

Education Class Catalog

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

Affordable Lending Options for Your Clients – (1 Hour CE Class) Course TREC #45344 | OREC #198637 #1986371
Explore loan programs designed specifically for affordability including low down payment requirements, low monthly payments, grants, and down payment assistance programs.

Agent Business Booster – Capitalizing on Market Opportunities (1 Hour CE Class) Course TREC #65975 OREC #199105
Learn how to have high-value conversations, overcome objections, and cut through the complexity of the current market to give clients the confidence to make decisions.

Agent Business Booster – Get Social (1 Hour CE Class) Course TREC #46975 OREC 198639
Social Media is an invaluable tool that can help bring you leads and turn them into success stories in no time. Learn what works best for real estate agents in today's digital landscape and take your business up a notch.

Agent Business Booster – Lead Generation (1 Hour CE Class) Course TREC #46977 OREC 198639
Marketing with purpose and concentration on what you are really good at will help you channel your marketing efforts toward consumers most likely to do business with you.

Agent Business Booster – Lead Management (1 Hour CE Class) Course TREC #46978 OREC #198849
Learn how to use a CRM system to create effective contact list and follow-up workflows to make sure no opportunity ever gets missed or forgotten again.

Agent Business Booster – Partnerships That Drive Business (1 Hour CE Class) Course TREC #46979 OR3EC #198800
Unlock the keys to building powerful connections that gets results! Think outside the box in finding an leveraging key partners to help take your real estate business to new heights.

Agent Business Booster – The Power of Video (1 Hour CE Class) Course TREC #46980 OREC #198803
Social Media is a powerful tool that can bring you leads and turn them into success stories. Ramp up your digital presence with videos.

Appraisal Basics for Real Estate Agents (1 Hour CE Class) Course TREC #45349 | 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

Appraisals – What Real Estate Agents Need to Know (2 Hour CE Class) Course TREC #45348 | OREC #198629 This 2-Hr CE Class will help agents learn to prepare a CMA that is based on appraisal principles, how program minimum property standards affect value, typical repairs appraisers require, and which improvements increase value, underwriter approval and how technology allows investor overrides.

Attracting and Engaging NextGen Buyers (1 Hour CE Class) Course TREC #45342
NextGen buyers are driving change in housing more than any other generation. We'll take a look at who the NextGen buyers are, what are their expectations, what amenities do they desire in a home, and the tools you will need to engage with and communicate with NextGen customers effectively.

Business Strategy for Success (2 Hour CE Class) Course TREC #46981 OREC #198804
Don't wait until January to plan and prepare for success in the coming year. A simple business plan will help you start the year off with a focus on actionable goals.

Revised September 20, 2024

Capitalizing on Reviews (1 Hour CE Class) TREC 46982 OREC #198805

Reviews help you build trust and engage with potential clients, even those who were referred to you! Learn how to ask for reviews, where to post them, and how to respond to negative comments.

Closing Cost, Prepaid Fees, and Mortgage Terms – (1 Hour CE Class) Course TREC #49396 | OREC #198640

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.

Database Marketing (1 hour CE Class) TREC #45345

Learn how to organize your database and set up a marketing plan with four key activities that will boost your business. We'll talk about Customer Relationship Management programs and how the right CRM benefits you and how to measure and track results.

Google My Business for Real Estate - (1 Hour CE Class) TREC Course #46983 OREC #198807

Get found by potential clients online with a Google My Business listing. Learn what it is, how important it can be in the real estate world, and how to optimize your account so you will be found on Google Search.

Hammer and Nails (1 Hour CE Class) TREC 47771 OREC #198108

Learn about the complexities of new construction financing. Topics will include seller and lender incentives, temporary and permanent buydowns, extended locks, and bonus bundles for buyers looking to add a pool or solar. The course will also cover renovation loans for buyers who want to purchase a home "as is" and make repairs after closing.

Homes Your Client Can Afford – Cross Mods and Manufactured Homes (1 Hour CE Class) TREC Course 46984

Learn about financing options for manufactured homes, Cross-Mods, and singlewide mobile homes. What are the HUD requirements and where to find information. Includes affordable lending options for home buyers.

How to Turn Your Passion Into Profit (1 Hour CE Class) TREC Pe OREC #198106

Learn how to intertwine your passions with your real estate business for optimal success and authenticity. Each topic will have an exercise so agents can dig deep to bring their natural personality and unique talents to the surface. Being authentic in branding, marketing, and other task will lead to greater success in both business and life.

Outside the Conventional Box (1Hour CE Class) TREC #47771 OREC #198107

Learn about financing options for buyers who don't qualify for, or want, a conventional mortgage. Income and asset verifications required. Options for Foreign Nationals without Social Security numbers; financing short term rentals; and 40-year loans.

Put It In Reverse (1 Hour CE Class) TREC #47761 OREC #198105

Approximately 10,000 boomers in the US are turning 62 every day. Many of them are thinking about how to manage their finances during retirement. This course will cover ways to manage their biggest fear – not having enough savings to maintain their living standards. We'll cover what a reverse mortgage is, who qualifies, how the loan amount is determined, the approval details, the benefits of a HECM and using a Reverse Mortgage for purchase.

Secrets of Lead Conversion (1 Hour CE Class) TREC Course #45350

This 1-Hr CE Course will cover the six sources of seller and buyer leads. We will also discuss online lead conversion, how to engage consumers and build trust, and provide scripts for overcoming objections. Finally, you will learn how to manage and nurture leads to converts leads to transactions.

The Truth About Buying or Selling a Home with Solar Panels (1 Hour CE Class) TREC#49394 | 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.

Understanding the Title Commitment (1 Hour CE Class) TREC Course #48919 | OREC #198652

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

Unleash the Power of ChatGPT and AI - (1 Hour CE Class) TREC Course #46985 OREC #198808

This powerful tool uses machine learning to engage and interact with customers for increased conversions and lifelong relationships. Gain a complete understanding on how to use this innovative technology in your business.

Education classes (No CE Credit)

Social Media

Instagram for Real Estate

Reviews – How to ask for Reviews and How to Respond

Social Media Trends

Staying Connected Virtually

Facebook Advertising for Real Estate

You Are the Brand

Business Planning

7 Habits of Successful Real Estate Agents

Agent Business Strategy

Business Planning – Looking Back to Move Forward

Building My Ideal Business

Business Planning for Success

Controlling the Chaos

Content Marketing Strategy for Real Estate Agents

Creating Your Real Estate Business Plan

Customers for Life

Effective Lead Follow-up

Keeping Clients for Life

Let's Be Strategic – Business Planning for Realtors

Homebot – a dynamic financial dashboard for home buyers and sellers

How to Win The Deal in a Competitive Market

Measuring Performance

Understanding Different Personality Types

Financing

Buydown Power

Financing for Self Employed Buyers – Alternative Documentation

Homebuying Process

How Credit Scoring Works

Revised September 20, 2024

How to Win the Deal
Introduction to USDA
Know the Loan Process (Part 1 & Part 2)
Making Home Ownership Possible
Manufactured Housing
Mortgage Terms
Mortgage 101
Prequalified vs Preapproval
Realtor Renovation Loan Class
Renovation Loans
The Millennial Marketplace
Understanding and Improving Credit Scores
Understanding Mortgage Basics
Understanding VA Basics
USDA – Rural Development Programs
Virtual Lending
Wait Times
What Can a USDA or VA Loan Do for Buyers?
What Can Kill the Deal
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