



ACCELERATESM YOUR REAL ESTATE CAREER

INTRODUCTORY COURSES	CORE COURSES	ADVANCED COURSES	BUSINESS BUILDER ELECTIVES
Orientation		Your Online Presence	BERKSHIRE HATHAWAY HOMESERVICES HOMESALE REALTY Your World. Under One Roof.
Business Planning			
Intro to Bright MLS	Showings Open Houses	Advanced Bright MLS Workshop	
Generating Leads & Clients Part 1	Generating Leads & Clients Part 2 Cloze CRM	Understanding Your Clients Converting Internet Leads Social Media Embracing Video	
Listing Forms	Listing Contract Workshop Dotloop - Listing Forms		
Comparative Market Analysis Basic CMA Workshop Secure The Listing Create Your Listing Presentation	Inputting Your Listings Marketing Your Listings Listing - Offer To Close	Advanced CMA Workshop	
Initial Buyer Consult Understanding the Sales Contract	Additional Sales Forms Contracts Workshop Dotloop - Buyer Forms	Advanced Contract Workshop	
Financing	Buyer Cost Sheets Buyer - Offers Buyer - Contract To Close	Dynamic Offer Presentation Competing Offers Workshop	