

**REESULTS™ Coaching School of Real Estate**  
**CE & Commission Approved Training Course Offerings**  
***\*All Courses are Nebraska Real Estate Commission Approved***

## **Continuing Education (CE) Approved Courses**

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**(NREC # "R") Course Title (# of CE hrs) Course Descriptions**

**(0497R & 6000) Ethics Training (3 hrs):**

The National Association of REALTORS approved course that meets the quadrennial Ethics Course Requirement. This course is a study of the REALTOR Code of Ethics. It serves as one of the four required classes for the Designated Broker Certification.

**(0378R) Advanced Buyer Representation (3 hrs):**

Learn to list the buyer...and discover the benefit and value-added services that make exclusive buyer representation a viable part of your real estate business.

**(0443) Elements of Selling a New Construction Home (3 hrs):**

Learn the tips and techniques that will help your better market and represent a new home builder from concept to construction to completion.

**(0120) From the Ground Up: An Onsite Look at New Construction (3 hrs):**

This is an "on-site", traveling course that takes you through each phase of residential new construction. You will actually view the step-by-step process of building a new home from the ground up to a finished model home. (Available in Omaha, Nebraska Metro Only)

**(0517R) Mold...A Growing Issue (3 hrs):**

This course is a study and review of the agent's role and responsibilities regarding the presence, or potential presence, of toxic mold in residential real estate.

**(0280) The Licensees Role In Home Inspections (3 hrs):**

This course outlines the specific agent responsibilities and how to avoid potential liabilities as it would pertain to home inspections.

**(0282RPM) Fair Housing (3 hrs):**

An in-depth study of HUD's Fair Housing Policies designed to help agents comply with the law and avoid legal pitfalls as it relates to advertising, representation, financing, and issues related to various segments of the population.

**(0558) Protecting Yourself and Your Clients from Mortgage Fraud (3 hrs):**

Ever had a loan that did not close on time(?)... or a pre-approved buyer that got declined at the last minute(?)... or find "junk fees" to numerous to mention? Learn why! Also, learn how to protect your license...and the trust and finances of your buyers and sellers...while you will learn how to identify and professionally handle fraud in the mortgage banking business.

**(0268R) License Law Jeopardy (3 hrs):**

What is the study of the Nebraska Real Estate License Laws in a “game show” format?

**(0023R) Understanding Radon Risk (3 hrs):**

Never lose another sale because you cannot explain or negotiate effectively when radon is discovered in the subject property. This course focuses on the licensees understanding and representing radon risk to their buyers and sellers.

**(0349R & 6000) Risky Business Practices (3 hrs):**

One of the best CE Courses ever. It is a compilation of legal issues, disciplinary actions, and risk potential all packaged in an “awareness” building format so brokers, managers and agents can better identify and avoid business practices that could lead to license suspension/revocation, legal action, fines and jail time. It serves as one of the four required classes for the Designated Broker Certification.

**(0235) Representing Relocating Buyers and Sellers (3 hrs):**

If you work with or would like to represent buyers and sellers moving into and out of your community...this course is a “must take”. It covers everything from agency differentiation from state-to-state, effective local and long-distance communications, information packaging for both incoming and destination cities and more!

**(0442R) 10 Essential Points In Seller Representation (3 hrs):**

You will learn the key points to better represent your sellers though proven tips and techniques for pricing, defining markets, home inspections, negotiating, disclosures, and more...all to increase your value to the seller by selling their home faster, easier and in a more professional manner.

**(0598R) Avoiding Misrepresentation (3 hrs):**

“Knowing what to look for” in each transaction to protect yourself and your buyers and sellers from misrepresentations is one of the most important professional services you can provide. Learn how to identify and avoid misrepresentation in the real estate transaction.

**(0599) Look Who’s Talking...The Value of Quality Communications in the Real Estate Transaction (3 hrs):**

This is a great course that can help make all your transactions run a little faster and smoother. You will learn the keys to quality service and how to keep everyone involved on the same page for all of your real estate activities.

**(0622) Understanding Foreclosures and Short Sales (3 hrs):**

A perfect class to gain the basic knowledge and procedures to handle both the foreclosure and short sale transactions. You will learn the terms, transactional differences so you can better represent both buyers and sellers involved in a foreclosure or short sale.

**(0633) Uncommon Courtesy (3 hrs):**

Created from the REALTOR Pathways to Professionalism brochure...this course outlines and demonstrates how you can improve agent relations with fellow real estate licensees in every aspect of the real estate transaction. A great course that encourages ethical conduct, professional relations and public image!

**(0601) Representing New Construction (3 hrs):**

Designed for those that want the “how to” for representing a new home builder. This course covers the complete spectrum for new construction...from concept to completion. A tremendous course that

relates how you can effectively and professionally represent the new home builder and the new home buyer through the entire new construction process.

**(0311) Coaching the Real Estate Investor (3 hrs):**

Get the “need to know” facts about virtually every aspect of real estate investing so you can better represent the real estate investor. Presented in format that highlights specific areas that every agent needs to know so they can effectively coach their real estate investor client.

**(0656R) Making Agency Work For You (3 hrs):**

Finally...a course that outlines every facet of buyer and seller agency representation...and will help you turn agency disclosure in to a personal marketing opportunity. You will learn tips and techniques that can earn you both the respect and commission dollars simply by turning the agency pamphlet and your agency duties into a marketing tool.

**(0653) Keeping Your Advertising Legal (3 hrs):**

From print media to the web...from Fair Housing to Regulation Z...from NREC required disclosures to general real estate advertising...an in depth look at advertising diction and a direction that will help you avoid fines, save your real estate license and keep you out of jail.

**(0697R) Contract Language for the Real World (3 hrs):**

This course discusses 30 of the most “unclear, misrepresentative, and high risk” examples of poorly written terms and phrases in real estate contracts. Learn the correct way to create and author definitive contract language for better representation in real estate agreements.

**(0392R) Coaching Strategies for Diligent Representation (3 hrs):**

This course targets specific activities where agent’s “attention to detail” and “specific performance” can be enhanced to better represent the clients/customers in the real estate transaction. A great review; of the, “little things that make a big difference” in every real estate transaction.

**(0122R) Pricing It Right (3 hrs):**

This is one of the best courses in “price determination” for BOTH the buyer and seller. Presented with a unique perspective for pricing matched with an appraiser’s comparative price adjustments gives you an edge next time you need to “price it right”!

**(0721) 10 Coaching Points for Home Buyers (3 hrs):**

From exclusive buyer representation to property search and discovery to specific contract language protecting the home buyer to negotiations to closing...this 3-hour CE class offers tips and techniques to effectively coach home buyers through their real estate experience from agency to acquisition!

**(0337) Show Me the Mortgage Money (3 hrs):**

This class connects the dots between the agent...lender...home buyer and seller in a "real world" format. No theory...just proven strategies for financing real estate that will give you an edge in today's marketplace and a better understanding of the entire real financing process.

**(0752R) Profiting From The Paperwork (3 hrs):**

The Listing Agreement and Exclusive Buyer Agency Agreement (3hrs): This class takes two critically important real estate documents and offers specific presentation techniques supported by a line-by-line tutorial that explains every aspect of the two documents. This benefits the agent for relationship building while educating the client to the specifics of the agreements.

**(0270) Profiting From Pendings (3 hrs):**

This class offers the perfect blend of "attention to detail" and "buyer/seller relationship building" as it demonstrates how the agent can set the stage for "smoother and a no surprises" real estate transaction...AFTER THE SALES GOES PENDING!

**(0303R) Avoiding Contractual Risk (3 hrs):**

This class is all about avoiding risk...especially when it can be prevented or minimized! Correctly written contracts are critical to the diligent representation of the client(s) and the avoidance of negative consequences on the agent.

**(0750R) Property Evaluation For The Buyer (3 hrs):**

This class is a "checklist" look at evaluating a potential property the buyer may want to purchase. The "checklist" contains items that buyer's agents have failed to address that have caused license suspension, revocation, fines, etc.

**(0019R) Profiting From The Paperwork: The Purchase Agreement (3 hrs):**

Complete with a line-by-line tutorial...this class makes the purchase agreement a great tool for agents to "educate" the home buyer on every facet of the real estate contract. This allows the agent to do a better job for the buyer...and the opportunity earn future referrals for a "job well done"!

**(0525R) The Licensee's Role for the Seller Property Condition Disclosure Statement (3 hrs):**

The class focuses on reducing company/agent risk in the completion, presenting, explaining, and executing the SPCDS.

**(0021R) License Law and Agency Relationships (3 hrs):**

This class meets the NREC requirements for out-of-state licensees that want to meet the license law requirement to secure a Nebraska real estate license. This class details the license law with actual examples of violations PLUS sets the stage for compliance regarding Nebraska's agency laws. This class can be taken for licensing requirements under the number (0604R) but MUST be taken as a pre-license class and not CE!

**(0794R) Advanced Price Valuation (3 hrs):**

This class is the detailed, line-item review of the ERC/BMA (Employer Relocation Council/Broker's Market Analysis) and Strategy Report. It can be used for advanced pricing and marketing strategies and educating agents to properly complete the ERC/BMA paperwork required by relocating companies across the country.

**(0791R) 8 Coaching Tips for the Home Buyer's Strategy (3 hrs):**

This class is the perfect class for agents that want to offer a step-by-step home buying strategy in today's market. From understanding the complex process...to handling the emotions...to finding the right home...this class is framed in strategies and representation that enhances the entire home buying experience.

**(0792R) 11 Coaching Tips for Better Seller Representation (3 hrs):**

Sellers all want their property SOLD! This class focuses on 11 key points that agents can use to "coach" sellers through the entire home selling process. From motivation...pricing...marketing...to keeping all things legal...this class is a MUST for agents that want faster and easier sales and better relationships with sellers!

**(0393) Building a Winning Real Estate Team (3 hrs):**

This class is designed for agents that would like to learn how to build a real estate team in today's market. This class moves from the basics of creating a real estate team PLUS how to become an effective leader of a winning real estate team.

**(0783R) Avoiding Critical Mistakes in the Home Buying Process (3 hrs):**

This class is a targeted discussion on how to coach the home buyer through the maze of real estate processes and jargon so they can avoid critical mistakes in the home buying process.

**(0803R) Coaching On Multiple Offers (3 hrs):**

This class identifies the essential strategies and tactics of handling multiple offers in the world of residential real estate. From preparing the home buyer...to negotiations...to risk reduction...this session asks specific questions and provides specific answers so agents can better represent their buyer and/or seller when they are faced with multiple offer situations.

**(0899R) Real Estate Safety Matters (3 hrs):**

This class is the National Association of REALTORS Safety Program! It focuses on key safety issues, preventative strategies, awareness protocols, and how to keep you, your clients, and your client's property safe in your day-to-day real estate activities! This class is a MUST for all real estate licensees that take their personally safety seriously in today's world of real estate.

**(0068RPM) Nebraska Residential Landlord Tenant Act (3 hrs):**

This class meets the "Property Management" requirement set by the Nebraska Real Estate Commission. It is an in-depth look at the Nebraska Landlord Tenant Act and how it applies to the management and rental of real property.

**(1002RPM) Understanding Tenants Rights (3 hrs)**

This class meets the "Property Management" requirement set by the Nebraska Real Estate Commission. This class examines the right of tenants as stated in the Nebraska Landlord Tenant Act. It is a detailed look at virtually every action or situation that could arise in a landlord/tenant relationship.

**(1141R) Your Value Proposition for Real Estate Buyers (3 hrs):**

This class is the "missing link" in the professional representation of real estate buyers. It is presented in a coaching format that will assist you in identifying, defining, and delivering your results-based value to virtually every type of real estate buyer in the marketplace!

**(1142R) Your Value Proposition for Real Estate Sellers (3 hrs):**

This class is the "missing link" in the professional representation of real estate sellers. It is presented in a coaching format that will assist you in identifying, defining, and delivering your results-based value to virtually every type of real estate seller in the marketplace!

**(1169R) Your Value Proposition for Beating the E-Lead Giants (3 hrs):**

This class targets a set of relationship focused "value propositions" that will give today's real estate agents an unbeatable advantage when competing with the online E-Lead Giants! If you're tired of losing leads to the global websites taking your hard-earned real estate relationships, "cherry picking" the leads... and selling them back to you... this class is a MUST! Even if you do not need the CE hours... but want to take back your real estate business... don't miss this class!

**(1205R & 6000) Trust Account Basics (3 hrs):**

This class is a comprehensive review of the Nebraska Real Estate Trust Account Manual. It serves as one of the four required classes for the Designated Broker Certification.

**(1204 & 6000) Real Estate Business Planning 101 (3 hrs):**

This class is a strategic presentation on how to build a successful real estate business. It shares the key elements on how create, build, and maintain a profitable and sustainable real estate career! It serves as one of the four required classes for the Designated Broker Certification.

**(1000R) TEAMS: The REQUIRED CE Class (3 hrs):**

This class meets the NREC requirement for all licensees that are on a real estate team, the team leader, and the designated broker/manager that supervises a real estate team inside their brokerage. **REQUIRED EVERY 4 YEARS from the last date you took this class!**

**(1246R) Representing the Fundamentals of Today's Real Estate Market (3 hrs):**

This class focuses on the fundamentals of real estate of representation with the real estate consumer in the current real estate market. The course materials are updated to reflect the influences affecting the market and the real estate licensees' professional relationships.

**(1247R) Real Estate By The Numbers (3 hrs):**

This class is a targeted look at virtually every scenario where the real estate consumer... and the licensee... would need to gain a better understanding regarding the representation of the "numbers"... from pricing-to-financing-to-negotiations, and more!

**(1245) Representing the Value Propositions of Your Support Services (3 hrs):**

This class is a snapshot look at how the real estate licensee can gather, coach, and utilize the support services they offer their real estate consumers. We discuss how to identify the specific tasks... from timely communication to the creation of "job descriptions" for each support service to increase the professionalism and performance of everyone involved in the real estate transaction.

**(1296R) Essential Points When Showing A Property (3 hrs)**

This class is a point-by-point perspective on how to professionally and legally represent sellers and buyers when showing real property. From the staging a property... to showing the property... to staying safe while showing the property... this class is a must for those wanting to become exceptional at a very foundational activity in the real estate profession!

**(3000R) Developing Professional Conduct and Ethical Practices (6 hrs):**

This class looks at the real estate industry from a "best practices" point of view. It provides a highly-interactive look at the ethics and professional conduct to help licensees gain competency in handling real estate transactions. Participants will be actively involved in real-world case studies, as well as group discussions regarding ethics issues. Required for all pre-license students as Course (0003) with no CE credit.

**(2000) Real Estate Practice (12 hrs):**

This course provides a detailed look at the required knowledge and skills for a real estate practice, including, but not limited to, completing contracts and listing agreements and handling of client funds. Participants will be actively involved in real-world case studies, as well as group discussions regarding skills and due diligence required in the Real Estate Practice.

**(1409) Understanding the History & Legal Representation of Surveys (3hrs)**

This course explores the history of surveying and how it was developed in modern societies over the centuries, along with an understanding and detailed explanation of legal descriptions. You will gain foundational knowledge to better represent your real clientele while gaining the ability to protect the interests of both your clients... and your real estate license regarding surveys.

**Instructor: Steve Humphries**

*Mark Wehner, is the CEO and founder of Mark Wehner's REEsults Coaching™ and the REEsults Coaching™ School of Real Estate. Mark currently holds the REE, CRB, ABRM, CRS, ABR, GRI, e-PRO, NHS, and CREM designations and is a nationally recognized real estate educator.*



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**Online:** <http://www.vanedi.com/index.cfm/fa/CE/fa2/course/state/NE/pcode/reesults>

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**REESULTS™ Coaching School of Real Estate**  
**COMMISSION APPROVED TRAINING (CAT) Course Offerings**

*\* Nebraska Real Estate Commission Approved*

**COMMISSION Approved Training (CAT) Courses**

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**(NREC #) Course Title (# of CAT hrs): Course Description**

**(9999T) Entrepreneurship: From Passion-to-Potential (3 hrs)**

This segment launches our Economic Survival Series! The genesis of entrepreneurship is an unbridled...unstoppable passion to follow your dream...and then make that dream a reality. This segment lays the foundation for belief...motivation... and will create a "cause of action" for anyone looking for a reason "why" they can succeed!

**(9999T) Essentials of Entrepreneurship (3 hrs)**

This segment of our Economic Survival Series targets 10 "essentials" for entrepreneurial success. It examines the fundamental elements of exactly HOW to build a solid foundation in any independent venture or business organization. It develops conviction and purpose...two unstoppable elements...understood and practiced daily in the world of both entrepreneurship!

**(9999T) Winning Mindsets of Entrepreneurship (3hrs)**

This segment of our Economic Survival Series identifies key beliefs and attitudes required to create and sustain the very essence of entrepreneurship! The ability to THINK like an entrepreneur develops an unbeatable belief in yourself and your abilities.

**(9999T) Winning Strategies of Entrepreneurial ACTION (3hrs)**

This segment of our Economic Survival Series sets the stage for specific ACTIONS that build the framework and superstructure for entrepreneurial success. Focusing on targeted activities...we combine mental toughness, accountability, and risk-taking in a hard-hitting format designed to take you from efficient-to-effective in every aspect of your daily activities.

**(9999T) Winning Strategies of Entrepreneurial ACHEIVEMENT (3hrs)**

This segment of our Economic Survival Series connects-the-dots between entrepreneurial actions and ACHIEVEMENTS Learning the winning strategies that create targeted accomplishment, developing a unique market presence, handling the obstacles, utilizing the proper technology, and moving beyond your own limitations sets the stage for exponential personal growth and accomplishment!

**(9999T) Prime Directives of Entrepreneurship (3hrs)**

This segment of our Economic Survival Series identifies 12 "prime directives" that every individual must master in order to outpace the competition. We examine every directive's thought process from an entrepreneurial perspective. This session provides an unmatched mental edge when dealing with day-to-day challenges and opportunities.

**(9999T) How to Avoid the Top 10 Entrepreneurial Mistakes (3hrs)**

This segment of our Economic Survival Series identifies 10 "mistakes" that can paralyze enthusiastic entrepreneurs, including employees and staff of companies and organizations. We specifically coach



HOW to avoid these mistakes so you can survive the pitfalls and eliminate the desperation experienced by the uninformed entrepreneurs. By knowing and understanding HOW to strategically readjust your present mode of operations...then applying these coached, proven tactics to focus on business development instead of "brush fire management" ...you can stop the drain on your time, energy, and financial resources.

### **(9999T) Entrepreneurial Perspectives on Social Media (3hrs)**

This segment of our Economic Survival Series examines the key elements of awareness, coaching points, miscues, and mobility issues entrepreneurs will encounter when making social media a key component of their marketing strategy. If you are serious about profiting from your investments in social media...this session is exactly what you need so you can maximize your social media experience.

### **(9999T) Key Strategies of Entrepreneurial Networking (3hrs)**

This segment of our Economic Survival Series takes networking to new heights for both the entrepreneur. We focus on networking strategies that have been proven over decades of business prospecting. Then, we expand present networking mindsets to create highly effective, "profit generating" activities that will take you from "chasing" customers to "attracting" customers!

### **(9999T) Entrepreneurial Branding Strategies (3hrs)**

This segment of our Economic Survival Series reveals key strategies for branding your entrepreneurial venture. From concept-to-world class...you will learn the secrets of successfully branding that are used by the world's high profile...best known...major brands!

### **(9999T) Entrepreneurial Perspectives on Business Ethics (3hrs)**

This segment of our Economic Survival Series offers a candid look into how entrepreneurs navigate the world of business ethics in everyday activities. From "situational ethical questions" to dealing with the ethical pursuit of gaining a "competitive advantage" ...we will reveal exactly how one can gain...and profit from...an entrepreneurial perspective ethically!

### **(9999T) Entrepreneurial Leadership Strategies (3hrs)**

This segment of our Economic Survival Series shares the next generation of leadership strategies. From personal...to company...it will transform your present perception of leadership! This session builds on proven leadership philosophies while sharing the secrets of "entrepreneurial" leadership that can make a positive difference at all levels of any organization.

### **(9999T) Real Estate Business Planning 201: How to REEverse Engineer Your Success (3hrs)**

Goals for this program are to improve professionalism through awareness, long-term career strategies, reduce failure rate due to lack of understanding, and self-accountability for better self/client/customer representation! *This CAT course compliments Real Estate Business Planning 101 (1204 & 6000)*

### **(9999T) How To Build A Profitable Referral Network (3hrs)**

This **3hr** CAT Course is an *in-depth* look at how to take your "Word of Mouth" referrals "Hi-Tech"... and build a profitable referral network that will generate referrals for a lifetime. This course introduces a unique, customizable and online referral data base that is sharable and accessible to your clients and customers 24/7/365 "AT THE NEED AND SPEED OF THE CONSUMER!"

### **(9999T) How To Build A Profitable Referral Network (1hr)**

This **1hr** CAT Course is a *snapshot* look at how to take your "Word of Mouth" referrals "Hi-Tech"... and build a profitable referral network that will generate referrals for a lifetime. This "short and to the point" course introduces a unique, customizable and online referral data base that is sharable and

accessible to your clients and customers 24/7/365... **"AT THE NEED AND SPEED OF THE CONSUMER!"**

**NOTE: We also offer additional CAT Courses in our Real Estate **REEmarkable Courses!****

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they fall to their level of training!"*

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The **REEMarkable Real Estate Series** is designed to coach real estate licensees, both new and experienced agents, on the tools, techniques, and strategies that are guaranteed to immediately increase the productivity and profits of the participating agents!

The **REEMarkable Real Estate Series** is created to fill the void in agent education. Brokers spend tens of thousands of dollars and countless hours recruiting new agents to their companies. Then typically put them through a basic “one size fits all” training program. After that, agents are often left to “figure it out on their own”. The drop in the National Association of REALTORS productivity statistics tells us that model just isn’t working for long term, sustainable success! *This problem stems from agent training programs that are based mostly in the “second and third person” level of contact.*

The **REEMarkable Real Estate Series** coaches the real estate agents to do common real estate activities in an uncommon way! According to Darren Hardy, Editor of Success Magazine... “In order to succeed in 20 years ago you had to be the BEST! Then with the entrance of technology you had to be FIRST. Next came DIFFERENTIATION. You had to be “different” ...better advertising, marketing tools, technology, etc. Now you must be remarkable to last!” Remarkable, in this sense, is both an adjective and a verb. Will the agent provide a level of real estate services above the norm? Will the consumer “remark” ...in social media and centers of influence about the agent’s remarkable level of service? That’s today mantle for defining success. This Series entire purpose is to create, or recreate, a REEMarkable real estate agent! Once an agent reaches this pinnacle...all else...from professional relationships to personal productivity is truly possible! GUARANTEED!

The remarkable thing about the **REEMarkable Real Estate Series** is that is a “first person” agent education program. Every facet is designed to get the agent “face-to-face” with the potential home buyer and seller. Then...have the tools and techniques to provide remarkable service! This compliments all “second person” (technology-based marketing, CRM, direct mail, internet lead programs) and “third person” (Center of Influence and referral programs) training activities that have become the standard of agent education this past decade. Recognizing that *balancing* these three foundational prospecting methods is the key for all levels of agent education...the **REEMarkable Real Estate Series reinforces the need for “first person” agent education** while coaching the real estate agent to excel faster and more effectively in today’s real estate marketplace!

A snapshot look at the **REEMarkable Real Estate Series**:

- This Series includes 6-3-hour sessions totaling 18 classroom hours
- This Series is approved for in both Nebraska and Iowa for real estate continuing education and broker approved training as applicable
- This Series is approved by the Nebraska REALTOR Association as a substitute for GRI 101.
- Each participating agent that completes all 6 sessions will earn the REE designation (Real Estate Entrepreneur)
- The goal of this Series is to make each participating agent “top of mind” and highly referable by representing their clients and customers through REEMarkable representative strategies!

## The REEmarkable Real Estate Series Courses:

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### 1. The Real Estate Entrepreneur (9999T):

This session will share proven, successful mindsets and method for achieving success in the real estate industry. It will include target specific strategies...from “motivational” to “how to avoid the mistakes” as a real estate entrepreneur. Both productivity and accountability coaching will be key coaching points for this session. (CAT)

### 2. Profitable Prospecting (9999T):

This session will target the basic “first person” lead generation activities available for today's real estate professional. It will include exactly “how to be REEmarkable, both in performance and prefer ability, in every real estate income generating arena...from FSBOs / Expired, Open House, New Construction and Targeted Canvassing. (CAT)

### 3. REEmarkable Buyer Representation (0901R):

This session will study all the best strategies for offering unmatched buyer representation regarding real estate services provided to today's home buyers. It will focus on the buyer's financial buying power, property search, evaluating the property, and more! (CE-R)

### 4. REEmarkable Seller Representation (0902R):

This session will study all the best strategies for offering unmatched seller representation regarding real estate services provided to today's home sellers. We will create a systematic process for quality seller representation including but not limited to pricing, marketing, and the entire selling process from listing to close. (CE-R)

### 5. REEmarkable Risk Reduction (0903R):

This session will detail key points of risk for today's real estate agent. From representation, to environmental, to the law, the participating agent will gain a solid foundation to keep them...and their broker out of real estate jail. (CE-R)

### 6. REEmarkable Document Representation (0904R):

This session will coach proven strategies on “how” to profit from the documents. While most agents learn how to just fill in the blanks...the REEmarkable Agent will learn the specific language and techniques that will make explaining and presenting all the real estate documents a profit center for the agent and the broker! (CE-R)

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