



A. Shane Mask Class Schedule

Register At www.AmericanREU.net/classes



PSA® Pricing Strategy Advisor

Why earn Pricing Strategy Advisor?

Determining property values depends more than ever on professional expertise and competence, the best use of technology, and approaching the pricing assignment from various perspectives.

Enhance your skills in pricing properties, creating CMAs, working with appraisers, and guiding clients through the anxieties and misperceptions they often have about home values with the PSA certification.

About PSA®

Designed for real estate professionals at all experience levels and those working with either buyers or sellers, the National Association of REALTORS® PSA (Pricing Strategy Advisor) certification provides a framework for understanding:

The purpose and benefits of CMAs

Terminology of pricing and valuation... Read more at AmericanREU.net



When

Thu May 8 10:00am to 05:00pm



Where

Emerald Coast Association of REALTORS®
10 Hollywood Blvd SE - Fort Walton Beach, FL



SRS® - Seller Representative Specialist

The SRS® Designation is the premier credential in seller representation!

Whether you are new to the industry or a seasoned veteran, the SRS Course will redefine your "normal" and reinvent the way you represent sellers. Come learn tips and tools that will equip you to list in today's marketplace.

- * Increase listings and grow your business.
- * Demonstrate and communicate your value package.
- * Understand and apply the Code of Ethics & Standards of Practice.
- * Understand and comply with all state license laws.
- * Understand and apply methods, tools, and techniques to provide support and services that sellers want and need.

Agents, brokers and managers from all over the US and Canada say this course exceeded expectations and provided cutting edge tools to outperform the competition.

CE APPROVED:

GA - 12 HR CE

FL - 8 HR CE



When

Wed Jun 4 10:00am to 05:00pm



Where

Emerald Coast Association of REALTORS®
3652 US-98, Santa Rosa Beach, FL 32459 - Santa

Rosa Beach, FL



Buying A Home After Bankruptcy! Course

Many Americans have struggled in recent years. Unemployment, predatory lending practices and the collapse of the housing market have left millions with no option but to file for bankruptcy protection. Cut through the red tape and avoid the road blocks to help your client navigate the process to a successful closing.



When
Thu Jun 12 10:00am to 01:00pm



Where
Fayette County Board of REALTORS®
101 Devant St, STE 706 - Fayetteville, GA



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CE APPROVED:

GA - 12 HR CE

FL - 8 HR CE



When
Mon Jun 23 10:00am to 05:00pm



Where
Charleston Trident Association of
5006 Wetland Crossing Drive - North Charleston, SC

REALTORS®



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CE APPROVED:

GA - 12 HR CE

FL - 8 HR CE



When
Thu Jul 10 09:00am to 04:30pm



Where
Fayette County Board of REALTORS®
101 Devant St, STE 706 - Fayetteville, GA



RENE® (Real Estate Negotiation Expert)

This new 2-day Course is an interactive experience to help negotiators elevate their game! The course examines all types of negotiation formats and methods so that today's negotiators can play the game to win. A full spectrum of tips, tools, techniques, and advantages will be provided so that negotiators can provide effective results for their client.

The second day of the course focuses on real-world field scenarios to help negotiators apply the power tools, techniques and tactics learned on the first day.

Understanding the tactics and techniques is one thing, but learning how to recognize them being done and using them effectively requires practice. These field scenarios provide the foundational experience and practice negotiators need to master so they can effectively advocate for their clients.



When

Wed Oct 1 10:00am to 05:00pm



Where

Emerald Coast Association of REALTORS®
3652 US-98, Santa Rosa Beach, FL 32459 - Santa

Rosa Beach, FL



SMOOTH CLOSINGS Get your deals to the table!

Stalled closings got you frazzled? Ditch the frantic scramble and step into "Smooth Closings," a workshop designed to equip you with the skills to navigate even the trickiest real estate transactions. Whether you're a seasoned pro or a fresh face, this immersive program empowers you to anticipate and navigate common pitfalls in areas like wills, trusts, liens, tax issues, and loan processing.

This course will be your roadmap to mastering the twists and turns that can derail deals. Learn to identify potential roadblocks, strategize solutions, and confidently guide your clients to a seamless closing.

Don't let paperwork pandemonium hold you back. Emerge equipped to close deals with confidence and finesse. Enroll today and watch your confidence soar as you transform into a closing champion!

Course Objectives:

- * Equip agents with the knowledge and skills to navigate common pitfalls in real estate closings.
- * Build confidence in handling complex title issues, estate matters, liens, taxes, and loan processing challenges.
- * Develop effective communication strategies for negotiation and problem-solving during the closing process.
- * Enhance understanding of key closing documents and legal procedures.



When

Tue Dec 2 09:30am to 12:30pm



Where

Fayette County Board of REALTORS®
101 Devant St, STE 706 - Fayetteville, GA

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