199312

**Affordable Lending Options for Your Clients** – (1 Hour CE Class) Course #38713

Explore loan programs designed specifically for affordability including low down payment requirements, low monthly payments, grants, and down payment assistance programs.

**Agent Business Strategy** (1 Hour CE Class) Course #41710

Business planning is essential because business owners need to understand how their actions affect their business.

**Appraisal Basics for Real Estate Agents** (1 Hour CE Class) OREC #199105

In this class we will go through the components of an appraisal, so you'll know what to look for and how to help clients dispute a low valuation

**Building My Ideal Business** (1 Hour CE Class) Course #43236

Define your ideal business – how many days do you want to work, hours per day, and where do you want your business to come from. Let's talk about database and time management.

**Business Planning for Success** (1 Hour CE Class) Course #43237

Putting it all together – you can have a business that balances work, play, family, friendship, and faith while achieve your financial goals. Let's start with the Wheel of Life

**Buy Down Power** (1 Hour CE Class) TREC Course #44198 OREC Course #199106

Buy downs can be such a smart move for buyers and sellers. In this class we'll go over how temporary & permanent buy downs work

**Buying or Selling a Home with Solar Panels** (1 Hour CE Class) TREC# 43154 OREC #199107

What do you do when your client wants to buy or sell a home with Solar Panels? This class will help you understand how solar panels are obtained and financed and what questions to ask about transfer of ownership.

**Closing Cost, Prepaid Fees, and Mortgage Terms** – (1 Hour CE Class) Course #43212

Learn about the cost and fees associated with a real estate transaction. Topics covered will include loan estimates, contributions, concessions, allowable fees, and cash to close.

**Content Marketing Strategy for Real Estate Agents** (1 Hour CE Class) TREC Course #44195 | OREC #19108

This class will help you learn how to use content marketing to break through the clutter in today's noisy world to attract new clients.

**Controlling the Chaos** (1 Hour CE Class) TREC Course #41711

Less can be more! You don't have to work more hours; you need to spend the hours you work more efficiently. All it takes is a goal, a plan, and commitment.

**Creating Your Real Estate Business Plan** (1 Hour CE Class) TREC Course #44196 | OREC Course #199109

This class will cover the steps you take to create a comprehensive business plan that will help you achieve your real estate goals. So join us and start planning for a successful future

**Customers for Life** (1 Hour CE Class) TREC Course #43213

People want to do business with people they know, like, and trust so let's explore tools and techniques for building relationships that last for life.

**Effective Lead Follow Up** (1 Hour CE Class) TREC Course #38159

Here are some tips and best practices for following up on leads and increasing your conversion ratio using a variety of channels of communication.

**Facebook Advertising for Real Estate Agents** – (1 Hour CE Class) TREC Course #43214

Recent changes to Facebook have made social media marketing more challenging, but it is worth the effort! Learn how to utilize this powerhouse tool for engaging with new customers, customer retention, and marketing listings.

**How to Win the Deal in a Competitive Market** (1 Hour CE Class) TREC Course #40959

Prepare for negotiations with strategic thinking. Learn how a collaborative approach will help you negotiate like a pro.

**Instagram for Real Estate** (1 Hour CE Class) TREC Course #43215

Instagram can be a powerful tool for agents to use for engaging with new customers, customer retention, and marketing listings. Learn how to use Reels, Stories, and Video to grow your business.

**Know the Loan Process – Part 1** (1 Hour CE Class) TREC Course #41024

*From Application to Contract* – Learn about the home loan process as the lender moves your buyer from application through pre-approval.

**Know the Loan Process – Part 2** (1 Hour CE Class) TREC Course #41027

*Steps to Closing* Learn about the home loan process as the lender moves the buyer through processing, underwriting, and closing.

**Manufactured Housing** (1 Hour CE Class) TREC Course #41700

Learn what information is needed to determine if a mobile home or manufactured home will qualify for a mortgage loan. Find out where to get the information and what to look for.

**The Measuring Performance** (1 Hour CE Class) TREC Course #42231

Learn how to track your leads and keep yourself accountable for the activities that grow your business.

**Prequal vs Preapproval** (1 Hour CE Class) TREC Course #43198

Find out the difference between Prequal vs Preapproval and what the lender needs to issue a final approval.

**Understanding the Closing Disclosure** (1 Hour CE Class) TREC #43135 | OREC #199110

A step-by-step review of the worksheets, loan analysis and loan estimate to better understand the Closing Disclosure.

**Understanding Different Personality Types** (1 Hour CE Class) TREC #37635

Understanding the behavioral differences for different personality types will help you communicate more effectively with everyone around you as well as buyers and sellers.

**Understanding Mortgage Basics** (1 Hour CE Class) TREC Course #37501

The better you understand the mortgage basics, the easier it will be for you to help your clients through the lending process.

**Understanding the Title Commitment** (1 Hour CE Class) TREC Course #42563

Gain a better understanding of what the title commitment contains and the important things to look for in each of the schedules.

**VA Basics** (1 Hour CE Class) TREC Course #41939

Explore the benefits of a VA loan. It's time to separate myth from fact and learn how VA Credit qualification differs from other lending programs.

**Video Marketing for Real Estate Agents** (1 Hour CE Class) TREC Course #43214

Video continues to be one of the most effective elements in a digital marketing strategy. We will look at topics that tend to get the most views, Examples, Recording, Editing, posting, and an Action Plan

**What Can Kill the Deal** (1 Hour CE Class) TREC Course #41713

Learn what issues are common in the lending process, how you can identify potential problems and how to avoid pitfalls.

**You Are the Brand** (1 Hour CE Class) TREC Course #44196 OREC Course #199111

Learn how to build a personal brand that stands out from the rest and gives you an edge in today's competitive marketplace.

## Education classes (No CE Credit)

Social Media

Google My Business For Real Estate

Instagram for Real Estate

Reviews – How to ask for Reviews and How to Respond

Social Media Trends

Staying Connected Virtually

Business Planning

7 Habits of Successful Real Estate Agents

Business Planning – Looking Back to Move Forward

Let's Be Strategic – Business Planning for Realtors

Homebot – a dynamic financial dashboard for home buyers and sellers

Financing

Financing for Self Employed Buyers – Alternative Documentation

Homebuying Process

How Credit Scoring Works

Introduction to USDA

Know the Loan Process (Part 1 & Part 2 Pending CE Approval)

Making Home Ownership Possible

Mortgage Terms

Mortgage 101

Realtor Renovation Loan Class

Renovation Loans

The Millennial Marketplace

Understanding and Improving Credit Scores

USDA – Rural Development Programs

Virtual Lending

Wait Times

What Can a USDA or VA Loan Do for Buyers?

What is a VA loan?

What is a Renovation Loan?

Miscellaneous – great for homebuyer seminars!

Dos and Don'ts of Homebuying

How to win as a first-time homebuyer